Challenges of a modern ATF

Warsaw 1. Dezember 2016
Hotel Novotel
New Challenges

- Many changes in a very short time
- Recycling loop should be closed
- New technical obstacles
- Car Recycling costs money
- No one is willing to pay it
- Car producer claim that a ELV has always a positive value
- Then we need full support to win back the whole value of a car
Yesterday

- No guarantee but low part prices
- Self-Service
- Salvage cars have been cheaper
- Lower payments for employees
- Less investments in infrastructure and tools
- No unpaid paperwork
- Better scrap prices for a basic income
Today

• Customer wants guarantee
• We have to prepare the parts
• Very expensive salvage cars
• Training and Education is needed
• Big Investments in:
  • Infrastructure
  • IT and Tools
• Unpayed paperwork
• Unreliable and low scrap prices
What's to do?

- Parts sale is important
- Income must increase
- Reasonable prices for parts and our services
- Better information for cars and parts is needed
- Our employees must be trained and educated
- We need professional IT:
  - Database for cars and parts
  - Stockmanagement and Labelling
  - Web-Applications
- Networking on different levels
Networking

- Within national Association
- Within Europe
- Ebay etc. destroy prices of parts
- All parts from all ATF’s on one place = *unnecessary competition* = *same price level for all parts*
- We need our own platforms (see Switzerland)
- Privat and Professional customers
- Strong national association has to defend the interests on national and international level
Competition

- Nobody has a Monopoly position
- Unfair competition
- Authorities will or cannot help us
- We have to react
- The difference between white and black sheep must be visible
- Transparency and Guarantee
- New and better customers
- The magic word is: Quality
No excuses

- No idea where the parts come from...
- We cannot give guarantee because...
- Our customer will not pay more...
- We have not the right employees...
- We have not enough knowledge about....
- In the past we got money from funds...
- Nobody helps us...

If we cannot agree upon quality we can stop here and now!
Quality

- It is a long-term process
- Start with minimum and improving
- Car Recyclers are honest
- Transparency and true information
- Same language means same datas
- Only the best available data is good enough like 
  - Eurotax/Glass, DAT, Audatex, TecDoc etc.
- Support from producers for parts data needed
- Data registration by hand for reuse parts
Reuse

“Reuse” means any operation by which components of end-of-life vehicles are used for the same purpose for which they were conceived (Directive 2000/53/EC of the European Parliament and of the Council of 18 September 2000 on end-of-life vehicles - Commission Statements)

EGARA fightet hard for this point in the ELV-Directive
Euro 5/6 Regulations

Brussels 16/06/11. The European Commission today amended the ‘Euro 5’ emissions regulation by passing a new law that regulates the access to the electronic spare parts identification data by those market participants not associated with a vehicle manufacturer’s network.

Until now only excuses like: IDIS is the solution
Sustainability

• Strong slogan of car producers
• Very good idea
• Actions must follow
• Single use parts are the wrong way
• Access to the Decoding and Recoding of parts
• EGARA is in discussion
• Help for EGARA Survey about single use parts also needed from Poland
# Parts for single use or complicated reprogramming

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<tr>
<th>Date:</th>
<th>10.10.2016</th>
<th><strong>X</strong></th>
<th>Fits only for single use, cannot be reprogrammed</th>
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<tr>
<td>Country-Org.:</td>
<td>DK DAG</td>
<td></td>
<td>Can be reprogrammed with certain additional actions like:</td>
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<tr>
<td>Company-Name:</td>
<td>DANSK TYSK AUTOLAGER A/S</td>
<td></td>
<td>- Together with other parts (Transponders, Keys etc.)</td>
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<tr>
<td>Adress:</td>
<td>STIFTSVEJ 49</td>
<td></td>
<td>- Witch ones:..................................................</td>
</tr>
<tr>
<td>Contact Person:</td>
<td>STEEN ERRENDEL</td>
<td></td>
<td>- Together with additional codes like Electronical code etc.</td>
</tr>
<tr>
<td>Mail:</td>
<td><a href="mailto:dse@dataophug.dk">dse@dataophug.dk</a></td>
<td></td>
<td>Can be reprogrammed, but only by authorised dealers</td>
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<td>Phone:</td>
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<td></td>
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</tbody>
</table>

| Car-Make:      | MERCEDES BENZ |                                    |                                                   |
| Modell:        | W 204 C MODEL |                                    |                                                   |
| Type:          | C200 CDI     |                                    |                                                   |
| Year:          | 2010         |                                    |                                                   |
| VIN-Number:    | WDD2042011f461668 |                                |                                                   |

| Partsname:     | ABS PUMP     |                                    |                                                   |
| OEM-Number:    | A2045453832, 2044313912 |                                |                                                   |

**Remarks:**

- NO REUSE POSSIBLE

**Please fill in the data, 'save as' with new name and send to info@egaranet.org**
What is the aim of this survey

- EGARA needs waterproof examples
- So we can inform the EC Commission
- Pressure on the producers
- Single use is a no go
- Decoding and Recoding of parts must be possible also for ATF’s
- Info and Equipment for reasonable costs only
- Only white sheeps should get info and data
Why only own Web-Platforms?

- Only the Network Members should have the power for decisions like standards and membership
- Not every Dismantler is good enough
- Centralized Web-Adresses have a negative influence and take money from us for nothing
- Customer find us always, because of quality and availability of demanded parts
- Professionals want to know where they buy parts
- They want to be sure to get what they bought
Independent Consultation

- Auto Moderne AG has a long-term experience:
  - Software Engineering since 1990
  - Web-Hosting since 2001
  - Network QualiParts since 2003 (Switzerland)
- Which Technology for what use:
  - Not everything new is good
  - Not everything old is bad
  - Independence as far as possible is valuable

There are too much actors on the IT market, they want to make us dependent from.
Thank you for your attention. Questions please?