

triscan•news

TRISCAN NEWS VOLUME 13 . 2022

NEW: Wheel hubs for popular models with generation 1 wheel bearings

AUTOGLASS REPAIR:
A lucrative business area for car repair shops?

SYNERGY:
Triscan becomes shareholder of Wibotec A/S

TEST CENTER:
Expansion with 4-point tester



NEW: EGT-SENSORS

More than 300 references ready for delivery

Much **more** than just a spare part



OE quality

Wide covering programmes



Who are we - and what can we do?

Through concept development, marketing, and sales, Triscan has since the beginning in 1976, developed into an international company in the automotive aftermarket. The product range includes auto parts, tools and consumables for auto glass repair and replacement. Sales are exclusively via distributors/wholesalers and car parts are shipped daily from Triscan's three distribution centers in Denmark and Germany.

- Fast delivery of the right parts
- Online ordering via TriWeb/TecCom
- High order fill
- More than 50,000 references
- 48 product groups
- Extensive quality assurance

Through its subsidiary Triscan Software Solutions, Triscan has also established itself as developer and provider of digital solutions for the automotive aftermarket.



Brabrand, DK



Glostrup, DK



Iserlohn, D

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NEW: EGT-SENSORS • 4

This time it is EGT-sensors (exhaust gas temperature sensors) that complement our programme of now 13 different sensor types and more than 5,000 references. So far, more than 300 references in EGT-sensors are in stock and can be ordered via the usual channels.



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With our new 4-point tester, we can perform a number of different tests, which can show us whether the quality of the part and the selected materials meet the specifications - but also how they perform in relation to original parts or competitors. We are already in the process of performing tests of i.a. steering parts and shock absorbers.

POSITIVE DEVELOPMENT, BUT NOT WITHOUT CHALLENGES • 12

With satisfactory accounts for 2020 - and that despite the challenges and necessary adjustments the global Corona pandemic has brought with it - were we, like most business companies, excited about what 2021 would bring.



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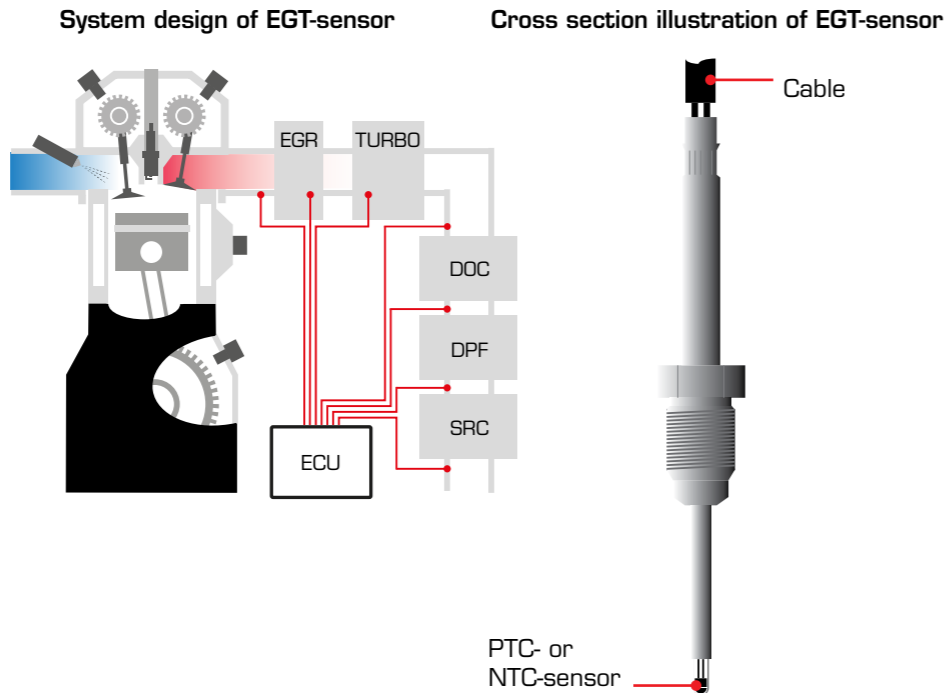


NEW: EGT-SENSORS ARE ADDED TO THE SENSOR PROGRAMME

Our already very extensive sensor programme has once again been expanded with a new family member. This time it is EGT-sensors (exhaust gas temperature sensors) that complement our programme of now 13 different sensor types and more than 5,000 references. So far, more than 300 references in EGT-sensors are in stock and can be ordered via the usual channels.

The EGT-sensor (Exhaust Gas Temperature Sensor) is depending on the engine type used at up to 7 different positions in the exhaust system - for example the exhaust manifold, EGR-cooler, turbocharger, front catalytic converter (DOC), diesel particulate filter (DPF) and rear catalytic converter (SCR). Combined with information from other engine/exhaust system sensors, the vehicle's engine control (ECU) uses the temperature measurements to for example determine when a regeneration process of the diesel particulate filter should be initiated.

There are two types of exhaust gas temperature sensors - one with PTC-sensor element (Positive Temperature Coefficient) and the other NTC-sensor element (Negative Temperature Coefficient). In both types, the temperature is measured in relation to the electrical resistance, which is measured and registered by the motor control unit (ECU) of the vehicle.



The more than 300 references that we have included in the programme so far are characterized by:

- OE quality
- Closed stainless steel casing
- Mineral insulated cable for heat separation
- Teflon insulated cables that are oil, fuel and water resistant
- Twisted cables for greater flexibility
- In addition, 100% function tests are performed

Our sensor programme today includes the following product groups and is continuously expanded:

ABS-SENSORS	CAMSHAFT POSITION SENSORS	PARKING SENSORS
BRAKE WEAR INDICATORS	CRANKSHAFT POSITION SENSORS	IGNITION
DIFFERENTIAL PRESSURE SENSORS DPS	OXYGEN SENSORS	WATER TEMPERATURE SENSORS
EGR-VALVES	AIR FLOW METERS	FOR FURTHER INFORMATION: triscan.dk/en/sensors
THROTTLEBODIES	MAP-SENSORS	



IS THERE STILL A DEMAND FOR UNIVERSAL CHOKE CABLES?

After running a campaign on universal choke cables, we must state that the answer is a clear-cut YES!

For that reason - and in case you should not have seen the campaign information - we just want to draw attention to the four references we have in the programme ■

?

