



rema.germany
part of a better future

Company Presentation



The company

- Vision
- Mission
- Circular Economy
- Parameters of the company
- Marketing
- Technical Products
- B2B Systems

If you are interested:

- Further information on Circular Economy and Remanufacturing
- Trainings for each product group (rema.quicktrain)



Vision

„Our top priority is to steadily increase our contribution to sustainably preserving our planet's resources, winning over other market players and thus becoming synonymous with the circular economy in our relevant market in Europe.”

– Heinz Hölker



The company will follow the vision in all areas and adapt its processes and activities respectively.

Mission

The pursuit of our vision is driven and implemented through the consistent development of appropriate products, systems, services and communication, both internally and externally.



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Circular Economy



Country Overshoot Days 2021

When would the earth overshoot day land if the world's population lived like...



Source: National Footprint and Biocapacity Accounts, 2021 Edition
data.footprintnetwork.org





The European Green Deal



GACERE

Global Alliance on Circular
Economy and Resource Efficiency



**The Circular Economy
Action Plan**

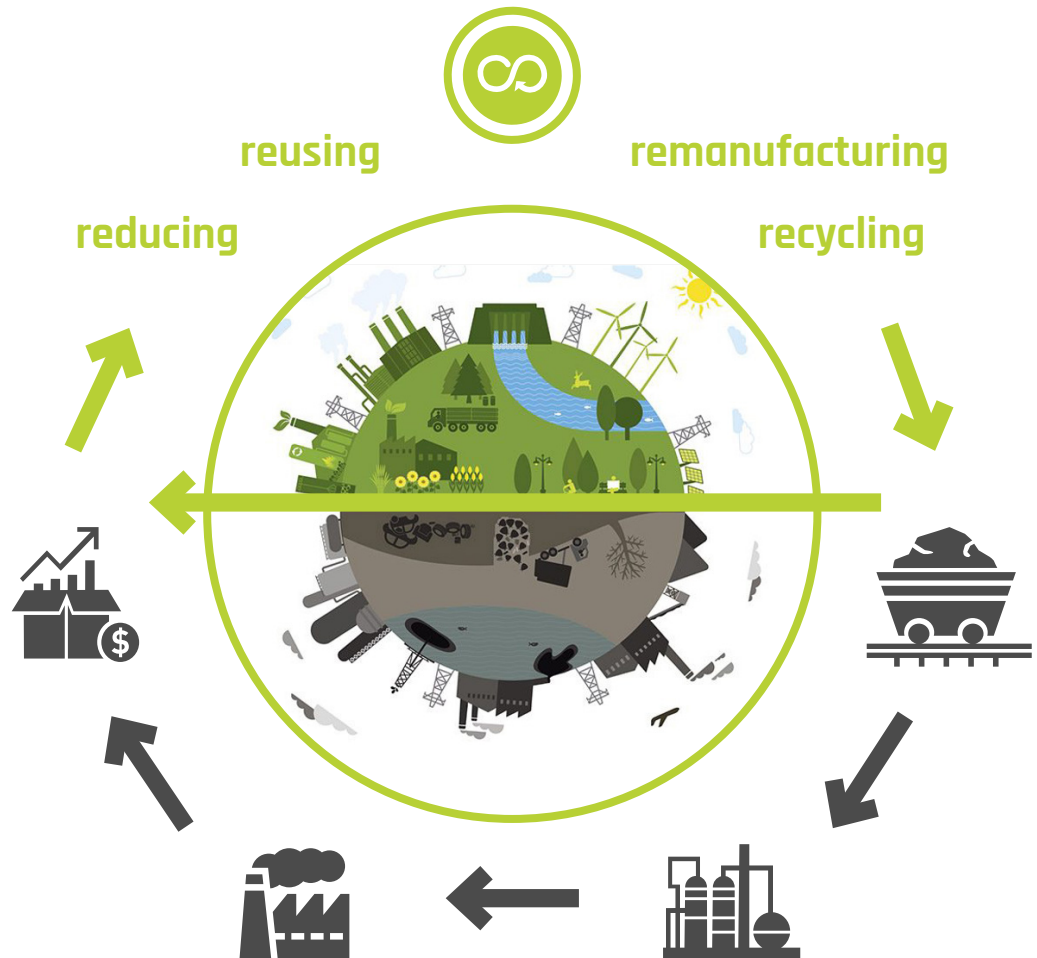


be.part



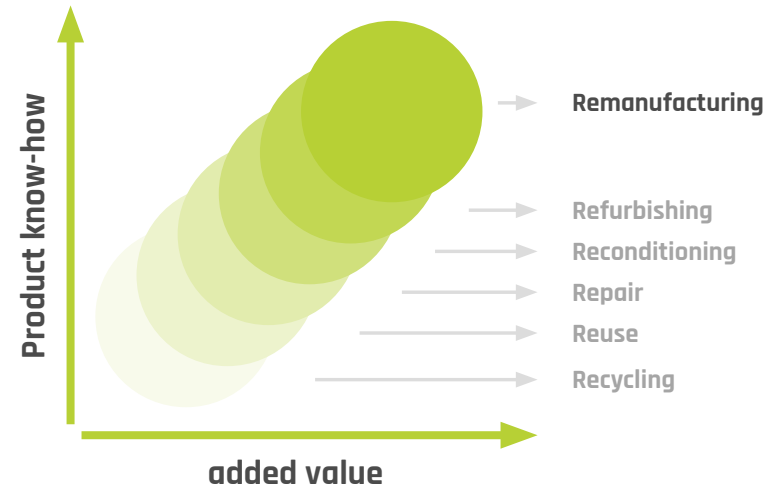


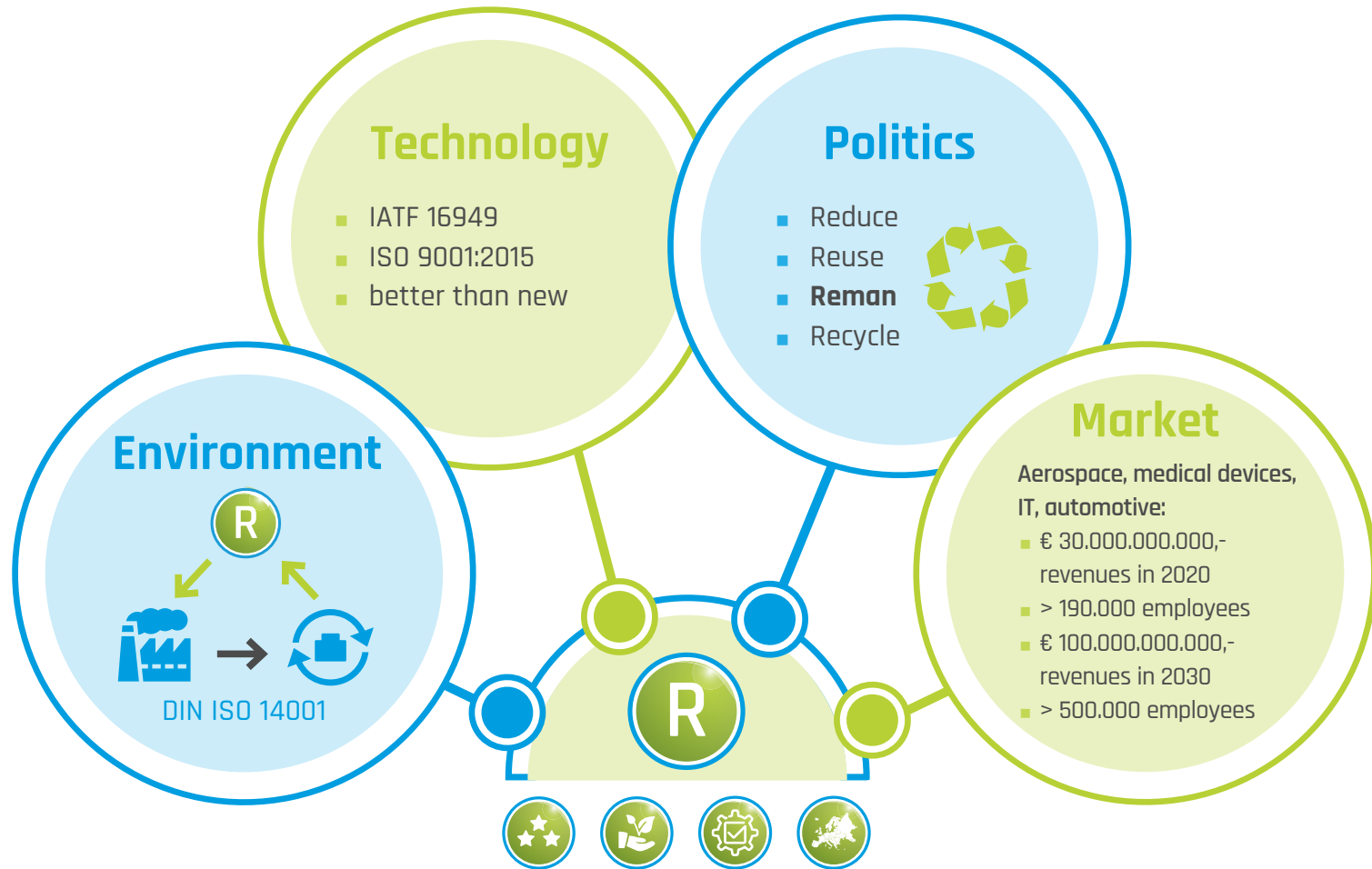
Circular Economy „closing the loop“



Definition

- **Remanufacturing** – is NOT repair!
 - „A remanufactured part fulfills a function, which is **at least equivalent** compared to the original part. It is restored **from an existing part** (CORE), using standardized **industrial processes** in line with specific technical specifications. A remanufactured part is given the **same warranty as a new part** and it clearly identifies the part as a remanufactured part and states the remanufacturer.“
- **High level engineering**
- **ISO 14001:2015 certified**
- **IATF 16949 certified remanufacturing**
- **ISO 9001:2015 certified**







Sustainability, environmental protection

Material- Energy- CO₂ - Savings (Remanufacturing vs New)

Baugruppe	Autor	Beschreibung	OEM-Neuteil	REMAN-Unternehmen	Baugruppengewicht in kg	Material-einsatz für Neuproduktion in kg	Material-einsatz im Reman in kg	Material-einsparung in kg	Material-einsparung bezogen auf das Baugruppengewicht in %
