IN THE HOME STRETCH

WEBSHOP
Ordering made easy

AGRICULTURAL TECHNOLOGY
Zetor: innovation at Agritechnica

SELECT PARTNER
Bohnenkamp continues to grow

TRANSPORT
Imperial: safe systems for safe transport

Innovative Vehicle Solutions
EDITORIAL

Two specialised international trade shows – Agritechnica and Solutrans – are just around the corner in November. Their subjects, agricultural technology, and transport and logistics, have more in common than appears at first glance: Some of the most important current issues, such as environmental protection, sustainability and resource preservation as well as electrification and digitalization, are driving forces in research and development in both areas.

There’s no question a lot of new things are expected in Hanover and Lyon, and I’m looking forward, in particular, to our customer Zetor at Agritechnica. This traditional tractor manufacturer is expanding its product range at full speed.

Haldex is well-represented not only at international shows but also in the fleet of the German logistics company Imperial: Fleet Manager Tim Gödde is an expert in hazardous goods transport and knows the importance of a comprehensive safety package. Read on to learn how Haldex fits into the fleet’s overall concept.

We also introduce our Select partner Bohnenkamp whose headquarters in Osnabrück, is continually increasing its reach. And we ask Project Manager Sebastian Quick about ModulT truck disc brakes.

We top off the magazine with tips and information about our products and services. By the way, when you have finished reading Haldex Magazine, please pass it on. Your employees and workshop colleagues will appreciate our latest news and product and service tips, too!

I hope you enjoy this issue.

Yours,

Mikael Johansson
Vice President Sales Europe Truck, Bus & Agri

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MANY NEW THINGS

Follow us

EDITORIAL INFORMATION


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Driver training

Training for emergencies

With support from Haldex, the British company IRST Ltd offers driver safety training, particularly for tanker drivers. The tank semi-trailers used in the training are equipped with Haldex EB+ Gen3 and EB+ Soft Docking, among other Haldex products. Training participants include industry leaders such as drivers from the Hoyer Group, which is also a long-standing Haldex customer.

Environmental policy

A key role

Concern for the environment has always been a high priority for Haldex’s corporate social responsibility efforts and strategic direction. Haldex has introduced an environmental policy for development and production as well as for service and sales at all its sites. In addition to company guidelines, the policy also requires compliance with any local regulations and procedures. Basically, all Haldex production plants around the world comply with ISO 14001 environmental management system requirements.

Service offensive

New organisation

Haldex has revamped its European technical service organisation to further strengthen customer support. The new organisation has three cornerstones: field support, training and education, and service and maintenance documentation. The aim is to align and coordinate existing service and support in various countries to reinforce Haldex’s reputation for first-class customer support.

Agritechnica 2017

Trade show in Hanover

Agritechnica, the world’s leading trade show for agricultural engineering, will take place in Hanover, November 12-18. The German Agricultural Society (DLG), which is organising the event, reports that more than 2,400 exhibitors from 53 countries have registered. This year’s theme, ‘Green Future – Smart Technology’, focuses on current technologies and trends in sustainability to increase productivity in agriculture. These include the latest developments in crop protection, forecasting models, GPS control, drone and robotic technology as well as new products related to engines, hydraulics, electronics and chassis technology for agricultural vehicles. Haldex will showcase the new S-TCV trailer control valve (left) and the ELR emergency line restrictor. Both systems together meet the requirements of EU Directive 2015/68 for homologation of new tractor models.

Solutrans 2017

Showcase in Lyon

Solutrans opens its doors in Lyon on November 21. For five days, the who’s who of the commercial vehicle industry will gather in the French metropolis: truck, trailer and body manufacturers; suppliers; IT and service providers; training organisations; workshop outfitters; dealers and many more. The trade fair, organised by the French body manufacturing association, FFC, every two years, is being held for the 14th time. Last, but not least, Solutrans 2017 is also the venue for the ‘International Truck of the Year 2018’ award. Among the 900 manufacturers (about 7 percent more than in 2015) expected to exhibit is Haldex, which will present the newest Haldex systems as well as parts from Grau, its secondary brand. Solutrans organisers have also planned ‘country’ theme days. On its day, Sweden, where Haldex is based, will focus on the country’s role as a trendsetter in environmentally-friendly transport solutions.
ON THE MOVE SAFELY

IMPERIAL
Handling hazardous goods is a sensitive matter. Tim Gödde, Fleet Manager at Imperial Chemical Transport in Duisburg, knows the rules of the game like the back of his hand. He explains: ‘We mainly drive class 3, 5.1, 6.1, 8 and 9 liquid hazardous goods’. Behind the formal codes are cargoes such as methanol, caustic soda and nitric acid. It goes without saying that their transport requires special measures. ‘Of course our tankers are specially designed for their respective cargoes, with auxiliary drives for compressors and pumps to unload transported substances as well as tanks that have been rubberised on the inside for the transport of highly corrosive products’, adds Tim Gödde. In addition, Imperial relies on maximum active and passive safety. The tractors, almost exclusively Actros Euro 6, include not only the latest emergency braking system with a turn-off assistant, but also an ‘alcohol lock’: ‘First blow, then go’ is the motto.