DID YOU KNOW THAT WE HAVE MORE THAN 2,500 REFERENCES WITHIN CABLES



TRISCAN #	L1 (mm)	L2 (mm)
8140 91002	1500	1750
8140 91003	2500	2700
8140 91004	3000	3200
8140 91005	4000	4200

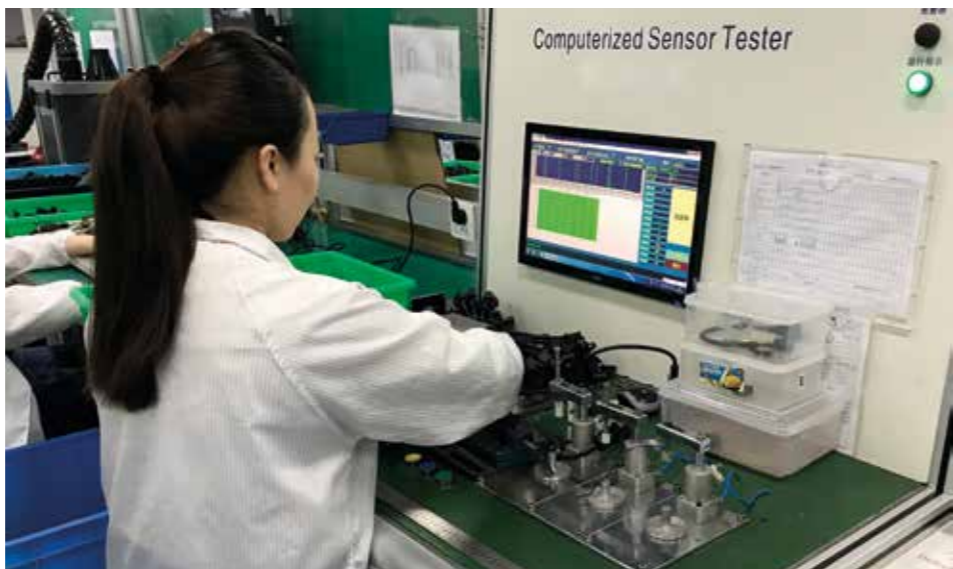


SMART SOURCING: WE DO THINGS A LITTLE DIFFERENT

How do we ensure a uniformly high quality and very low complaint rate on TRISCAN products? And how do we ensure that production takes place under orderly conditions? We tend to say ourselves: We do this by doing things a little different. In this article you can read more about some of the special conditions in which Triscan stands out.

We pay all our manufacturers a visit. The production of spare parts takes place world wide - and especially outside Europe, there can be a big difference in the conditions under which production takes place. Although it is both expensive and time consuming, our product managers always visit a new manufacturer prior to establishing a collaboration. One of the advantages of such visits is that we get clarified whether the production conditions live up to our strict requirements.

Although we make sure that our spare parts are subject to strict quality control during the manufacture at our manufacturers, we carry out random checks in our in-house testcenter



Certifications and onsite audits
Triscan spare parts are often manufactured by subcontractors to the automotive industry who are certified according to the industry's strict quality assurance standard - IATF 16949. If a manufacturer is not certified according to IATF 16949, we are satisfied with a certification according to ISO 9001 in cases where the parts being produced do not pose any safety risk.



In addition, we conduct occasional audits with our manufacturers in Asia using our own local engineers.

Does it work then?
Our smart sourcing process has come into existence during many years and is based on our more than 40 years of experience. At the same time, we of course continuously monitor the development in our complaint statistics - not only overall, but also at product group and item number level ■

TESTS, SPOT CHECKING AND SAMPLE STOCK

Although we ensure that Triscan spare parts are subject to rigorous quality control during manufacture by our manufacturers, we do not stop here. When receiving goods, we carry out random checks of various kinds. It can for example be:

- 100% control for first-time deliveries - also accessories
- Checking dimensions according to technical drawings
- Product comparison according to our comprehensive sample stock
- Functional or material testing in our in-house test center
- Tests conducted by independent external institutes

