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Responsible editor: Autodistribution International, Kortenberg, Belgium

THANK YOU OMER!



Dear colleagues and partners,

First of all, I would like to thank you most warmly for your active participation, in such large numbers, in our virtual summit.

After a poor year in 2020, we needed to connect and interact with our main partners. The more than 450 meetings that took place demonstrate the desire to share the experiences we had in 2020 and to put into perspective the resilience of our market, the extraordinary performance of AD International's distributors and the recovery we all hope for post-COVID.

All our partners were there for us during 2020, despite the extraordinary year that it was, but one of them stood out particularly: the Bosch teams deserve the Supplier of the Year Award for the support they managed to provide our members in almost all of our countries.

Thank you again and congratulations!

I was also especially happy to see that our community has nominated Gennady Korolkov as "Aftermarket Professional of the Year". In addition to the impressive work that Gennady and his teams are doing in the Moscow region and, more widely, with their Russian colleagues, I would like to pay tribute to his personal commitment to serving our community. Gennady is an active, positive and respected member of our Board and his advice is always extremely valuable and based on his thorough knowledge of our business.

Thank you and congratulations Gennady!

Finally, we wanted to express, albeit virtually, all our admiration and thanks to Omer for having made AD International what it is today: an organisation of united distributors, who share the same values and the same vision of the business, who are pleased to get together regularly to exchange good practices and to maintain their friendships, having woven a close partnership of links with a community of partner suppliers.

Without Omer's personal commitment, hard work, vision and relational intelligence, this would not have been possible.

A huge thank you, Omer!

A page turns and a chapter closes but the adventure continues. Omer and I were keen to carry on this work in the spirit of continuity, which is so important in our business, where we have to perform over the long term.

And so the baton - or rather the pen - has been passed on to Manuel who, together with Petra, Johan, Rutger and some new recruits will continue the work that has been accomplished, strengthen our ties and contribute to the development of our business.

Manuel and the team, we have every confidence in you!

And finally, I want to wish you all good sales and excellent profits.

ADI Contract suppliers in this edition.

AD International's supplier portfolio counts more than 40 leading parts manufacturers, all with OE pedigree (more information on ADI or its contract suppliers on www.ad-europe.com).

Each ADI Newsletter in 2020 and 2021 (including the electronic version AD Flash) will contain fresh content from our contract suppliers. Their aim is to provide you with information on their companies and product range, and their role in our and your businesses or in the automotive aftermarket in general.

ADI Contract suppliers in this edition:



BOSCH
Invented for life



OSRAM

SKF

TRW

Valeo

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latest news from the
AD Group

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BOSCH

Invented for life

Driven by **TRUST**

Thank you Autodistribution International
for the great cooperation.

boschaftermarket.com

**What drives you,
drives us**

BOSCH AUTOMOTIVE AFTERMARKET: ADI SUPPLIER OF THE YEAR

Bosch Automotive Aftermarket provides customers worldwide with a complete range of diagnostic and workshop equipment and a wide range of spare parts – from new and exchange parts to repair solutions – for passenger cars and commercial vehicles. Workshops services and support are also part of the comprehensive Bosch portfolio. Bosch Automotive Aftermarket Regional President for Europe and the Middle East, Günter Weber, was interviewed for this special award

Mr. Weber, Bosch recently received the supplier of the year 2020 award from AD International during ADI Summit VirtualXperience on virtual stage. What does it mean for Bosch?

GW: We are very honored and happy to receive this prestigious award. It's an ultimate acknowledgement of the trust and appreciation that ADI has for Bosch Automotive Aftermarket and for the hard work, excellent business performance and strategic support.

Both - our joint business and our partnership have definitely proven to be strong and resilient - especially in these difficult times we are facing!



Günter Weber, Bosch Automotive Aftermarket Regional President for Europe and the Middle East

distinguished group of entrepreneurs and leading customers for us - active in markets where we see great opportunities!

I already mentioned during the Award ceremony, but I would once again say "Congratulations to 50+1 years of driving automotive distribution with outstanding entrepreneurial dedication and achievements. This is a fantastic asset to shape together the future of the independent aftermarket!"

That's exactly where ADI can count on our support: as proud partner, we continuously invest further in a comprehensive portfolio out of parts, diagnostics, and workshop services.