The semi-trailers come from Feldbinder, Schrader, Van Hool or Vocol among others. The common denominator for new acquisitions: EBS equipment from Haldex, including EB+ Info Centre and TPMS tyre pressure control, as well as EB+ Soft Docking and TEM Safe Parking systems. ‘Since the start of our cooperation with Haldex about five years ago, our experience has been completely positive and we now require that trailer manufacturers install the systems’, explains Tim Gödde. ‘The Safe Parking system clearly creates additional safety when coupling and uncoupling. And Haldex was the first manufacturer to offer us an internal solution for tyre pressure control, i.e. with the sensor on the wheel rim and not on the valve. The Haldex solution is much less susceptible to damage and offers numerous control options’. This is the cue for driver Stefan Bentkowski, to demonstrate some functions on his tanker. He can find tyre pressure for the semi-trailer in the EB+ Info Centre or in the Actros info display: The systems are compatible. The Feldbinder tank trailer has another smart detail: The catwalk’s handrail can be extended pneumatically and automatically closes the spring brake in the process. Conversely, it is not possible to drive while the handrail is extended. ‘This avoids damage not only to the semi-trailer but also to the loading station’, says Stefan Bentkowski. ‘It’s similar to the Soft Docking system: I get warned about sudden obstacles, and it helps me manoeuvre in tight spaces. Many unloading docks are not very spacious. They’re often not even designed for tankers’.

The Soft Docking sensors on the rear, in the middle and on both sides of the bumpers are as good as invisible. The most noticeable feature on his tanker, however, is hard to miss: The Actros comes with the largest version of the Streamspace cab. Tim Gödde gets right to it: ‘I know the question of load capacity always comes up. But we also attach great importance to driver comfort. In addition to investing in the latest safety technology, we see this as another competitive advantage, especially in the contested market for drivers’. Maximum comfort and safety as a recipe for attracting drivers: It’s worth trying.
NOW AVAILABLE

The ‘Installation instructions’ and ‘Technical information’ guides for the COLAS+ dual raise/lower valve have been updated. The corresponding PDF files are now available for download from the ‘Services & Support’ section at www.haldex.com.

Information about RTC (rapid-to-connect) push-in fittings from Haldex’s secondary brand Grau is available in a convenient poster format, which provides a quick overview that is useful in workshops. RTC push-in fittings meet the highest standards of safety, quality and reliability and reduce assembly time by 70 to 80 percent compared to conventional cutting ring fittings: The ready-to-use fittings can be easily attached by hand.

Haldex on YouTube

How does Soft Docking work? What is load transfer? Tips for servicing the disc brake? Advice on installing a brake adjuster?

Answers to these questions and much more are provided by videos on Haldex TV. Take a look at www.youtube.com/HaldexTV. There are currently about 110 videos on various topics to discover on the YouTube channel. These include not only clear step-by-step repair and maintenance instructions, but also documentation about the basic functions of various systems and background information about Haldex production and corporate values.

Change EB+ Gen2 to Gen3

I need to replace an EB+ Gen2 with an EB+ Gen3 but I can’t connect the Info Centre because the green plug is missing on the EB+ Gen3. What now?

EB+ Gen3 has two new DIAGN connectors for additional CAN functions. A kit is available for connecting Info Centre 1 to EB+ Gen3 (part no. 950 800 913). To connect Info Centre 2 (part no. 814 037 001), the diagnostic cable must be replaced. A service bulletin with detailed information and part numbers is included in all EB+ Gen3 spare part kits. Additional information is also available in the Findex product catalogue at www.haldex.com.
**FAQ**

**NEW VARIANT**

**Did you know** that Haldex is the world’s leading manufacturer of compressed-air brake actuators? Many designs and properties that are common today are based on innovations from Haldex. A new variant is now available: the Blue Seal combined actuator for drum brakes (part no. 346 1624 001). Haldex thus covers both drum and disc brakes in the Blue Seal product range. More information can also be found in the Findex Product Catalogue at www.haldex.com.