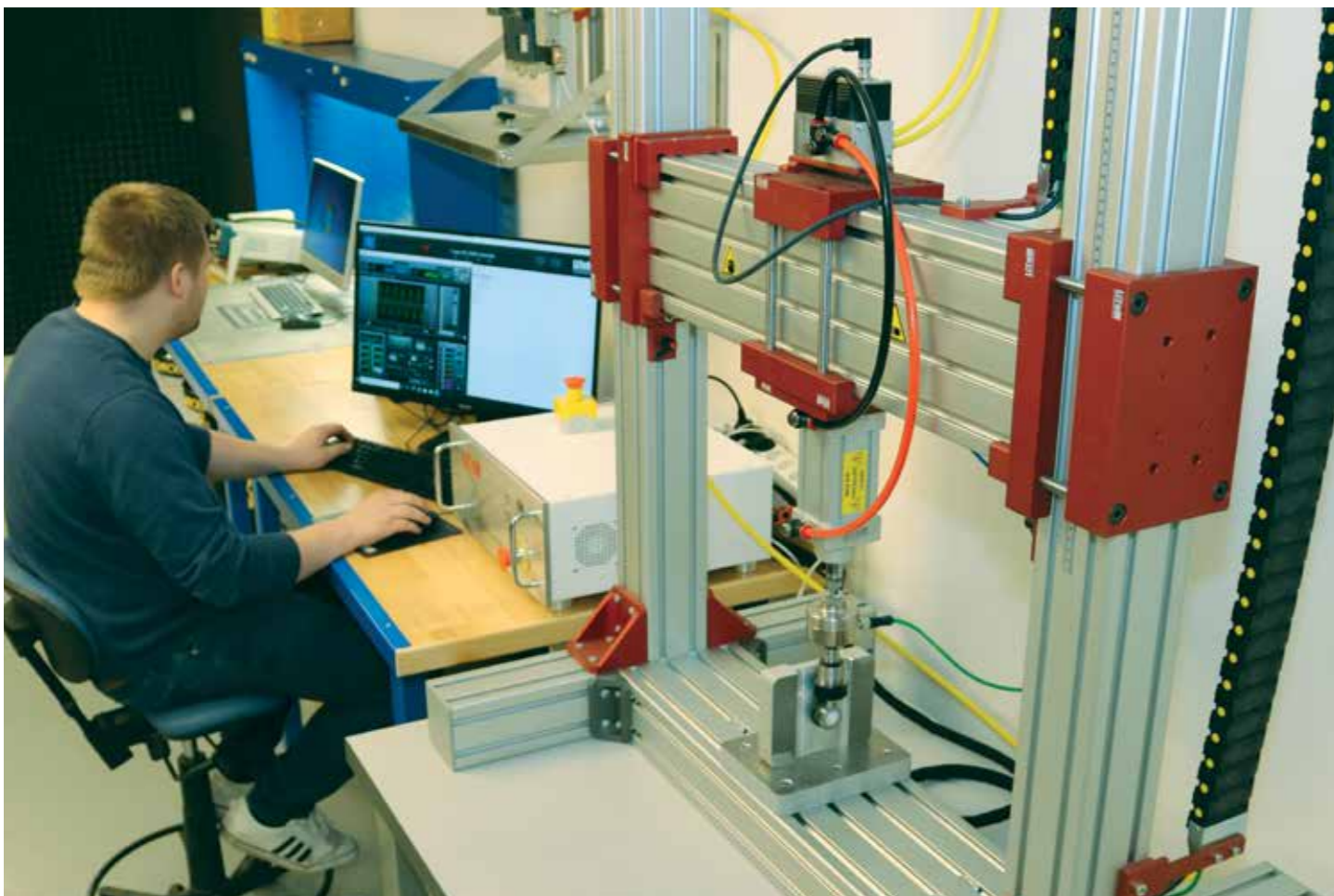


IN-HOUSE TESTCENTER

There are several reasons why it is important for us to have our own in-house testcenter. It gives us i.a. possibilities for:

- Conduct our own testing of new products from potential new manufacturers
- To conduct comparative tests
- To significantly reduce processing time on complaints





NEW: IN-HOUSE TEST CENTER EXPANDS WITH 4-POINT TESTER

Our in-house test center has once again been expanded with new test equipment. This time with a 4-point tester with many configuration options, which makes it possible to use it in many contexts. We are already in the process of performing tests of i.a. steering parts and shock absorbers. In this article, you can learn more about the technology behind and the applications for our new equipment.

Wear parts on a car lives, depending on location and function, a more or less stressful life. In order to achieve a suitable product service life, it is important to have the right design and a correct dimensioning. Here plays i.a. the materials used - metal, plastic, rubber, etc. - a big role. With our new 4-point tester, we can perform a number of different tests, which can show us whether the quality of the part and the selected materials meet the specifications - but also how they perform in relation to original parts or competitors.

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We are already in the process of performing tests of i.a. steering parts and shock absorbers.



In our new tester, you can simultaneously use up to a total of four either pneumatic, hydraulic or electrodynamic actuators to



transfer tensions in the form of movement, oscillations, vibrations, push/pull to a test subject. Whether all four actuators are to be used - and whether the use takes place in connection with a single part or several parts - is freely configurable.

In-house test center
There are several reasons why it is important for us to have our own in-house test center - and now also our new 4-point tester. It gives us among others possibilities to:

The actuators can be used to transmit tensions in different ways:

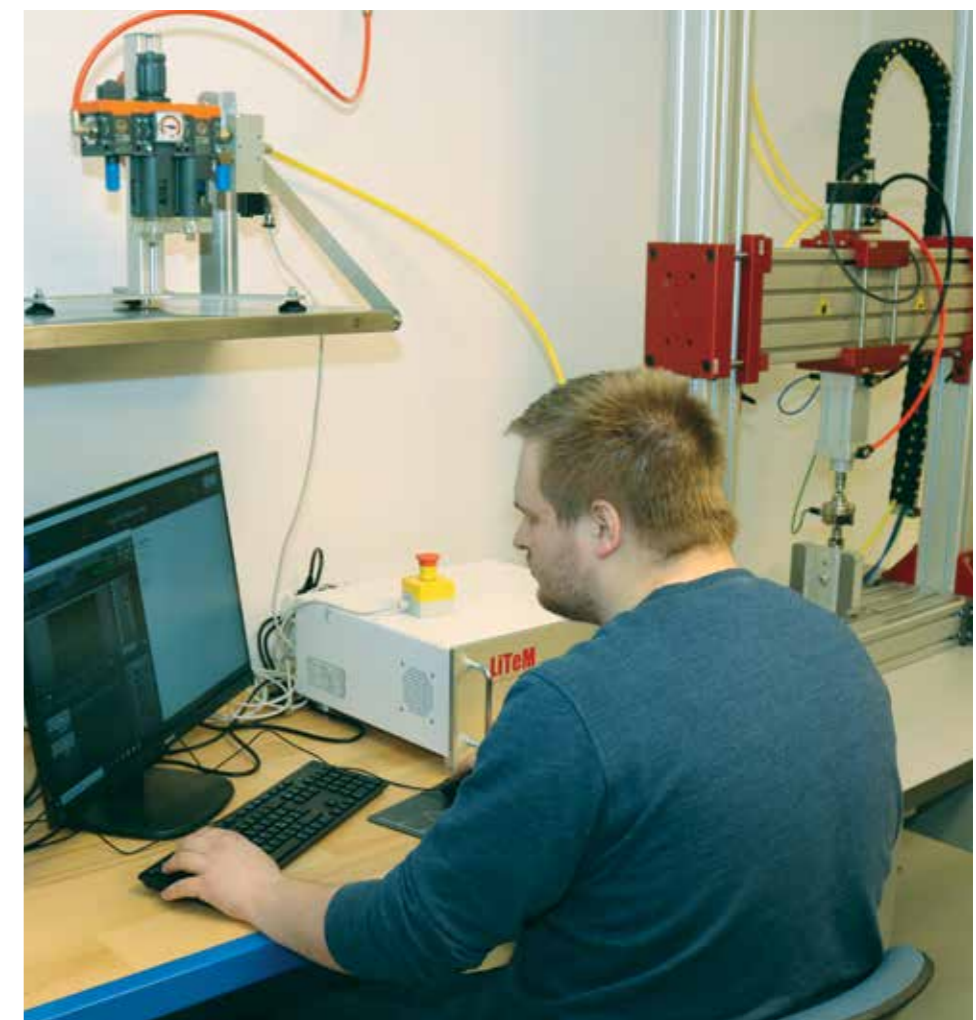
1. Static
2. Dynamic
3. Cyclic

- To test new products ourselves from potential new manufacturers
- To conduct comparative tests - in relation to OE or competitors
- To significantly reduce the waiting time for the customer in complaint cases

Materials rarely fail when they are stressed once, but on the contrary when they are repeatedly exposed to stress, which ultimately leads to material fatigue. Material fatigue can be measured by mechanical tests involving repeated use of different tensions, which vary in a regular cycle from maximum to minimum value.

Especially in relation to the last-mentioned, it is a significant advantage for all links in the value chain - from car owner to spare parts importer - that we have our in-house test center. "As far as possible, we always try to decide internally whether a complaint is justified or not. In this context, we often use our internal competence and test equipment", says Asger Thybo Geertsen and adds: "In this way, we can often very quickly deliver a well-documented report within a very short casework time - for the benefit of all parties involved", concludes Asger Thybo Geertsen ■

Incipient material fatigue is often seen as incipient cracking that multiplies and eventually leads to fracture. Thus, a fatigue test can measure the number of cycles required to start cracking, as well as the number of cycles to failure.



