

Bosch: bringing you the workshop of the future

For over 125 years, Bosch innovations have been keeping vehicles on the road and getting people to and from their destinations while improving safety and peace of mind along the way.

Bosch Automotive Aftermarket offers workshops and retailers a comprehensive portfolio of products that is unmatched worldwide:

- ▶ Efficient diagnostics
- ▶ Innovative workshop equipment
- ▶ Quick, reliable delivery
- ▶ The world's most comprehensive range of spare parts – including both new and remanufactured
- ▶ Workshop concepts to meet every requirement
- ▶ Comprehensive training
- ▶ Targeted sales and marketing support
- ▶ A competent service hotline
- ▶ 24-hour online workshop services
- ▶ Affordable leasing services for workshop equipment and software

From parts to scheduling, organization and results, our solutions are combined with additional services to ensure your needs will be perfectly met, helping you to maximize your potential.

Diagnostics and parts: you only find both at Bosch.

Your address for genuine Bosch quality:

For more information visit:
www.bosch.com



The world of Bosch:

- ▶ Diagnostics
- ▶ Diesel systems
- ▶ Gasoline systems
- ▶ Braking systems
- ▶ Spark plugs
- ▶ Energy systems
- ▶ Batteries
- ▶ Filters
- ▶ Wiper systems
- ▶ Lighting technology
- ▶ Comfort electronics
- ▶ Technical hotline
- ▶ Knowledge database
- ▶ Service training
- ▶ Workshop concepts

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BOSCH
Invented for life



Global Leader in Exchanging Parts: Bosch eXchange Starters and Alternators



BOSCH

Invented for life

Bosch eXchange Starters and Alternators: Global Leader in Exchanging Parts

With over 2,000 different types, Bosch offers an exceptionally wide range of starters and alternators to the highest specification, for passenger vehicles, commercial vehicles, agricultural and special machinery. Its high market share in original equipment is testament to the high level of confidence vehicle manufacturers have in the Bosch brand.



Top Quality Original Equipment

- ▶ Same quality standards as for original equipment
- ▶ 100% exchange – original Bosch or Bosch-approved replacement parts
- ▶ Improvements made to original parts are carried over into the remanufacturing process

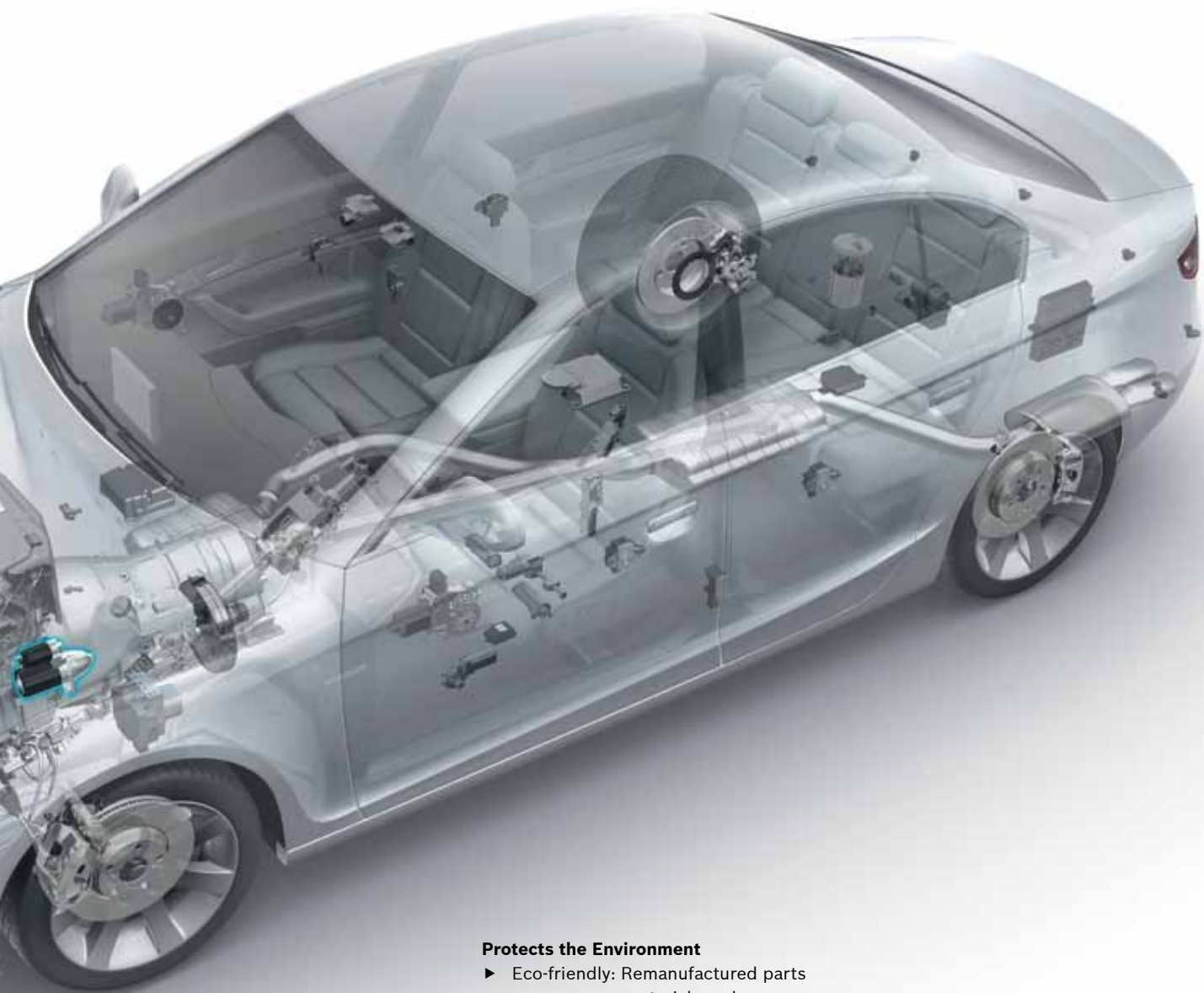
Top Quality at a Lower Cost

- ▶ Highly reliable and long-lasting
- ▶ Come with a two-year warranty, as new products do
- ▶ Excellent price/performance ratio