That's true for today's – but also for tomorrow's need!



left to right: **Günter Weber**, **Frank Geiges** (Global Key Account manager for ADI)

This award also pushes us to continue our growth path, investing further in our comprehensive portfolio, to answer all our customers' demands.

Furthermore, receiving this prestigious award for 2020, in this very special occasion - your 50th anniversary – brings us great satisfaction.

How would you define the collaboration with the ADI family?

GW: Working together with ADI is a big opportunity for Bosch, as a strong partner in the Independent Aftermarket. ADI is made up of a



AUTODISTRIBUTION INTERNATIONAL (ADI) SUCCESSFULLY GATHERS AUTOMOTIVE TRADE AND INDUSTRY IN ADI SUMMIT “VIRTUALXPERIENCE” ON APRIL 12 - 13

Following a tradition of several online webinars since the beginning of the pandemic, on April 12 -13 2021 Autodistribution International (ADI) hosted more than 220 participants during the ADI Summit VirtualXperience, online edition of the annual ADI Summit.

Attending this online edition from their (home-)offices across Europe were CEO’s and top managers of ADI’s contract suppliers and ADI Partners representing 49 countries in Europe, Central Asia, -Northern Africa and – through its global organization 1Parts - the US, Canada, Mexico, Puerto Rico and Panama.

The Summit is ADI’s annual top event that strengthens co-operation between leaderships of both trade and industry in the automotive aftermarket. Forced by the circumstances that still prohibit travelling, participants connected to a purpose-built online portal facilitating one-on-one networking encounters, a keynote by Todd Campau (IHS Markit) giving insights on the development of the automotive market and more than 400 productive and fruitful meetings between ADI Partners and Contract Suppliers.

During the plenary conclusion on Tuesday that was attended online by the full 220 strong audience, ADI President Stéphane Antiglio proclaimed two Award winners :

Gennady Korolkov (President of AD Russia and General Director of AD Moskvorechie, Moscow) received the **Award for “Aftermarket Professional of the Year 2021”**, a once-in-a-lifetime prize assigned by the Summit audience weeks before the events, for exceptional merits in the automotive aftermarket and in the AD organizations. His prize is a work of art by the French sculptor Cécile Thonus.



Gennady Korolkov (President of AD Russia and General Director of AD Moskvorechie, Moscow) received the Award for “Aftermarket Professional of the Year 2021”



ADI contract supplier BOSCH received the “Supplier of the Year 2020” Award

ADI contract supplier **BOSCH** received the “**Supplier of the Year 2020**” Award in recognition and appreciation of Bosch’ efforts in supporting the ADI Partners during the extremely challenging pandemic year 2020. After having received the prestigious award (virtually) from the hands of the ADI President, Günter Weber (Regional President AA Europe & ME) on behalf of the entire Bosch organisation and a strong Bosch team present on-line, thanked the ADI partners for their strong and resilient partnership during 2020. The trophy for Supplier of the Year traditionally is an artwork by the Belgian artist Willy Peeters. It is called “Framework” and represents the dynamic environment (“framework”) in which we operate: the aftermarket.

The final plenary session was marked by a ceremony announcing a **change in the management at ADI**: after 47 years of recognised leadership, **ADI Managing Director Omer Wesemael “passed the baton” to Manuel Van Royen as the new Managing Director of ADI**. Manuel himself looks back on 34 years in the company as Marketing Director, and will now be succeeded by **Petra Vanfroyenhoven as the new Marketing Director**.

As a token of appreciation and recognition for his impressive career at the service of AD International, the ADI President Stéphane Antiglio, who had been attending the event online until then, suddenly appeared as a surprise live in the studio to hand over to **Omer Wesemael the lifetime ADachievement trophy** called “Full-life” (by Willy Peeters).



A glimpse behind the virtual studio

VALEO'S INNOVATIVE IBSG 48V SOLUTION TO REDUCE CO2 EMISSIONS IS NOW AVAILABLE ON THE AFTERMARKET



With its iBSG 48V (Integrated Belt Starter Generator), Valeo has successfully risen to the challenge of increasing the performance of vehicles driven by internal combustion engines, while also reducing their fuel consumption. A technology destined to become more widespread on the market in the years to come.



Driving the development of electric vehicles

As the regulations on CO2 emissions and pollution become stricter in Europe and worldwide and a growing number of consumers turn to more ecological offers, carmakers and equipment suppliers are faced with the need to develop more responsible products.