“ As far as possible, we always try to decide internally whether a complaint is justified or not. In this context, we often use our internal competence and test equipment
- CPO Asger Thybo Geertsen ”



EVEN MORE SMARTREP.INFO IN TECDOC

We make it easy to do it right - that's how it sounded back in 2017 when we launched our smartrep.info concept. The purpose of smartrep.info is to send a clear signal to mechanics whenever special attention has to be paid to a product to avoid problems.

Spare parts that require special attention during assembly are provided with a clearly marked label on the packaging. In addition to a warning triangle, the sticker is also provided with a website address - www.smartrep.info - and a QR code which, when scanned, goes directly to the

website. On the website's home page, enter the item number from the product's barcode label, after which information about installation and possibly required use of special tools is displayed.

But it's not only through the packaging that our smartrep.info can be accessed. We

have also added smartrep.info information in TecDoc, where they can be found in the same way as general instructions ■

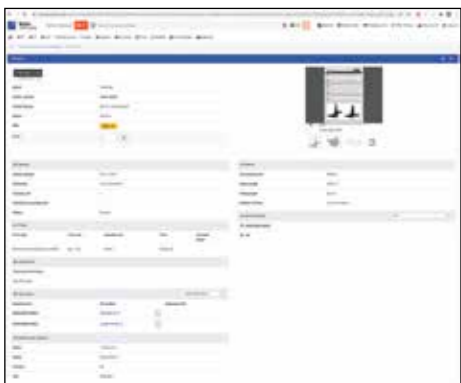
Spare parts that require special attention during assembly are provided with a clearly marked label on the packaging.

Try it for yourself - scan the QR code here:



OR GO TO WWW.SMARTREP.INFO
Then enter, for example, one of the following item numbers:

- 881316150
- 881313101
- 851515629
- 853029011



When you look up a Triscan product in TecDoc, you can at the top right of the image see if there is a smartrep.info/general guide attached to the topic (click on the PDF symbol)



The photo shows the PDF with smartrep.info - what to pay special attention to regarding the product in question



PARKING SENSORS: HOW TO AVOID AN EXPENSIVE LESSON TO LEARN

PDS sensors have over time become standard equipment on many cars. Consequently, most mechanics have also tried their hand at having to replace them after a car has been involved in an accident or they for other reasons have stopped working - but unfortunately not always completely smoothly.

Here is the explanation of what often goes wrong and how you as a workshop can avoid an expensive lesson to learn. The predominant cause of the problems is to be found in incorrect installation - the conclusion of the complaint handling shows that a PDS sensor suitable for the vehicle has been fitted in the wrong position. Subsequently, the PDS system on the vehicle does not work properly. Bumpers are dismantled and repainted - which is expensive - and in the worst case again equipped with the wrong PDS sensor before the workshop receives the discouraging message in the complaint report.

avoid mistakes, it is therefore a really good idea to:

Make sure that you choose the right PDS sensor(s) in relation to the location in the bumper

Ensures that the PDS sensors are mounted in the correct position

Test the vehicle's parking sensor system BEFORE they are painted

DID YOU KNOW:

We have more than 80 references in our program of PDS sensors in OE quality ■



DO YOU WANT TO KNOW MORE?

Read the article on our website: "This is how our parking sensor tester works". Here you can also find technical info about our parking sensors.



POSITIVE DEVELOPMENT, BUT NOT WITHOUT CHALLENGES

With satisfactory accounts for 2020 - and that despite the challenges and necessary adjustments the global Corona pandemic has brought with it - we, like most business companies, were excited about what 2021 would bring. Now that more than half of the year has already passed, we are pleased to be able to record a very positive revenue development. But the Corona pandemic, which is still haunting, presents many challenges in everyday life, which unfortunately also affect our customers.

The upsides and the near future
At Triscan, we are optimistic about the future and more growth awaits in the short term. This applies to both spare parts and digital services business - our cloud-based workshop management system TRISYS. The positive revenue development is driven in particular by the international markets.

Michael Juul Hansen, CEO: "80 percent of our revenue comes from our activities outside Denmark. Our largest market is Germany, which accounts for almost 40 percent of revenue. Then comes Denmark, closely followed by Sweden, Finland, Poland, Norway, Lithuania, France, Romania, Austria, Kosovo,

the Netherlands and Croatia. We have customers in more than 40 countries".
"As a spare parts supplier, we are known in the market as a specialized player whose primary turnover is not hindered by mainstream products such as oil filters, brake discs and pads. We have the products in our comprehensive program, but it is within the slightly more complex product groups for the undercarriage, driveline and sensors that we create the vast majority of our revenue. We will continue to play that role because it is very value-creating for our customers".

"In the short term, the growth also comes from our subsidiary Triscan Software

Solutions, where we develop business-specific digital solutions - including TRISYS. For wholesalers who do not already have a system to offer their workshop customers or for wholesalers who are considering replacing their existing system, TRISYS is worth looking at. Wholesalers in Denmark and especially abroad have chosen to do so - and here we also expect continued growth".

The future in the long run
In the long run, electrification will become a game changer and increased digitization will continue. Within both areas, there will be room for Triscan. Michael Juul Hansen, CEO: "It is estimated that 20% of cars in Europe in 2030 will be electric

cars. Although there is less to repair and maintain on electric cars, spare parts are still needed. That is why we have already in 2019 embarked on the development of parts for the electric cars for the IAM and had as some of the first spare parts ready for Tesla. We collaborate with players in Denmark, England and Norway, from where we get in-depth knowledge of what parts to prioritize and focus on".

"Today, we already have around 4,500 spare parts for electric, hydrogen and hybrid car models. Although the demand is rather modest it is an investment in the future and a way to ensure wholesalers on the independent aftermarket access to the parts for EV's. We were the first in our segment to do so, and now some of our competitors are starting to introduce EV-programs as well. But I dare say that not many of our competitors spend as much money on product development as we do".

"Digitalisation in the industry has gone really fast in recent years and we believe that it will continue. It is an exciting challenge to face and with new products in the pipeline of Triscan Software Solutions, here too, we continue to create a place for ourselves in the future".