Heavy-duty and off-road engine	Nabil Nasr	nicht bekannt	USA	USA	11787	10844,1	2205,3	8638,8	79,7%
Heavy-duty and off-road alternator	Nabil Nasr	nicht bekannt	USA	USA	41,4	36,4	3,7	32,7	89,8%
Heavy-duty and off-road turbocharger	Nabil Nasr	nicht bekannt	USA	USA	57,8	50,9	5,5	45,4	89,2%
LKW Automatikgetriebe	Daimler	G281	Daimler	Daimler	287				
LKW Electronic Air Control unit	Knorr-Bremse	EAC1	Knorr-Bremse	Knorr-Bremse	7,5				
LKW-Dieselmotor	Zhi-Chao Liu	STR series WD615/87	China	China	872,99	872,99	86,02	787,0	90,1%
LKW-Zylinderblock	Ferri Afrinadi	WD615	China	China	260				
LKW-Abgassturbolader (Dieselmotor)	Dr. Daniel Köhler	für 6-Zylinder-Motor	BorgWarner Turbo	BU in Lingen	17,76	17,76	0,42	17,34	97,6%
Mittelwerte									89,3%
PKW-Dieselmotor	Dr. Daniel Köhler	3/4 Motor 170 kW / 520	BMW AG in Steyer		119,8	119,8	85	34,8	29,0%
PKW-Ritzelstarter	Dr. Daniel Köhler	1,4 kW	Robert Bosch GmbH	Robert Bosch GmbH	3,49	3,49	0,43	3,06	87,7%
PKW-Automatikgetriebe	Dr. Hüdal Kara	6HP26 / 6-Gang	ZF Friedrichshafen	ZF Getriebe GmbH in	85	85			
PKW-Schaltgetriebe	Wolfgang Momberg	MQ 250 transmission /	Volkswagen AG	Volkswagen AG, Ref	41,3	41,3			
PKW-Automatikgetriebe	Mohamad Kaddoura	AWF-21AWD / 6 Gang	Volvo Car Corp	Aisin Warner (AW) in	95	95	9,0	86,0	90,5%
PKW alternator	Nabil Nasr	nicht bekannt	USA	USA	4,9	5,4	1	4,4	81,5%
PKW starter motor	Nabil Nasr	nicht bekannt	USA	USA	3,3	3,6	0,4	3,2	88,9%
PKW Traditional vehicle engine (Cast iron)	Nabil Nasr	nicht bekannt	USA	USA	108,5	124,8	5,4	119,4	95,7%
PKW Lightweight vehicle engine (Aluminum)	Nabil Nasr	nicht bekannt	USA	USA	89,9	103,3	4,8	98,5	95,4%
PKW Hochvoltbatterie	Daimler	nicht bekannt	Daimler	Daimler	n. bek.				
PKW-Motor	Rossella Luglietti	nicht bekannt	FIAT Group	Fiat reman	n. bek.				
Mittelwerte									89,9%
FAV FACHVORLAGEVEREIN					Daimler	nicht bekannt	Daimler	n. bek.	
PKW-Motor					Rossella Luglietti	nicht bekannt	FIAT Group	Fiat reman	n. bek.
Mittelwerte									75,4%
FAV FACHVORLAGEVEREIN					Daimler	nicht bekannt	Daimler	n. bek.	
PKW-Motor					Rossella Luglietti	nicht bekannt	FIAT Group	Fiat reman	n. bek.
Mittelwerte									73,3%
FAV FACHVORLAGEVEREIN					Daimler	nicht bekannt	Daimler	n. bek.	
PKW-Motor					Rossella Luglietti	nicht bekannt	FIAT Group	Fiat reman	n. bek.
Mittelwerte									73,3%