Stop-start technology, pioneered by Valeo with i-StARS in 2010, was an important step forward. Increasingly complex technological developments have been established since then in order to reduce CO2 emissions, including the 48V technology, which will become indispensable in the years to come. Consequently, electric vehicles and the 48V technology will dominate the market by 2030.

An ultra-high-performance system

In 2017, Valeo started supplying iBSG 48V alternator systems with built-in electronics as original equipment. As well as operating as an alternator and starter motor, this system fulfills four additional functions that reduce fuel consumption and therefore CO2 production by up to 6%*.

- It recharges the battery to assist the engine and to supply power to the vehicle's equipment.
- It assists the engine when the vehicle is driving at a constant speed (on main highways, for example) in order to cut fuel consumption.
- It delivers a boost effect to the engine when accelerating.
- It allows the car to be driven in 100% electric mode over short distances.

Made in Valeo's plant in Étapes in northern France, which is one of the largest electric machinery factories in Europe, the iBSG system has already been installed in several hundreds of thousands of vehicles, including applications for Asian, German, British and French vehicles.

An environmental challenge for Valeo

With its iBSG system, Valeo is actively contributing to the electrification of vehicles. The Group produces 30 million electric machines every year, confirming its long-standing know-how in the manufacture of electric systems, while also providing an effective response to today's environmental and legislative issues.

The plant in Étapes currently produces almost 30,000 electric machines per day, and it is continuing to ramp up its capacity to produce 48V systems in response to the strong demand from carmakers. In May 2020, French president Emmanuel Macron chose the Étapes site to unveil his government's plan to support the automotive industry by making it more ecological and more competitive.

15 iBSG 48V part numbers are now available on the aftermarket for auto repair specialists.

**in comparison with a stop-start system - WLTP standard*



TRW TRUE ORIGINALS COLORED BRAKE CALIPERS

TRW True Originals brake calipers are available in a range of colors to match the specific OE fitment, when supplied as new.



Wide range of caliper options available

- A wide range of colors, including; Traffic Red, Tornado Red, Mint Green, Ultramarine, Traffic Yellow, Traffic Grey and Deep Black
- New and remanufactured calipers
- Electric Park Brake caliper solutions
- Available for prestige vehicles
- All accessories and instructions needed are in the box
- Lightweight aluminum calipers for improved fuel consumption.



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and **YouTube**



Our entire brake caliper range is available at
trwaftermarket.com/en/catalogue

UFI FILTERS GROUP, THE GLOBAL PARTNER OF THE AFTERMARKET WITH THE TWO BRANDS UFI AND SOFIMA



UFI Filters Group is a global leader in filtration technology and thermal management (heat exchangers for combustion, electric and hybrid vehicles). With its two brands UFI and SOFIMA it serves a wide range of sectors – from automotive: passenger car, heavy duty, agriculture, on-road and off-road vehicles, as well as aerospace and marine to specialised industrial and customised hydraulic applications. Renowned for its innovation, UFI and SOFIMA products and know-how are to be found in all kinds of vehicles – from Ferrari and other top F1 teams, to the European ExoMars spacecraft.

50 years setting higher standards.

Founded in Italy in 1971, in 50 years UFI Filters Group has written the history of filtration, establishing itself as an industry leader for its revolutionary products, first of all in engine air with the first air panel with polyurethane frame, then in diesel filtration with water separation filters for common rail engines. Up to today, UFI Filters has confirmed itself as one of the only companies in the European panorama able to produce and supply complete filtration systems, starting from the filter media, till the heat exchangers, both for traditional and hybrid engines.

The OE pedigree.

UFI and SOFIMA supply the full range of air, oil, fuel, cabin, hydraulic and coolant filters as well as thermal management systems to the automotive sector, meeting the needs of nearly all car brands and motorcycles as well as commercial, heavy duty and agricultural vehicles. In the OE market, the Group is a leading filtration provider, chosen by 95% of vehicle manufacturers worldwide, boasting a list of more than 250 co-branded products with the biggest OEMs.

The Aftermarket business.