The challenges here and now
The Corona pandemic has had a great global impact. The spare parts market is



Since 2019, Triscan has developed spare parts for both electric, hydrogen and hybrid models and was among the first to be able to offer parts for Tesla

especially challenged by material scarcity prices and security of supply/transport prices.
Michael Juul Hansen, CEO: "Unfortunately, we can no longer live up to our goal of 97% order fill. Although we have disposed optimistically, we see with approx. 20% revenue growth large fluctuations within

the various product programs, and this unfortunately affects our customers. The delivery dates that we have been promised rarely hold true because the conditions for freight transport have become unpredictable. Container transport is sold to the highest bidder in a market where list prices have more than quadrupled compared to before the Corona pandemic and where there is a shortage of resources".

"But material scarcity in both metal and semiconductors is also a challenge. As in the area of transport, the situation has led to unpredictability and massive price increases. The unfortunate circumstances of the war in Ukraine, are now furthermore adding to this".

"It is difficult to say anything about when conditions will return to normal. Our delivery capacity is now at 93-94% and we are experiencing greater predictability and stability in the supply chain. At the same time, we naturally continue to do our best to minimize the consequences it inevitably has for our customers" ■



At Triscan, we are optimistic about the future and more growth awaits in the short term. This applies to both spare parts and digital services business



USE OF LUBRICANTS WITH RELEASE BEARINGS

Many mechanics assume that lubricant must always be used when replacing release bearings. But that is not the case - and many complaints can be avoided if a fairly simple rule is followed.

There are generally three different types of release bearings:

- Release bearings with metal housings
- Release bearings with plastic housings
- Release bearings with PTFE housings (Polytetrafluorethylen teflon)

It is ONLY release bearings with metal housings that must be applied with lubricant.

Depending on the car model, different procedures must be used when performing maintenance and repair work - therefore ALWAYS see the car manufacturer's instructions. In any case, the following items must be followed:

- ✓ Prior to installation, inspect the release bearing, the release fork and the guide sleeve for wear. Replace damaged parts
- ✓ Remove contaminants from the release bearing housing and from the guide sleeve
- ✓ If the release bearing housing is made of metal (Fig. 1), apply lubricant to it
- ✓ Use the lubricant recommended by the vehicle manufacturer. In the absence of manufacturer recommendations, Castrol Olista Longtime 1 or 2 can be used as lubricant
- ✓ Plastic housings (Fig. 2) or PTFE (Polytetrafluoroethylene) coated housings (Fig. 3) should never be lubricated



TRISCAN HAS BECOME SHAREHOLDER OF WIBOTEC A/S

Wibotec in Silkeborg (Denmark) - which was established in 1980 - and since 2020 is run by owner managers Anders Sørensen and Claus Grøndal has expanded the group of owners with Triscan a/s, headquartered in Aarhus. The management of Wibotec and Triscan sees great synergies between the two companies and the shareholdings in Wibotec are divided equally between the three shareholders.

Wibotec provides tools, accessories, and consumables for professional repair of autoglass. The product range also includes proprietary and patented products designed and tested in collaboration with leading specialists in the automotive industry. Today, the products are mainly marketed on the nearby European markets.

Based on its three warehouses in Denmark and Germany, Triscan supplies auto spare parts to wholesalers in the professional aftermarket in most of Europe, but also beyond Europe's borders. In addition, Triscan develops industry-specific software solutions in its subsidiary Triscan Software Solutions. "We see great opportunities with Triscan's entry as shareholder of Wibotec. We not

only gain competences and knowledge, but also access to Triscan's large network", says Anders Sørensen, CEO, Wibotec. "I dare say that we are a leader in technology in the replacement and repair of autoglass and that we have a unique product range. At the same time, we really feel that there is a really good match in the DNA of our respective companies and look forward to exploiting the huge potential for synergy" adds Claus Grøndal, CTO, Wibotec.

Triscan CEO Michael Juul Hansen also sees great opportunities: "Wibotec has been successful in establishing itself in several European markets and we are convinced that together we have the best opportunity to make Wibotec an even greater export success. The change from traditional vehicles with combustion engines

to electrical vehicles, will have a great impact on the auto spare parts business as we know it today, and we have to adapt to this trend. We are therefore continuously expanding our range of spare parts for electric cars but are also preparing for the inevitable decline in the number of wear parts sold as a consequence a change in technology. We are therefore constantly looking at how we can adapt our business to the new reality and here Wibotec is an important piece of the puzzle" ■

- www.wibotec.dk
- www.cobra-tools.dk
- www.triscan.dk
- www.triscansoftwareolutions.dk



TRISCAN EXPANDS ITS SHAREHOLDER BASE

Triscan a/s, which - based on its three warehouses in Denmark and Germany, supplies automotive spare parts and software to wholesalers in the professional aftermarket in most of Europe, is expanding its shareholder base.

John Blom Iversen, Chairman and Majority shareholder of Triscan says: "It has always been a great strength that the management team historically has been involved in Triscan as co-shareholders. The active co-ownership has strengthened the dialogue between the management and the board - and has contributed very positively to the execution of our strategy over the years.

Over the past four to five years, we have carried out a "generational change" in several important management positions - so that we now have a really strong management team that can act in relation to the major challenges and changes our industry faces over the next several years, I am thinking in particular of digitalization and not least electrification. Our Vice Chairman and former CFO Bente Jørgensen is together with our long-standing Logistic & IT Director

Morten Hallum already co-owners. Our CEO Michael Juul Hansen became part of the shareholder base 3½ years ago and now we are expanding the shareholder base to include the rest of the management team, which consists of 36-year-old CCO Morten Kjeldahl Vammen, 34-year-old CPO Asger Thybo Geertsen and 46-year-old CFO Brian Lillelund Sørensen", continues John Blom Iversen and adds, that in addition to the joy of expanding the shareholder base, he can with satisfaction see that Triscan in 2021 realizes a very satisfactory growth in earnings and revenue.

Triscan's CEO Michael Juul Hansen is also very pleased that the entire management team in Triscan is now co-owners: "With the renewal and co-ownership entry of the entire management team, I am convinced that we as a team stand even stronger. I am sure that for all of us it adds an extra

dimension and even more momentum to implement our strategic plans and goals for the future" ■



TRISCAN SHAREHOLDER BASE

Photo above - from left:

- Morten Hallum - Logistic & IT Director
- Morten Kjeldahl Vammen - CCO
- John B. Iversen - Chairman of the Board and Majority shareholder
- Bente Jørgensen - Vice Chairman
- Michael Juul Hansen - CEO
- Asger Thybo Geertsen - CPO
- Brian Lillelund Sørensen - CFO

“Triscan has not only expanded its storage capacity, but now also the shareholder base”





EXPANSION: 136 NEW REFERENCES IN TRISCAN SHOCK ABSORBERS

Back in 2020, we introduced our TRISCAN shock absorbers programme. The programme consists exclusively of gas dampers in OE quality and is targeted the older but high-frequency part of the fleet, where a price-conscious alternative is often needed.