Reman



**Better than
new**

**24 - 36
months
warranty**



Lower price



**Easy on the
environment**



Availability



Independence



The company

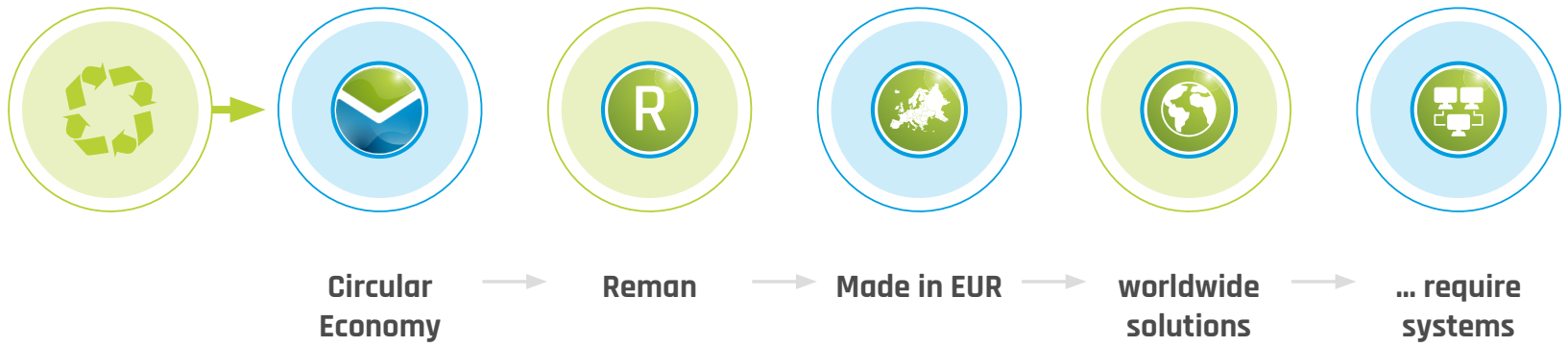
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APS







APS Germany GmbH

- Founded in 2005 in Gescher, North-West Germany
- Specialised on Remanufacturing and related systems
- **“better than new”** – parts for truck, trailer and bus
- The **“easy to deal with”** – company





Business concept

- In-house
 - Defining of business cases
 - Product development and engineering = Reman Management
 - Prototyping
 - Permanent quality management
- Outsourced
 - Industrialisation of Remanufacturing processes
 - Disassembly, Cleaning, Assembly, Testing





Know how-Basis

- 7 „Meister“ with decades of field-experience
- Heinz Hölker, Manager of Remy-reman Europe
- Anders Mossberg, responsible for Scania reman worldwide
- Erminio Pillitu, responsible for Meritor „drivetrain“ products in Europe
- Karsten Lange, CSO of Bucker Unternehmensgruppe