By the way, the new variant has, of course, undergone rigorous product testing, such as cold and heat resistance from -40°C to over 70°C as well as extreme loads at pressures exceeding 300 psi, at Haldex’s in-house laboratory.

**GET HELP FAST AT WWW.HALDEX.COM**

Where can I find the nearest Haldex distributor or service partner?
Nothing is easier. Go to www.haldex.com. Under the ‘Services & Support’ menu, click ‘Distributors & Service Centers search’. There you can apply various filters and choose relevant locations, or have the locations shown on a map, to narrow your search. The system automatically takes your own location into account.

I am looking for the schematic drawing for EB+ installation. Is it available at Haldex.com?
Yes, and only two mouse clicks away. At www.haldex.com, select ‘Trailer Application Guide’, then click ‘Database’. This will open an overview as shown above. Information about brakes, air suspension and EB+ can be accessed from the same window.
Haldex is known in Europe mainly for its trailer brakes. Is the ModulT 22 MD/HD the first truck disc brake from Haldex? No, Haldex has produced truck disc brakes for many years. The ModulX series is used in buses, trucks and some military vehicles, primarily in Asia and Europe. The brake is extremely reliable, durable and sturdy. Our experience with the ModulX series constitutes the foundation for the entire ModulT series, for both the trailer brake and the ModulT 22 MD/HD truck brake.

What is the difference between the new ModulT 22 MD/HD and the ModulX? While developing the new brake, we listened very closely to what was important to our customers, i.e. car manufacturers, fleet operators and workshops. Three things came out on top: low weight, good price-performance ratio and low maintenance. We optimised these areas in the entire brake assembly, our new truck disc brake is just as powerful, but considerably lighter, easier to maintain and more cost-effective than the ModulX.

What is the difference between a truck disc brake and a trailer disc brake? There are two main differences: first is the service life. A truck brake is subject to much heavier use during lifetime than a trailer brake. Unlike a trailer, a truck is used almost constantly...
INTERVIEW

Our goal is to offer the lightest truck disc brake on the market

What can the Haldex ModulT 22 MD/HD do better than other truck disc brakes?
Many trailer brake benefits apply equally to the truck brake. One is weight. The ModulT is the lightest trailer disc brake on the market, and our goal is to offer the lightest truck disc brake on the market when it is launched. This benefit is complemented by two maintenance-free slide pins, which ensure very uniform pad wear for good braking performance and long pad service life. In addition, the ModulT 22 MD/HD is equipped with a hold-down spring for the pads, which reduces friction and thereby noise and vibration during driving. A very innovative feature is the Haldex-patented double-activating adjuster (DAA). This positioning mechanism ensures that the distance between pad and disc is always optimal. After changing the pads, no manual adjustments are necessary.

What prompted Haldex to launch a new truck and bus brake alongside the ModulT trailer brake, which has sold millions?
Disc brakes for trucks is a clear global trend. Disc brakes are more cost-effective and easier to maintain than drum brakes, and they are required in an increasing number of markets to satisfy legal standards for truck safety. We are convinced that with the ModulT MD/HD, we have – as with the ModulT trailer brake – a very good and competitive product in terms of price and performance. We are also convinced our truck brake can satisfy a good part of the market. We are looking not only at the European market, but also globally. In the United States, for instance, disc brakes are still the exception for trucks, and there is enormous potential for truck disc brakes. In Asia, the trend towards truck disc brakes has just picked up.

When will the ModulT 22 MD/HD truck disc brake go into production?
After extensive and very successful field tests with the first prototypes, we are now producing second generation prototypes. Homologation regulations require two years of field testing before we can go to market. Realistically, the new ModulT 22 MD/HD truck brake will be available at the end of 2020.

As Global Project Director at Haldex, Sebastian Quick is responsible for the development and introduction of the new truck disc brake.

The new Haldex truck disc brake offers brake torque up to 30 kNm.

Our goal is to offer the lightest truck disc brake on the market
EVERYTHING UNDER ONE ROOF

VEHICLE COMPONENT WHOLESALER BOHNENKAMP AG COVERS A BROAD RANGE. HALDEX IS AN IMPORTANT PART OF IT.
Gert Timmer doesn’t need many words to sum up the evolution of the Bohnenkamp group: ‘We’ve been active in the market for over 65 years, and have grown from a small parts-dealer to one of Europe’s leading suppliers’. The 51-year-old Dutchman, head of the Original Parts Division at Bohnenkamp, speaks with confidence and fires off some figures: ‘We have over 114,000 square metres of storage space, process around 4,000 shipments a day and our large stock operates on a just-in-time basis’.