Broad Range

- ▶ Extensive – 2,000 products, of which 1,250 are alternators, 750 starters, as well as 200 starters and alternators for 24 V electrical systems
- ▶ Constant addition of new products guarantees an up-to-date range
- ▶ High market coverage – 95% in Western Europe



Protects the Environment

- ▶ Eco-friendly: Remanufactured parts saves on raw materials and energy
- ▶ 53% less CO_{2e} is used to remanufacture starters and alternators in comparison with the manufacture of new parts
- ▶ Average CO_{2e} saving during the remanufacturing process:
 Starter – 8.9 kg CO_{2e}
 Alternator – 15.0 kg CO_{2e}



First-Class Product Information

- ▶ Quick overview and comprehensive technical information from eSI[tronic] and the hotline
- ▶ Transparent: fewer different models

Remanufacturing cores

- ▶ The Bosch eXchange Core Management Cycle is crucial for preserving resources and reducing pollution

Original Bosch eXchange: Professional Remanufacturing, Made by Bosch



Core Management

The complete Bosch eXchange range comprises 5,000 different parts. Such an amount demands extensive expertise and well-planned logistics. The Göttingen site receives and processes cores from over 50 countries. The team responsible are experienced employees who assess the parts and group other parts from the same model into one sorting area.

Experience and Maximum Flexibility

Flexibility at every work station – a crucial requirement of the demanding remanufacturing process at Bosch. For example, every used starter or alternator is completely dismantled. The parts then undergo specialist cleaning and any worn contacts or seals are replaced – all this for 2,000 different starters and alternators.

The Same Warranty as for New Products

To ensure that eXchange parts are of the same quality as new parts, they are meticulously checked by the Bosch remanufacturing team and are tested against the same quality benchmarks as original equipment.





Tested Quality

No compromises on quality: At Bosch, this applies to both its original and its remanufactured equipment. An example of quality control – the slip ring bearings of disassembled alternators move along on the conveyor to the testing station. After cleaning, each part undergoes visual, dimensional and electrical testing.

100 % Tested

Everything that has been dismantled, cleaned and (if necessary) remanufactured and tested, is reassembled, e.g. armatures and planetary gears, pole casings and relays. The Bosch remanufacturing team then takes all this and rebuilds a complete starter. Saving the best for last: At the end comes an extensive testing program – not random, but on all of the products.

Original Seal-Approved Quality

The quality seal is your assurance that your product was tested by the original Bosch-Workshop remanufacturing team. As Europe's largest original equipment supplier of starters and alternators, Bosch not only offers a larger market potential but also more than 90 years' experience and expertise.



Bosch eXchange Starters and Alternators: Top Quality at Attractive Prices



Visible Proof of the Bosch Quality: The Seal of Approval

Every exchange part that comes out of remanufacturing and back into the dealership or workshops carries the "Bosch eXchange" seal of approval. It certifies that the part is of the same quality as a new part, despite the lower price tag. These price reductions result from the efficient manner in which materials and energy are handled in the remanufacturing process. Therefore, the quality seal is also an eco-approved seal.

Fast Processing for cores



Saving Time and Money: the Back in Box Process

Using remanufacturing, Bosch wants to help you save money and protect the environment. So, it takes every used starter and alternator back. This is all very easy with the Back in Box process.

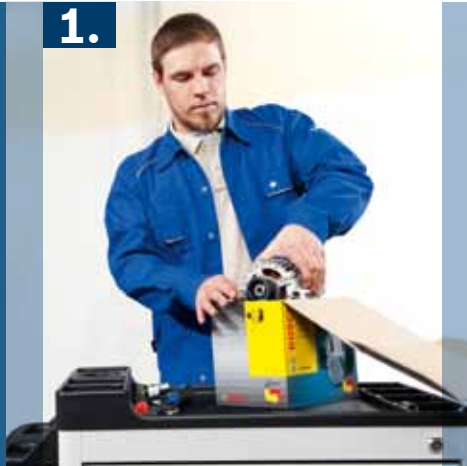
1. The new product is delivered

You get your new eXchange product from Bosch.

2. The replacement parts are exchanged

You exchange the core for the remanufactured part.

1.



2.



**Bosch eXchange –
Protecting Resources and the Environment**

The remanufacturing system of used Bosch vehicle technology products not only saves materials and energy, it also helps Bosch reduce pollution. In comparison with the process of manufacturing new products, CO₂ emissions are reduced by 23,000 tons every year. In terms of its CO₂ savings, this contribu-

tion toward protecting the environment is the equivalent of 55 soccer pitches full of solar panels. In other words, you would need 1.88 hectares of the average European forest to convert this much CO₂.



3. Back in Box returns

You send the core back in its original Bosch packaging.

**4. You get your deposit
(collateral value)**

Bosch pays you the collateral value of the eXchange product.