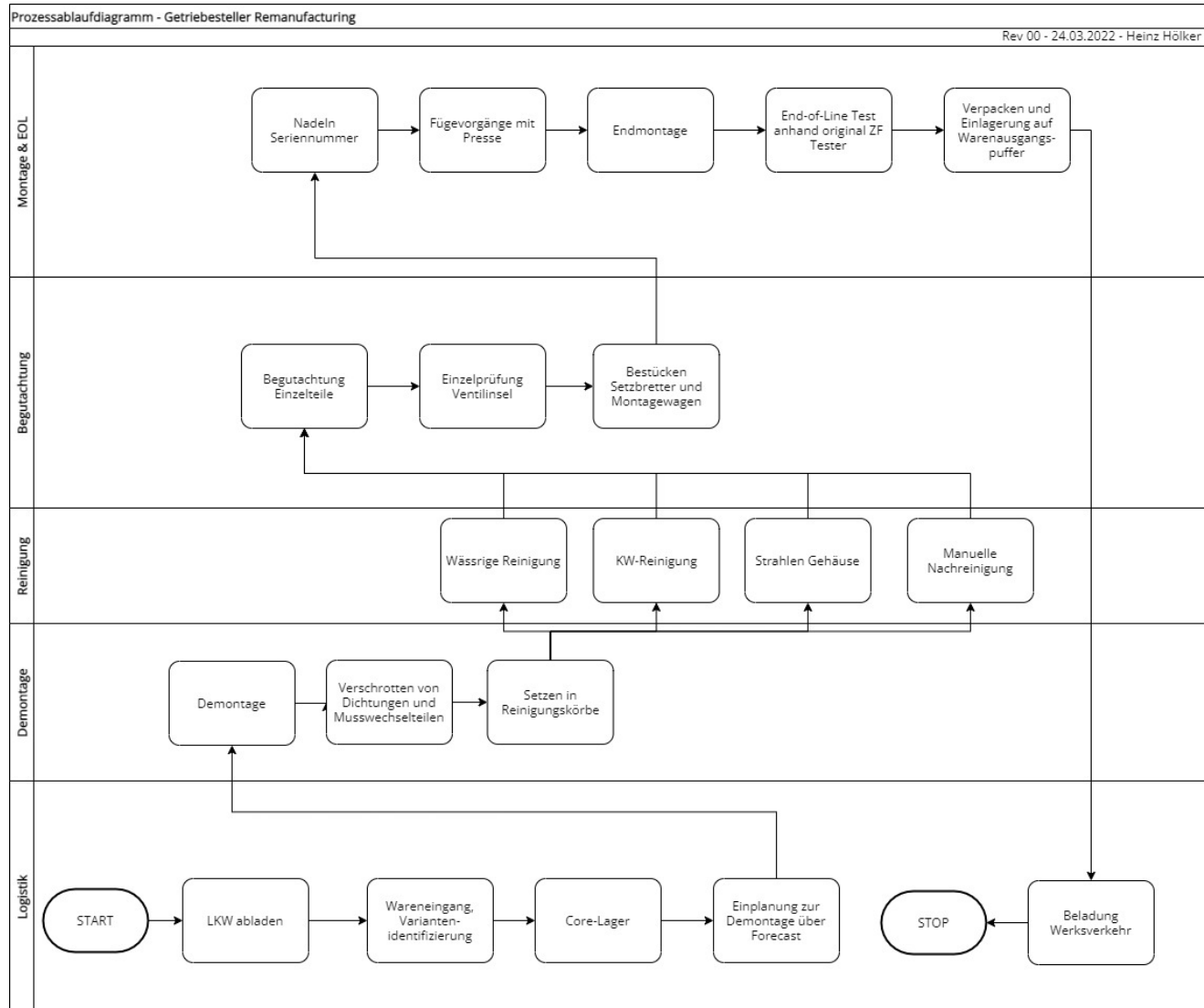




Reman-Management

- Defining of business cases
- Feasibility study on technical issues; always under the focus of target „to be better/more modern than new“
- Defining the remanufacturing process
- Industrialisation of processes and prototyping
- Start of serial production
 - Sample case: transmission control







Our Team

Technicians with workshop experience make up 30% of our team

→ we understand the problems of end customers!

Innovative ability coupled with decades of international experience
with remanufacturing systems in the AfterMarket.

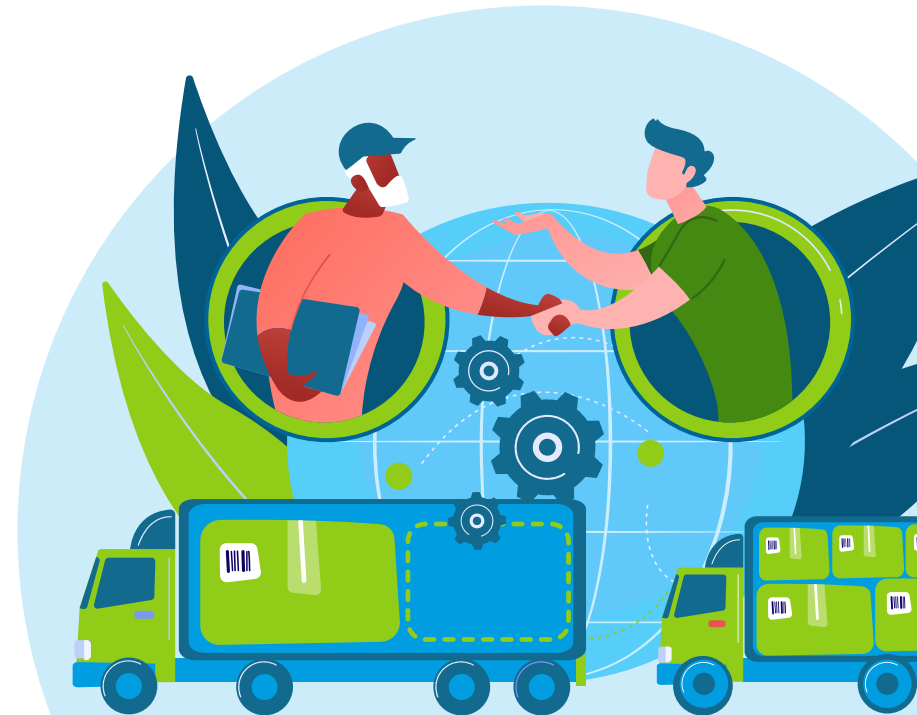
... and many more colleagues with special knowledge!