In total, there are over 500 employees, and with 25 logistics and distribution centres spanning the continent from Belgium all the way to Almaty in south-east Kazakhstan, Bohnenkamp is now active in many European countries and far into Asia. Core European markets have been served by subsidiaries and partners for some time now. In fact, since its founding by Friedel Bohnenkamp in 1950, the company has undergone impressive growth. Through the decades, a central theme of the company’s development has been sustainability. Here, the focus is not only on resources – the environment and energy use – but also community engagement: With the motto ‘promoting education for the good of everyone’, the Friedel & Gisela Bohnenkamp Foundation, founded in 2008, supports innovative educational projects for children and adults.

In the 1950s, the company began selling components for agricultural machinery. This was soon followed by a new company focus on tyres, or more precisely, on agricultural, industrial, construction and commercial machinery and vehicle tyres. Here, the word ‘tyres’ doesn’t quite do justice to Bohnenkamp’s activities as the company also supplies entire wheels including rims, tyres and, if applicable, inner tubes.

In addition, Bohnenkamp stocks a wide range of system components specially designed for agricultural vehicle production. Products range from axles and compressed-air parts to support wheels and drawbars, all with connective elements, for a ready-to-fit unit when necessary. ‘We offer entire automotive systems’, summarises Gert Timmer, ‘with axles, springs, brakes and wheels all stocked under one roof; basically everything you need under the body for trailers and semi-trailers’.

‘Our customers have big ambitions, and so do we’, the Dutchman emphasises, moving the conversation on to Select supplier. When it comes to the company’s long, close partnership with Haldex, he soberly focuses on quality: ‘It’s simply very good. We receive virtually no complaints, which speaks for itself. Beyond that, everything works smoothly, from technical support to delivery deadlines. Quite simply, Haldex is a good and reliable partner’. Bohnenkamp’s product range, which customers can also access via country-specific online shops, includes the entire Haldex range for the agricultural sector, everything from trailer brake valves and trailer control valves to ABS – pressure regulators and compressed air tanks, brake adjusters, air dryers and coupling heads.

Bohnenkamp tyre and automotive system customers include small and large trailer manufacturers as well as tyre and agricultural machinery dealerships. With a couple of agricultural trailers as examples, Marlon Lewandowsky,
Technical Consultant at Bohnenkamp, demonstrates application possibilities.

'I always recommend Haldex trailer brake valves. They are high-quality and reliable. In this case, the customer chose the “luxury model” with an automatic load sensing valve. A practical option that pays off in the long run’. Based on experience, Lewandowsky also values another aspect apart from quality: ‘Haldex’s contact persons are always reachable, and we are very pleased with the partnership. We also do braking calculations with Haldex, which means we can request the calculations and pass them on to customers. This is an excellent service, and Haldex has experts who can answer any questions. If we had this kind of partnership with all our suppliers, life would be a lot easier’.]

In the course of internationalisation, Bohnenkamp has built a network of branch offices and sales representatives. For example, the corporate group now includes subsidiaries that take care of business activities in Switzerland, Austria, southern and eastern Europe (plus CIS countries) and Benelux. Moreover, Bohnenkamp has partners in all major agricultural countries in Europe. Its most recently acquired subsidiaries are the Bohnenkamp Northern Group with locations in Sweden and Denmark and the Bohnenkamp Eastern Group, both acquired in 2016. With about 140 employees in seven countries (Estonia, Latvia, Lithuania, Belarus, Ukraine, Russia and Kazakhstan), the Bohnenkamp Eastern Group is also the second-largest organisation in the network, after the company’s headquarters in Osnabrück. Corporate headquarters (left) are the focal point of company activity. Since moving to Osnabrück in 1974, the facility has been expanded continually. One milestone is the computer-controlled rack slide system with space for 80,000 tyres, built in 2000. Further expansion followed in 2008 and in 2014, especially of storage areas. It wasn’t just the size of the premises that grew: Many of the old halls were replaced by two-storey buildings. The most recent renovation focused on flow of goods. Today, the logistics centre has 27 loading docks to ship goods and 15 docks to receive goods. May 2015 saw the creation of a new electronic warehouse management system. In short, Bohnenkamp is ready for all future logistical challenges.
Haldex developed its new webshop exclusively for distributors and service partners in its Select network. After registering at www.haldex.com, the steps are simple: The webshop offers direct access to the Findex product catalogue with its various search functions. Once the desired part is found, it can be added to the shopping cart with a single click of the mouse. Alternatively, it is possible to place an order quickly by simply typing in the product code and quantity, or even more conveniently, copying the information from an Excel table. Another option is to retrieve and repeat previous orders that have been stored.