Each family of filters within the company's two aftermarket brands, UFI and SOFIMA, covers 96% of the European car parc, thanks to a range of more than 3000 SKUs and can be supplied by the best distributors in the world. UFI Filters aftermarket can boast a strong OE pedigree, 17 UFI and SOFIMA aftermarket dedicated sales offices that guarantee a widespread presence in Europe, China, India, North and South America, North and South Africa, Middle East and Australia. UFI and SOFIMA aftermarket can count on a clear development strategy worldwide. The goal of all of the functions is to give the maximum effort: from product development to marketing, with constant support to the sales force; from logistics, with an attentive, prompt and flexible service.

The High Tech solutions.

UFI Filters Group's High Tech Division is specialised in the production of filtration solutions for "extreme" performances. 9 out of 10 of the Formula 1 teams has chosen UFI, who supplies more than 10,000 individual parts per year to the racing sector, not only to the best known series, but also for Formula 2, MotoGP, Moto2, Moto3, GT2, GT3, GTE and LMP championship and Superbike.

Furthermore, with its HYDRAULIC DIVISION the Group can provide a catalogue for more than 6,000 hydraulic filters for mobile and stationary applications.

The industrial footprint.

One of the first Italian companies to identify growth opportunities in the Far East, today the Group has 19 industrial sites, boasting an industrial footprint of 175,000 square meters of which 50,000 are dedicated to logistics; 57 commercial offices and employs over 4,000 people in 21 countries and 5 continents.

R&D driven company.

It employs 168 specialised technicians in its 3 Innovation and Research Centres and holds 237 patents. UFI Filters Group has doubled its turnover in the last ten years. As a research-driven company, it reinvests over 5% of its revenues in R&D and thanks to its wide vision, it is investing in new technologies for electric vehicles, in line with market trends towards sustainable mobility. This means that UFI and SOFIMA can provide the customers with a 360° solution for the mobility of the future.



OSRAM: POWERING PERFORMANCE BEYOND LIGHT. INTRODUCING OSRAM'S NEW AUTOMOTIVE CARE AND EQUIPMENT PORTFOLIO

OSRAM

For over 110 years, quality OSRAM lamps have been providing more value and safety to your customers. Now, OSRAM are going beyond light with a new range of automotive accessories – from battery care and tyre care, to inspection lights, driver dashcams, and air purifiers.

With excellent quality in every price range, this road-ready portfolio lets you equip your customers for whatever lies ahead.

Be business ready

After the merger with Ring Automotive in 2019, OSRAM has strengthened its aftermarket business. The company was able to expand the retail market beyond its existing portfolio of automotive lighting to achieve further growth and offer new product opportunities including automotive electronics and accessories for end customers and workshops. Currently, they are launching dash cameras, air

purifiers, battery and tyre care products. Their inspection lights portfolio is also being optimized. And this is just the beginning – there is much more to expect in the future for OSRAM's customers.

Quality service starts with setting high standards, from the work you do to the equipment you use. With the OSRAM trade-exclusive tools and devices you enable workshops to always be prepared for any job. These are professional products, designed to deliver premium performance and durability.

Empower your customers

Now, you can offer more than your expert opinion and break new grounds. From routine maintenance and roadside repairs, to dash-cam evidence and cleaner air, this new portfolio also includes products that help end-consumers prepare for any situation. Educating and empowering car owners helps to strengthen relationships, enhance your reputation, and ultimately grow your business.

Empower customers and equip your business for whatever lies ahead with the road-ready range from OSRAM.

For more information, visit www.osram.com/road-ready

With the new automotive care and equipment products, OSRAM is expanding its automotive aftermarket portfolio.



GENNADY KOROLKOV: ELECTED AFTERMARKET PROFESSIONAL OF THE YEAR

It is a great honor for me to get rewarded by the Aftermarket Community. I am receiving it as a recognition testimony for AD Russia and AD Russia Partners, for the efforts produced and the hard work delivered by my AD Russia Colleagues during the past almost 20 years.

Founded in 2002, our organization has grown from a small 30 to a 530 Million € turnover in 2020, not deviating one inch from our fundamental principles which key ones are: Transparency, honesty, respect, professionalism, strategic planning, and AD Russia Partners' interest protection and development. Nothing "fancy", no "show-off", however efficient enough to develop a certain degree of attractiveness as shown by the recent joining of two new affiliate Companies, Part-Kom a large national distributor and Autodoc a leading internet platform in the Russian market.