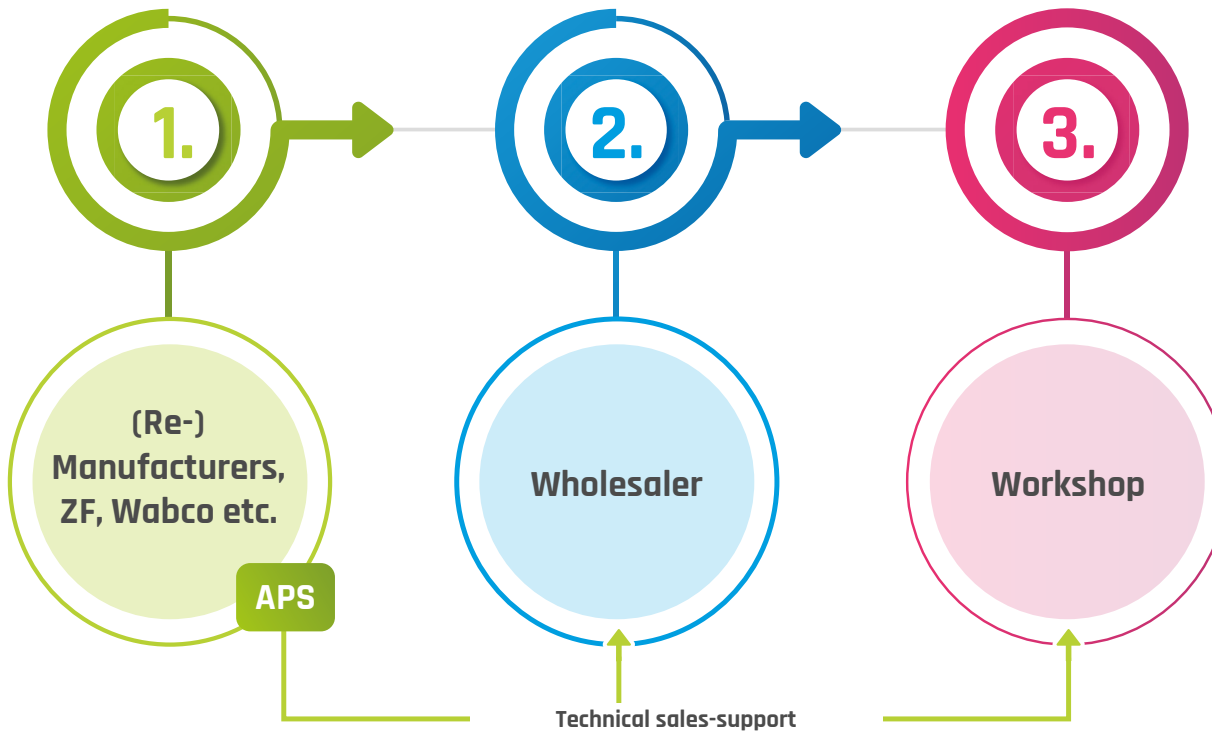
Sites in Europe – global sales

- We have sales support-offices in Germany, Austria, France and Scandinavia (Stockholm)
- And a customer base in 56 countries worldwide





Our sales concept



 **nothegger**
TRANSPORT LOGISTIK GROUP

 **TIP**

 **BERTSCHI**
GLOBAL LOGISTICS SOLUTIONS

 **Nobina**

 **GARTNER**
THE WORLD OF TRANSPORT

 **KEOLIS**

 **DB**

 **FFG** Fahrzeugtechnik
Handwerk + Innovation

 **ÖBB**

 **EDEKA**

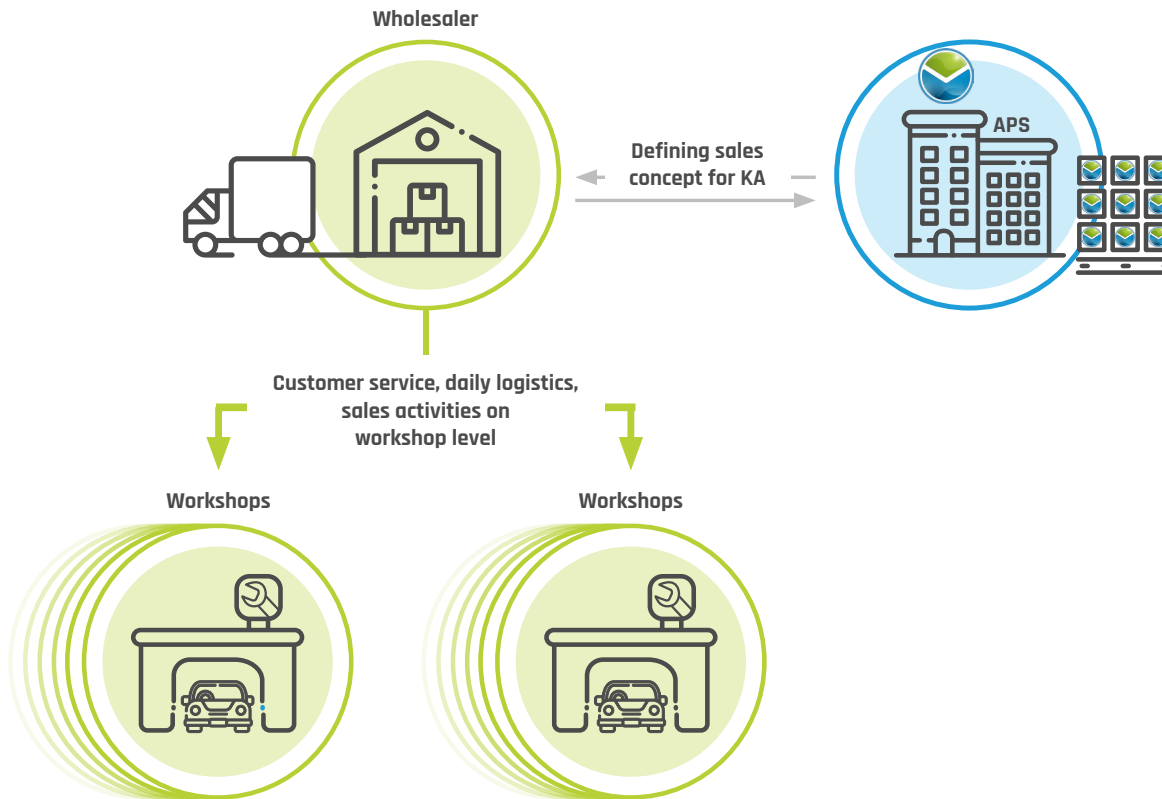
 **transdev**

 **REMONDIS**
IM AUFTRAG DER ZUKUNFT





Our sales concept



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Marketing



rema.news

Further information on topics about our market and products can be discovered in our flyer **“rema.news”**. We will keep you informed and also release information on cross-departmental topics such as Circular Economy.