And since then it has gone really well - in fact so well that the original programme of 90 references is now up to almost 250 references. Another major expansion of the programme is planned to be launched in 2022.

Shock absorbers are a safety component and have among others great impact on the braking distance of a vehicle. It is therefore also very important that the shock absorbers are not defective. The replacement of shock absorbers can be a rather costly affair, especially for owners of older cars, if the workshop chooses to offer shock absorbers from premium brands. Unfortunately, this all too often means that car owners ultimately opt out of getting the job done. With the programme expansion the workshops will - in even more cases - have the opportunity to offer an

alternative to the expensive premium brands. And this, of course, without compromising on quality. Our production of shock absorbers is in fact subject to

the automotive industry's strict quality standard IATF 16949 and are all gas dampers ■

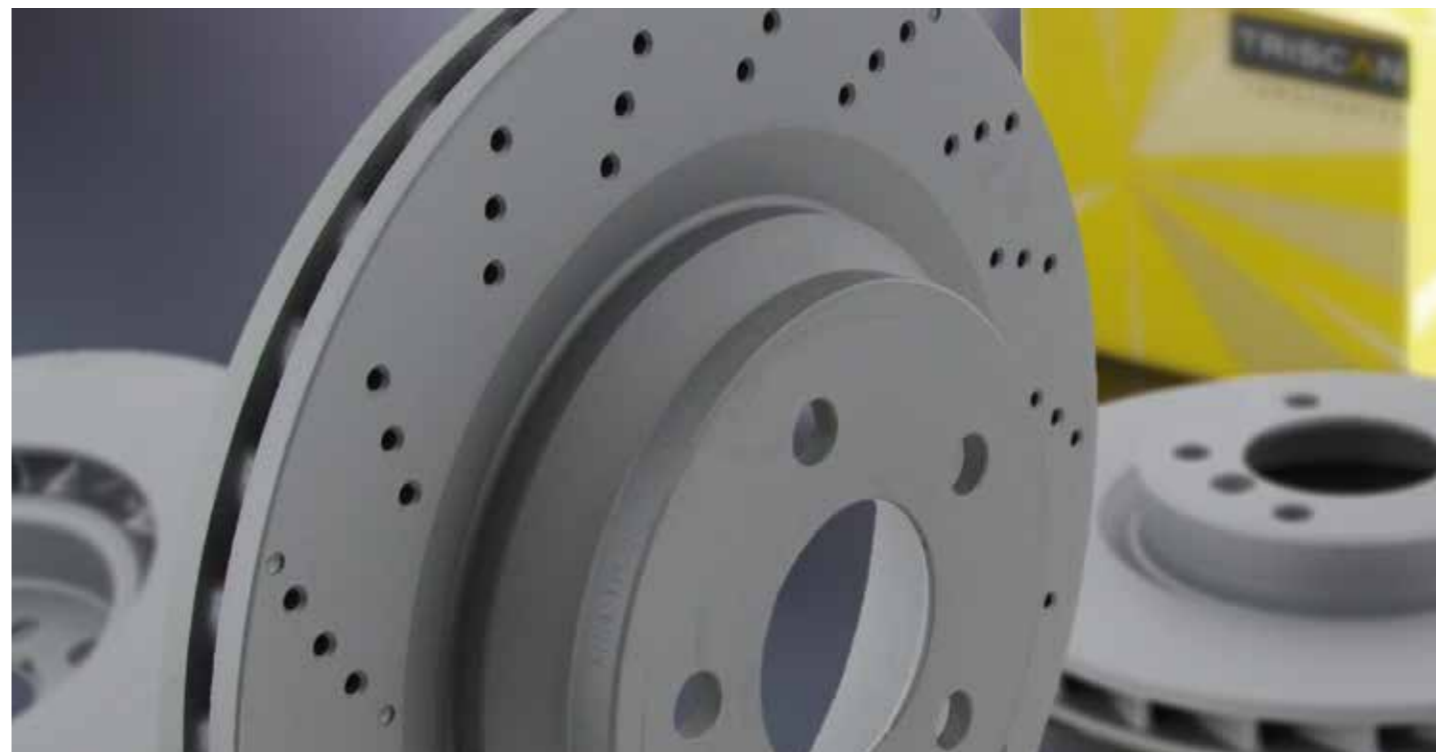
SHOCK ABSORBERS IN OE QUALITY

The production process of our shock absorbers is subject to the strict quality control standards within the automobile industry IATF 16949.

Our suspension programme also includes:

- | | |
|--------------------------------|--------------------------------|
| MONROE SHOCK ABSORBERS | COMPRESSORS FOR AIR SUSPENSION |
| STRUT BEARINGS AND KITS | COIL SPRINGS |
| SHOCK ABSORBER PROTECTION KITS | LEAF SPRINGS |
| BELLOWS FOR AIR SUSPENSION | |

REMEMBER: We have more than 2,400 references in coil springs on stock.



HIGH ORDER FILL ON COATED BRAKE DISCS AND BRAKE DRUMS

As we reported in the article "Positive sales development, but not without challenges", one of the consequences of the Corona pandemic is shortage of goods and consequent poor delivery ability. Therefore, it is of course gratifying to be able to share the news that this is not the case for our program of coated TRISCAN brake discs and brake drums.

In case you have difficulty sourcing selected numbers in brake discs and drums, it could be a really good idea to check our item status of more than 1,250 references. If you haven't sourced any brake discs or brake drums with us before, here is a few facts on our programme.

- Triscan brake discs and drums are manufactured according to OE specifications
- Triscan's brake disc program is produced by leading brake disc manufacturers and is originally fitted to a wide range of car models
- The brake discs are cross-cut and all ventilated discs are balanced. The programme also includes brake discs with integrated wheel bearings and in some cases ABS ring, which is mainly seen on French cars. All Triscan brake discs are coated
- The programme of brake drums also includes drums with integrated wheel bearings and in some cases ABS ring, which is preferably seen on French cars. All Triscan brake drums are coated



Take a look at our trouble shooter "Damage symptoms brake disc" - find it on our website under Products/Brake discs & drums

TRISCAN
SMARTPARTS

Product information
Damage symptoms - brake discs



BUDWEG: TECHNICAL IMPROVEMENTS ON CALIPERS FOR CARS WITH EPB

Many mechanics are gradually becoming aware of the weaknesses that often - after too short a time - lead to defective EPB calipers (Electronic Parking Brake). All too often, a basic mechanically well-functioning caliper is replaced and scrapped on that background. How nice would it be if there was an alternative. The good news is - there is!