Due to the immensity of the Russian territory and quite low level of road infrastructure, although much improved nowadays, the Russian IAM has traditionally and historically relied on a long supply chain. Still today, the main bulk of our customer-base consists of retailers/jobbers, themselves serving the repair-shops or the end-users. One of AD Russia's on-going strategic main objectives is to progressively mutate our customer-base from retailers to garages. Achieving this goal requires preliminary steps of which key ones are territory coverage and high service level. This is the price to pay to get intentions become reality. Consequently, AD Russia and its Partners are annually investing millions € to develop our warehouse network all over Russia and up-grade our inventories. Presently, AD Russia's market footprint relies on 87 owned subsidiaries spread over 62 cities, the best possible platform for our suppliers willing to get a National presence. Quite an achievement but not good enough. Actually, more than 70 sizable cities are still not covered yet by either our network or even our competition. This is our number 1 target in coming years. Through the completion of this project combined with the related progressive evolu-

tion of our customer-base, we are planning to grow our IAM market share to 20% from an estimated 10% today.

We also made a strategic step forward in order to create a solid basis for the development of our business with repair shops. We have recently launched a repair shop concept under the name "Vernum Auto". The network will consist of a mix of "owned shops" and "franchised ones" under a hard franchising system.

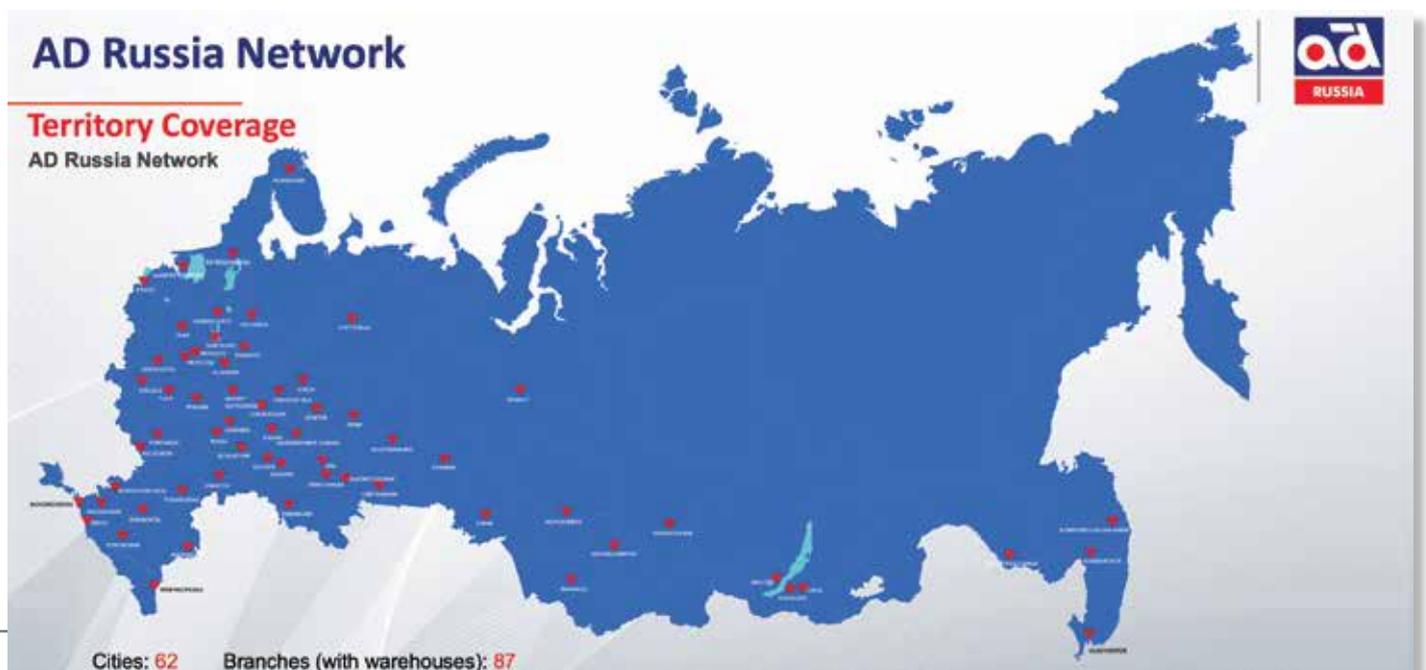


The idea is to provide the independent garages with the appropriate market approach in all respects: Technology, marketing including price positioning and efficiency, whereas allowing us to control and to develop this business in our common interests. Definitely, on top of the list is loyalty. The two pilots, which are owned shops, that have been operating for two years already helped us a lot to learn from experience. After a running in period of 2 years, both of them are now delivering excellent results. The right business model is now ready. Our plans includes the opening of 10 "owned shops" in Moscow in the coming 12 months, the start of the franchising in the same area in the following months followed by a development in other Regions based

on the same approach.