Product-flyers

Be advised on the most important facts and figures in regard to the products as well as on additional information.





rema.quicktrain

■ Contents

- Product
- Basics of Circular Economy and Remanufacturing
- rema.germany Product details
- Differences to competitors
- Market potential

rema.quicktrain → **Know how** → **Success**





rema. quicktrain

- ☐ in production
- ☒ available



Circular
Economy



Exhaust technology



Braking systems



Steering systems



Drivetrain



Air pressure systems



Transmission technology



Fuel Technology



Old core management





www.rema-germany.eu



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Technical Products



Technical Products



APS



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Company
APS GmbH

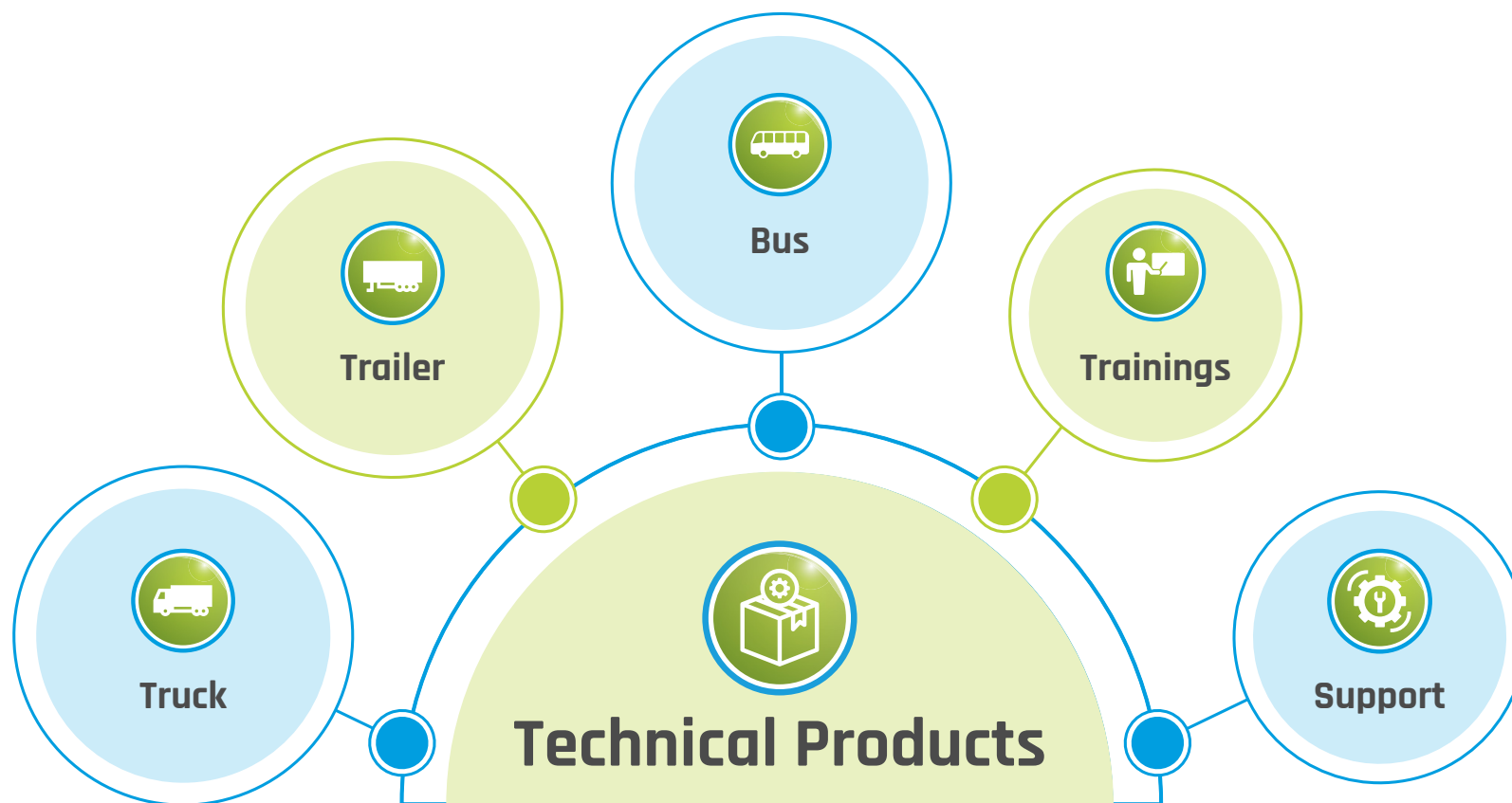
Product

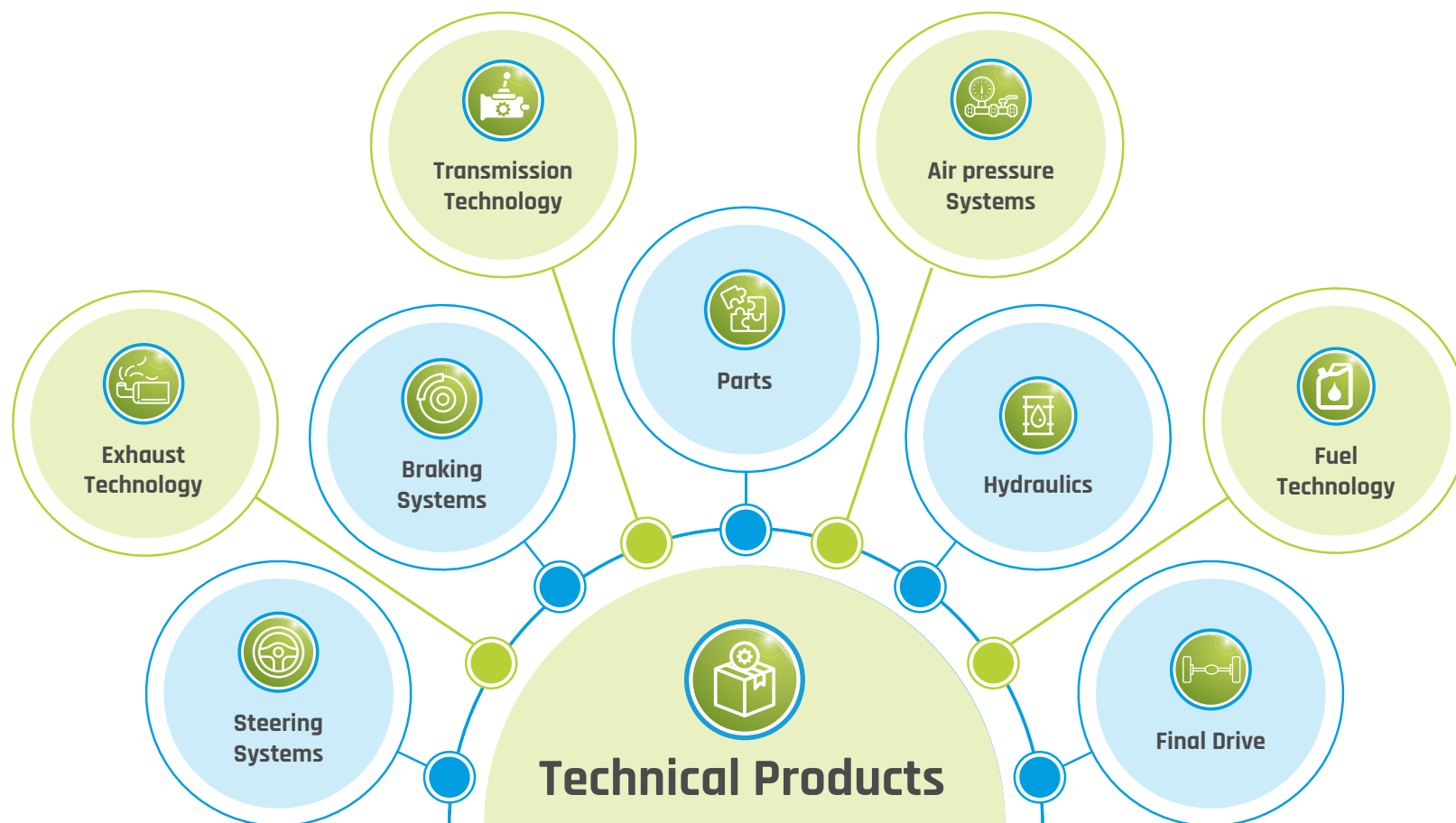


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be.part







Braking Systems



Air pressure Systems





Product range and availability

- 745 rema.germany part numbers and 16.588 x-reference numbers (only brake callipers) starting 06/21 cpl. in TecCat
- Knorr, Meritor, BPW, Wabco, SAF
- New: MAXX 22, also for Mercedes
- Hydraulic brake callipers for 7,5t trucks
- 380 rema.germany part numbers and 4.500 x-reference numbers for air compressors
- Knorr, Wabco und Voith – applications
- Assured, high availability

rema.germany quality

- Improved products with longer durability
- Use of enhanced components
- 24 months warranty

Technical and marketing support

- Data sheets, installation, guidelines
- Flyers, brochures
- rema.quicktrain
- ROI calculation (potential of cost savings for fleets)

Environment

- Saving of material
- Saving of energy
- Saving of CO₂





Transmission Technology





Product range and availability

- **Transmission**
- ZF for MAN, DAF, Iveco, Mercedes, Volvo, Scania, Allison for all commercial vehicles included md (7,5t)
- More than 250 transmissions on stock
- **Transmission control**
- For ZF, Mercedes and Volvo transmissions
- Wide and deep availability, one-shop-stop solution
- **Retarder**

rema.germany quality

- Longer durability due to the use of enhanced components
- Installation of software included
- 24 months warranty

Technical and marketing support

- Data sheets, installation, guidelines
- Technical support, diagnoses and processing the software
- rema.quicktrain