A useful feature can be seen at the top right of the order window – a countdown to the expiration of the express shipping option. By the way, as with the Haldex website, the webshop is available in French, English, German and Spanish.

WITH ITS NEW WEBSHOP, HALDEX OFFERS A CONVENIENT TOOL THAT SAVES TIME AND MONEY WHEN ORDERING PARTS.

"The recently launched Haldex webshop has quickly proven a useful tool for our purchasing department. The online platform offers very good search options and user-friendly shopping cart management. We see great advantages especially in the quick and reliable calculation of delivery time and shipping cost. All of this ultimately helps us improve the service we provide to our own customers."

Robert Scislawski, Purchasing Manager, P.W. Autos (Poland)

"The webshop is very good for checking availability and lead times. And that we can see the invoices."

Chris Rees, Director, DRL (Ireland)

"The webshop is intuitive and very easy to use. Being able to place orders quickly and easily is a good thing in day-to-day work."

Cécile Gellet, Supply Officer, Cap V.I. (France)
Czech tractor manufacturer Zetor boasts an eventful history, one that started just over seventy years ago and is reflected in its name today: In March 1946, the company produced its first tractors at the Zbrojovka Brno plant. Its founders took the words ‘Zbrojovka’ and ‘tractor’ and created the name Zetor, whose elegant stylised ‘Z’ became the company logo.

Success was not long in coming and Zetor has now sold over 1.3 million tractors in almost 140 countries worldwide.

A milestone in the company’s history was presented in Hanover at Agritechnica 2015 – the ‘Zetor by Pininfarina’, developed in collaboration with the world-renowned Italian design company. The futuristic concept, for which the company also created a dedicated fan page (www.zetorbypininfarina.com), represents a new direction in design that will be used in all series in the future.

In its seventieth anniversary year, 2016, the company embarked on a lengthy tour with the Zetor by Pininfarina to draw attention to its future ambition of melding fashion and design.

Between 2013 and 2015 alone, Zetor invested about EUR 14.2 million in development and production with a view to putting the brand on stronger footing. Exports now account for an impressive 86 percent of sales, with room for further improvement in western Europe: Over the last two to three years, sales have risen markedly in Germany, Austria and Switzerland. Furthermore, not to be underestimated, is the impression made by the trade fair model in autumn 2015: ‘Our success at Agritechnica sparked a marked increase in brand interest’, confirms Robert Todt, Sales and Marketing Director at Zetor Tractors.

So what will Zetor be showcasing in Hanover this November? Robert Todt is playing his cards close to his chest but piquing expectation: ‘What I can say is that we will be presenting a revolutionary innovation in the history of our brand at Agritechnica. It’s still too early to reveal the details but I can say we are working in close partnership with Haldex on braking systems. Haldex was one of a small number of manufacturers who were able to satisfy all future requirements. And, of course, we really appreciate our previous experience with Haldex, in particular, in the field of pressure regulators and trailer control valves. Not to forget their professional technical support’.

But development isn’t proceeding with an eye on western Europe only: a portfolio enhancement of a different kind is the new ‘Zetor Global Range’, which is being built with a partner in India. Production of mechanical tractors of simple design for emerging markets in Asia and Africa is an additional part of the drive to comprehensively equip the traditional Czech brand to meet future challenges worldwide.

Zetor Tractors is headquartered in Brno, the second-largest city in the Czech Republic after Prague. The company’s production plant and research and development centre are close by. The workshops currently produce the Major, Proxima, Forterra and Crystal ranges. Plans to extend the portfolio to six series are at an advanced stage and the upcoming Agritechnica trade fair will provide a preview. The most recent extension was in December 2016, when the Major HS with its four-cylinder 2.9-litre engine and 76 HP was unveiled. As previously mentioned, the next innovation is just around the corner.

‘We will be presenting a revolutionary innovation at Agritechnica’
A CLASS OF ITS OWN

ModulT brakes utilise Haldex’s special single-tappet mechanism, which offers two key benefits. The first is extensive support and uniform pressure on the brake pads. The second is a weight-optimised design that is not a single gram heavier than necessary.

ModulT Video Innovative Vehicle Solutions