I cannot be ending this article without seizing the golden opportunity that it offers to me to send a message to our ADI Suppliers to whom we are entirely dedicated. We all suffered from the pandemic, we as much as you. We all understand that times are tough and conditions have evolved but please do not release your efforts in sustaining what made our joint success since the IAM is the IAM: trust in each other, cooperation with no hidden agenda, support and... product availability.

Take care and come on.....go ahead !



NOW EVEN MORE RECYCLED FIBERS IN AIR FILTERS FROM MANN-FILTER

**MANN
FILTER**

- Up to six PET bottles in one square meter of filter medium
- The improved MANN-FILTER air filter C 24 005
- High separation efficiency over the entire maintenance interval



MANN-FILTER air filter with an increased proportion of recycled fibers

Sustainably working with resources goes without saying for leading global filtration expert MANN+HUMMEL. For example, one contribution to sustainability is the improved MANN-FILTER air filter C 24 005, with its renewed filter medium made from recycled synthetic fibers. "One square meter of filter medium now contains plastic from up to six 1.5-liter PET bottles. This meant we could triple the proportion of recycled fibers and make an important contribution to the conservation of resources," Jens Weine, Product Range Manager Air and Cabin Air Filters at MANN-FILTER.

More air filters will now follow in the footsteps of the C 24 005. The green color of their recycled fibers makes these air filters look different to the others. They meet the replacement intervals prescribed by the vehicle manufacturer even under dusty conditions, and are characterized by their flame-retardant properties. Also the new MANN-FILTER air filters are supplied in OEM quality.

Thanks to the multilayer MICROGRADE A-S medium, the separation efficiency of the C 24 005 air filter is up to 99.5 percent, when tested with ISO-certified test dust. With its high dirt holding capacity throughout the entire service interval, the air filter requires only 30 percent of the filter medium area of traditional air filters based on cellulose media. The fibers of the renewed medium are certified according to Standard 100 by Oeko-Tex, meaning they are tested for pollutants and declared non-harmful.

Filters from MANN+HUMMEL are in continuous development. As well as meeting technical specifications, one of the most important factors for MANN+HUMMEL is sustainability.

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Keep your safety and maximize your fuel economy and your tires lifespan with the full range of TPMS line from SKF.

- Over 80% carpark coverage
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AUTODISTRIBUTION NEDERLAND ON CRUISING SPEED

4 months after the launch of the AD Garage program in the Netherlands, Autodistribution Nederland is proud to present today 15 AD Garages and 11 AD TechExpert Garages and has strong ambitions for the future.

The steady growth of the network is not a coincidence: it is powered by 20 distributors and a competent Autodistribution Nederland team that operates the market from its new premises in 's-Hertogenbosch.



Kees Willemsen, Sales Director Autodistribution Nederland, comments : *"Backed up by the Autodistribution organization in France and Belgium, our team is in a position to offer a unique program to the independent repairers all over the country. A solid network of regional distributors, an exhaustive portfolio of marketing, communication and support tools and a*