At Budweg, with headquarter and production in Denmark and more than 40 years of experience in cultivating quality and development of competencies within brake calipers, they have taken matters into their own hands. The results obtained speak for themselves and therefore Budweg also gives a 5 year guarantee on their EPB calipers. Find out more about in what way Budweg calipers have been improved in this article.

Reinforcement of the calipers plastic housing preventing water and dirt from entering

A weak spot for many EPB calipers is the plastic housing, which encapsulates the electronics of the caliper. By reinforcing the construction of the plastic housing - including adding a longer and stronger "fin" on the side of the housing, this problem is significantly reduced.

- The length of the "fin" was extended from 10 mm to 50 mm on Budweg models
- The thickness of the "fin" was increased from 4 mm to 6.5 mm

The EPB-unit to the left in the picture (see next page) is from Budweg, whereas the unit to the right is a competing product. The reinforcing of the fin adds more structure and stability to the areas of the housing which are exposed to the highest degree of mechanical forces.

Improved EPB motors with metal gears
Another weak spot is the planet gears used on EPB calipers. Some early EPB calipers have been designed and delivered with plastic gears - since then it has become more common to use more durable metal gears. All Budweg calipers are with planet gears made of metal. The difference can be seen in the pictures.
The main reason why Budweg only uses metal gears is that benchmarking tests have shown fractures on gears made of plastic after just 75,000 activations of the EPB brake. Budweg products, on the other



To the left is an EPB engine from Budweg - and to the right a competing product



The reinforced fin on Budweg's EPB housing (see red marking) adds more structure and stability to the areas of the housing which are exposed to the highest degree of mechanical forces



Budweg only uses planet gears made of metal

hand, withstand a minimum of 100,000 activations.

The best solution for the wholesaler, car repair shop and car owner

When a defective EPB caliper needs to be replaced, there is every good reason to replace it with a Budweg caliper. Both the car owner, the repair shop and the wholesaler are guaranteed a quality product with a long service life and a 5-year guarantee ■





QUICK AND EFFICIENT REPLACEMENT OF TRACK CONTROL ARM BUSHING ON POPULAR FORD AND VOLVO MODELS

On most variants of the Ford Galaxy, Mondeo and S-Max produced in the period 2006-2015 and the Volvo S/V/XC 60 and V/XC 70 produced in the period 2007-2014, the replacement of the track control arm bushing is an inconvenient and time-consuming work process.

AST has changed this with a super smart installation set - AST5114 - which enables replacement of the bushing without necessarily having to completely disassemble the support arm.

AST5114 includes the following:

- Press tool frame
- Pressure cylinder
- Insert for removing the bushing
- Insert for mounting the bushing
- Locking ring

For further information on replacement of track control arm bushing and the using of AST5114 - see the entire article on triscan.dk/en under "News" ■



TRISYS VIDEO EXPLAINER FOR CAR REPAIR SHOPS

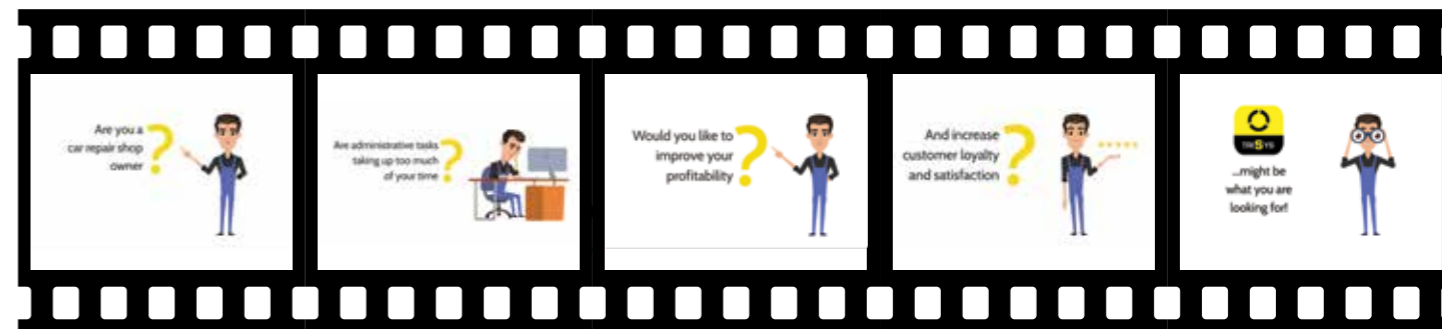
In a video of less than two minutes, we briefly explain all the benefits of our car repair shop and customer management system - and thus why a workshop should choose TRISYS.

TRISYS, which is marketed under different names at home and abroad by some of our wholesale customers, is modified to the individual markets and our customers' wishes in terms of functionality.

The video and marketing material, which we to some extent help to prepare, are therefore customized ■

MODULE BASED SYSTEM DEVELOPED BY AUTOMOTIVE BUSINESS PROFESSIONALS

TRISYS is modular and you decide which modules your version of the system must contain. Of course, you also decide on what terms you offer the system to your customers. A widely used model is to offer a basic system at a monthly fixed price and additional modules, which are priced individually.



TRISYS CAR REPAIR SHOP MANAGEMENT SYSTEM CAN BE USED ON PC, TABLET AND SMARTPHONE



TRISYS RELEASES – CAR SALES MODULE, MOBILEPAY AND INTEGRATION TO TIRE SCANNER

Once again new functionality has been added to TRISYS - our cloud-based car repair shop system for efficient workshop management. Get more insights on the latest releases in this article.

TRISYS has been developed in collaboration with several wholesalers and an international network of experienced industry professionals with practical experience in developing systems for car repair shop management. With this initiative, we, together with the wholesalers and their car repair shop customers, want to secure market shares for the free aftermarket, which is under increasing pressure in several areas. This must be done by adding valuable services that create loyalty and profitability throughout the value chain. The goal is to create business for all parties by linking the car owners closer to the repair shop and the repair shop closer to the wholesaler.

Car sales module - it does not get any easier

For car repair shops that already sell cars or those who are considering expanding the

With T-SCAN's scanner it is now possible to have detailed tire information registered in TRISYS



Easy and fast payment with MobilePay - other services like Apple Pay and Google Pay will be easily integrated into TRISYS

business with car sales, there is good news. The large selection of modules available in TRISYS has been expanded with the car sales module TRIDEAL.