Environment

- Saving of material
- Saving of energy
- Saving of CO₂





Drivetrain





Product range and availability

- Differentials and transfer cases for all truck manufacturer
- AV132 Axle for bus, pre-installed rema.germany version
- Assured, high availability
- More than 150 differentials on stock

rema.germany quality

- Longer durability due to the use of enhanced components
- 24 months warranty

Technical and marketing support

- Data sheets, installation, guidelines
- Technical support
- rema.quicktrain

Environment

- Saving of material
 - Saving of energy
 - Saving of CO₂





Steering Systems





Product range and availability

- **Steering gears**
- 635 part numbers and 9.800 x-reference numbers
- ZF, Bosch, TRW, Sheppard, RBL and Mercedes
- **Steering cylinders and steering pumps**
- 350 part numbers and 5.500 x-reference numbers
- Assured, high availability
- Largest product range regarding steerings in Europe

rema.germany quality

- Longer durability due to the use of enhanced components
- 24 months warranty

Technical and marketing support

- Data sheets, installation, guidelines
- Technical support
- rema.quicktrain

Environment

- Saving of material
 - Saving of energy
 - Saving of CO₂





Exhaust Technology





Product range and availability

- Largest product range for DPFs in Europe
- Launch of DPF-assembling-kits in Q3'21
- EGR flaps and complete EGR modules
- assured, high availability
- One-shop-stop solution
- The highest growth potential in the next years

rema.germany quality

- Longer durability due to the use of enhanced components
- 24 months warranty on EGR, flaps
- 36 months warranty on DPF

Technical and marketing support

- Data sheets, installation, guidelines
- Technical support
- rema.quicktrain

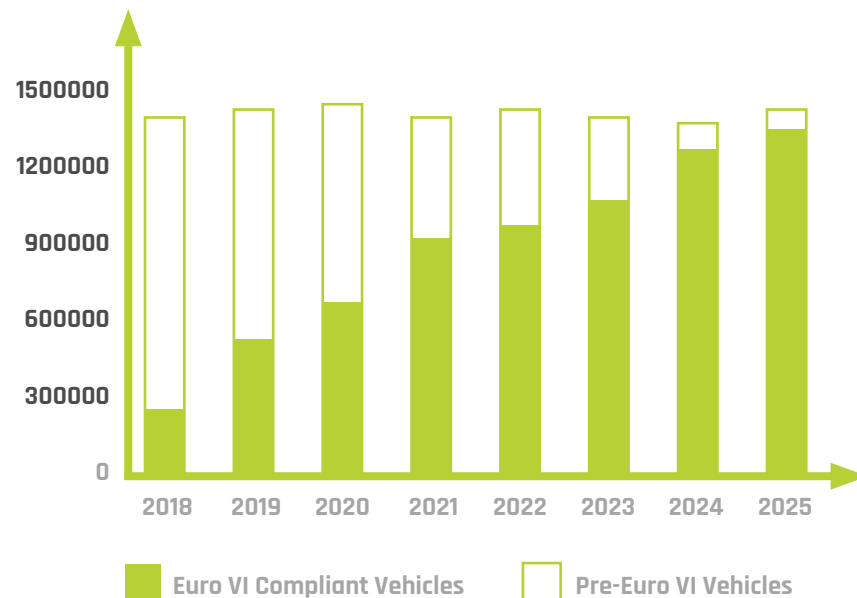
Environment

- Saving of material
 - Saving of energy
 - Saving of CO₂





- Infills (new DPF) are always homologated what insures that the type approval for the truck remains in force.
- Largest programme in the market
- The DPF is remanufactured in line with the OES standard.
 - ➔ Testing of the core
 - ➔ Extensive cleaning process
 - ➔ Purge - Air process
 - ➔ Washing off
 - ➔ drying
 - ➔ Certified flow test
- **Saving costs in comparison to buying a new DPF**
- **36 months of guarantee**
- **Immediate exchange without loss of time**
- **Additional offer: separate assembling kits**