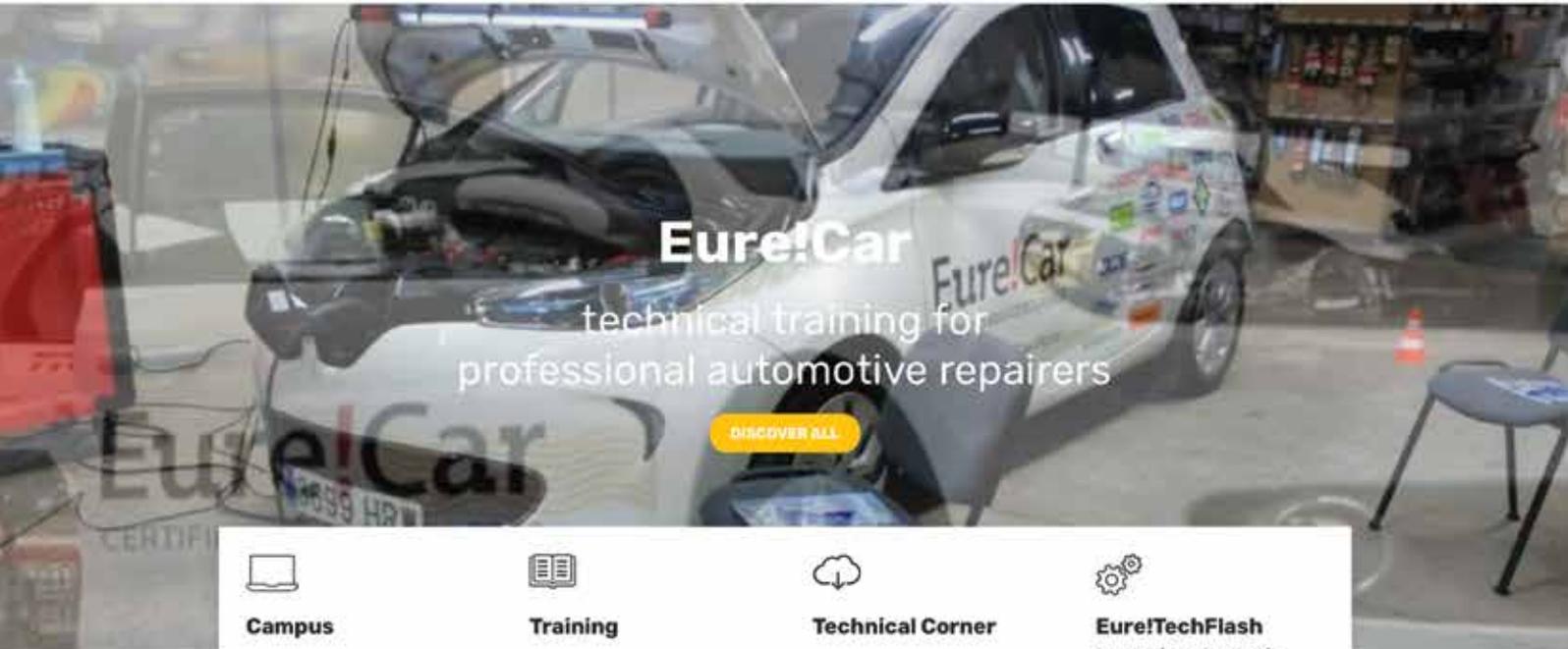
flexible governance system with short decision lines guarantee a steady and sustainable development, able to react swiftly to a dynamic market!"

Some of the recent achievements of the network by Autodistribution Nederland are :

- A large (and growing) supplier portfolio, as will be shown in the first edition of a 90 page magazine
- An extended product portfolio available through the central warehouse in Belgium and two more distribution hubs in the Netherlands
- The AD Garage program featuring a.o. International warranty on parts and labour and 24/7 breakdown service
- A portal website offering motorists the possibility to get online price quotations
- A program for technical support with trainings and webinars.

The development of Autodistribution Nederland confirms the efficiency of the Autodistribution business model : efficient co-operation between regional distributors within an organized and centrally managed network offering to their customers brand image and exclusive programs for commercial and technical support.





Eure!Car

technical training for
professional automotive repairers

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The platform for on-line trainings - get trained in the latest technologies at your convenience.

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Visit our knowledge database with a.o. fitting instructions, technical notes and common failures.

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Eure!TechFlash technical bulletin

Download our technical bulletin - the up-to-date insight in automotive technology and innovation.

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About Eure!car

The repairer of today (and tomorrow) faces a permanent challenge: keeping pace with increasing technology in an ever-growing and more varied range of vehicles!

The technical competence level of the mechanic is vital, and in the future may be decisive for the continued existence of the repair shop.

Eure!Car is a program by Autodistributie Internationale, with headquarters in Kortenberg, Belgium. The Eure!Car program contains a comprehensive series of high-quality technical trainings for professional repairers, which are given by the national AD organisations and their parts distributors in more than 30 countries.

Visit
www.eurecar.org
 and discover the
 on-line training offer