Source: Eminox





Injectors



Part-No.:

Serial-No.:

Trim-Code:

Cylinder:





Product range and availability

- 190 part numbers with 9.800 x-reference numbers
- Bosch, Delphi, Denso, Cummins, Scania XPI, HPI
- High pressure injectors in different designs from Bosch PDE to latest common rail injectors
- Focus on Euro 5 and Euro 6 applications
- Assured, high availability
- Reman as per OE-specification

rema.germany quality

- 24 months warranty
- Special workshop label
- Stronger packaging

Technical and marketing support

- Data sheets, installation guidelines, flyers
- Fair core criteria
- Technical support
- rema.quicktrain

Environment

- Savings of material
- Savings of energy
- Savings of CO2



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B2B Systems



B2B Systems



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rema.germany

– Data-Management and -Pool

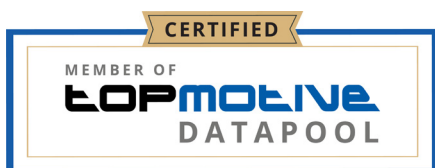
- **rema.germany product data validation process:**
 - References are verified
 - Rationalization options are developed
 - Cross-reference numbers: OE upgrades and manufacturers' replacements are checked regularly
- **We are connected to:**
 - Teccat by TopMotive (Tecdoc – compliant data)
 - InfoRicambi
 - If necessary, we can also provide data via individual – customer – interfaces or FTP servers
- **Services provided in our online tool at www.rema-germany.com:**
 - Product availability
 - Pricing information – customer account required
 - Technical documents and core criteria





rema.systems

- **Webtool 24 / 7**
 - Availability and prices
 - Technical documents and core criteria
- **Top Motive**
 - Tec cat
- **Info - Ricambi (in preparation)**
- **FTP and individual interfaces for direct communication system to system**



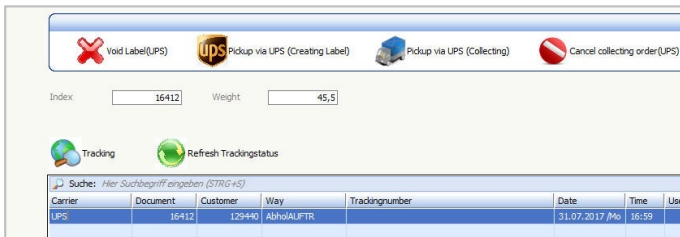
INFORICAMBI.IT
IL PORTALE DEI RICAMBI AUTO E TRUCK





rema.germany – Logistics and Core Management System

- **Free of charge core return**
- **Inhouse developed Core - Management - System:**
 - Traceable CoreReceiptControl
 - Balance sheet for open cores
 - Based on serial numbers
 - Fast and simple core tracking and administration
 - Fast provision of core credit note
 - Max. 5 working days



The screenshot shows a web application interface for core management. At the top, there are four buttons: 'Void Label(UPS)' (red X icon), 'ups Pickup via UPS (Creating Label)' (UPS logo), 'Pickup via UPS (Collecting)' (UPS truck icon), and 'Cancel collecting order(UPS)' (red circle with slash icon). Below these are input fields for 'Index' (16412) and 'Weight' (45,5). There are also 'Tracking' and 'Refresh Trackingstatus' buttons. At the bottom, there is a table with the following data:

Carrier	Document	Customer	Way	Trackingnumber	Date	Time	User
UPS	16412	129440	AbholAUFR		31.07.2017	16:59	





Core Management System



APS Germany GmbH - Schuckertstraße 4 - 48712 Gescher - Germany



rema.germany is a brand of
 APS Germany GmbH
 Schuckertstr. 4
 48712 Gescher
 Deutschland
 Phone: +49 25 42 95 55 - 111
 Fax: +49 25 42 95 55 - 122
 E-Mail: info@rema-germany.de
 www.rema-germany.de

Anspruchspartner: Schöbi Fitz

Datum: 10.02.2021

Status Ihrer Altteiltrücksendung (Report 57767) Seite 1 von 2

Kundennummer: 113430

Artikelnummer: 606050

Referenznr.: Plombe: 00339444

Prüfungsergebnis:

Abgelehnt

Detaillierte Hinweise für die Gründe unserer Ablehnung können Sie der Tabelle entnehmen.
 Bitte klicken Sie auf die Bilder, um diese zu vergrößern.

Prüfkriterium	Soll Zustand	Status	Ist Zustand Foto1	Ist Zustand Foto2	Begründung
Gehäuse ist nicht eingelaufen		✗			Eingeschnitten
ProduktHersteller ist OEM oder rema.germany	OEM or 	✓			
Teil entspricht der gelieferten Teilenummer		✓			
Artikel ist nicht zerlegt		✓			
Gehäuse ist schnitt- und bruchfrei		✓			

Datum: 10.02.2021

Status Ihrer Altteiltrücksendung (Report 57767) Seite 2 von 2

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Prüfkriterium	Soll Zustand	Status	Ist Zustand Foto1	Ist Zustand Foto2	Begründung
Gehäuse ist nicht übermäßig korrodiert		✓			
Kein aufgeführtes Teil fehlt		✓			

Leider können wir das von Ihnen gelieferte Altteil nicht wiederaufarbeiten. Wir können Ihnen daher auch nicht den Pfandbetrag für das Altteil zurückerstatten. Bitte teilen Sie uns über nachfolgenden Link mit, ob wir das Altteil auf Ihre Kosten an Sie zurückschicken dürfen oder ob wir dieses für Sie kostenfrei entsorgen sollen. Vielen Dank.

Für die Rückmeldung bitte hier klicken

Reply

Photographs



Vision

„Our top priority is to steadily increase our contribution to sustainably preserving our planet's resources, winning over other market players and thus becoming synonymous with the circular economy in our relevant market in Europe.”

– Heinz Hölker



Let's make the truck **greener!**