TRIDEAL handles the purchase and sale of all types of vehicles - both inside and outside the EU - and it has never been easier. TRIDEAL require the use of e-economic's accounting system. On the other hand, no matter what type of vehicle it is, you are guaranteed completely correct accounting of all items and correct VAT settlement.

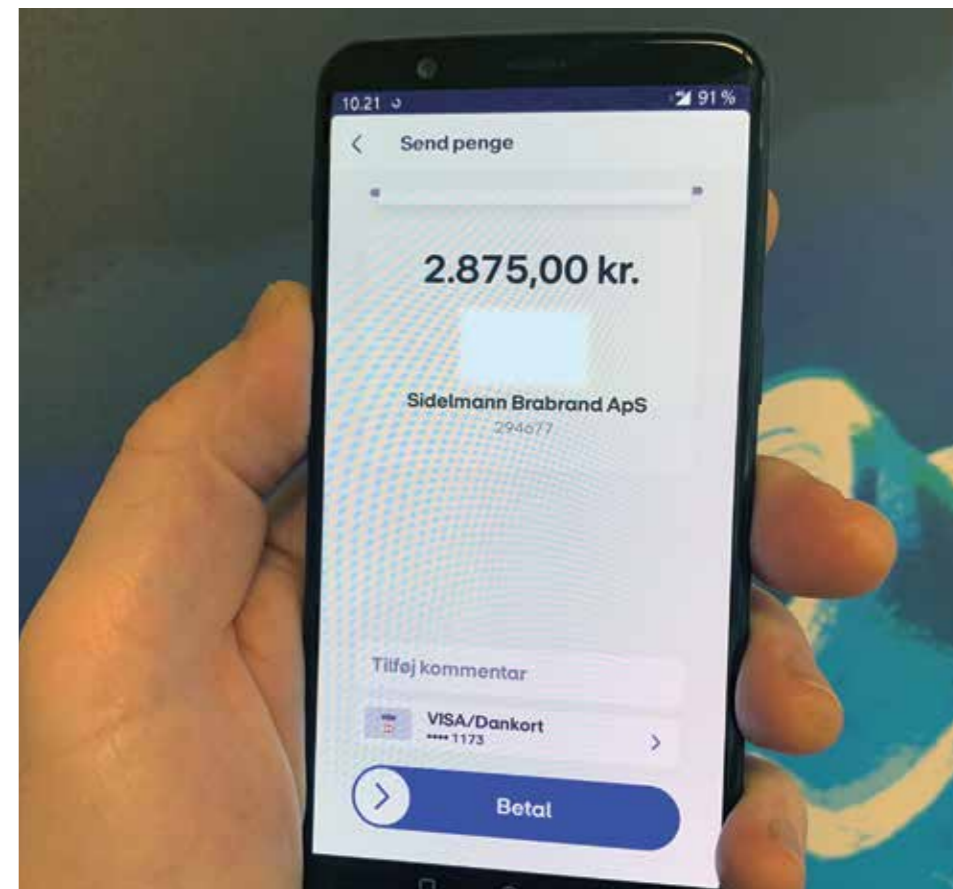
Are you selling cars - or are you considering expanding your car sales business? Then the TRIDEAL module might be the right choice for you.

Payment with MobilePay

In TRISYS's finance module - TRIFIN - it is now possible to use MobilePay payment. MobilePay is a Danish payment solution where you can transfer money to other MobilePay users via your smartphone - either directly or via payment requests. There are similar solutions in other countries, but also international services such as Apple Pay and Google Pay, which could be integrated into TRISYS.

Today there are many ways in which a workshop can charge for work done:

1. The workshop sends invoice postally - or electronically
2. The customer pays cash at pickup
3. The customer pays by credit card at pickup
4. The customer pays with MobilePay at pickup



5. The customer pays the forwarded invoice with MobilePay

By using mobile payment services such as MobilePay, the workshop makes it easy for its customers to pay their bill and at the same time improves the workshop's finances.

Tire scanning with T-SCAN

For current or future users of TRISYS' tire hotel solution TRITIRE, there is also exciting news.

With T-SCAN's handheld scanner or the floor-mounted version, it is now possible to get detailed tire information about customers' vehicles registered in TRISYS - automatically and very fast of course. With a detailed report in hand, it becomes easy for repair shops to document whether there are tires that need to be replaced and whether a wheel alignment is required ■

The way to more business for both you and your customers

DETAILED INFORMATION ABOUT TRISYS AND DEMO...?

Do you want more information about the new modules, a demonstration of the TRISYS system or a dialogue about whether you as a wholesaler could benefit from offering your repair shop customers the system? Or is it time to update the system you already have?

For further info, please contact:

Morten K. Vammen, CCO on +45 2987 6678 or mkv@triscan.dk



BE CAREFUL WHEN CHOOSING FLEXIBLE CONNECTORS FOR THE EXHAUST SYSTEM

Flexible connectors were originally designed to reduce the amount of noise and vibration emitted by the exhaust system in a vehicle. Most commonly flexible connectors are positioned between the exhaust manifold and the front pipe in cars with transverse engine and front-wheel drive.

Gradually, the use of flexible connectors has also spread to other parts of the exhaust system and in connection with turbochargers", says Christian Lund Andersen, Product Manager for flexible connectors at Triscan and continues: "It is precisely the diverse use that determines which of the three types/constructions of flexible connectors to be used. In principle you distinguish between the maximum temperature to which the flexible connector is exposed, but also whether there are special requirements for the flexible connector's ability to handle vibrations".

Up to 650° C

For petrol engines, flexible connectors with a working range up to 650° C are used at the rear muffler. For diesel engines, this type of flex pipe connector is used immediately after the particulate filter.

Up to 800° C

Flexible connectors that can withstand temperatures up to 800° C are typically located at the start of the exhaust system. Besides being the place with the highest

temperature, this part of the exhaust system is also where the pressure is the highest. The flexible connector must therefore be designed in a three-layer construction, where the inner layer is of the interlock type.

The same applies in cases where the flexible connector is used in connection with the turbo system's wastegate/relief valve - for example in the VW Touran - with the aim of reducing the amount of vibrations transmitted to the turbocharger.

Special requirements for vibration damping

In applications with particularly high requirements for vibration damping, the flex pipe connector's ability to absorb vibrations - for example diesel engines or 3-cylinder petrol engines - it is recommended to use flexible connectors of the softflex type as shown here. Although the outer layer of the flex pipe connector is braided in an open construction - and compared to the denser type of braid at first seems less strong - the opposite is actually the case. The braiding method and the wire used actually give the

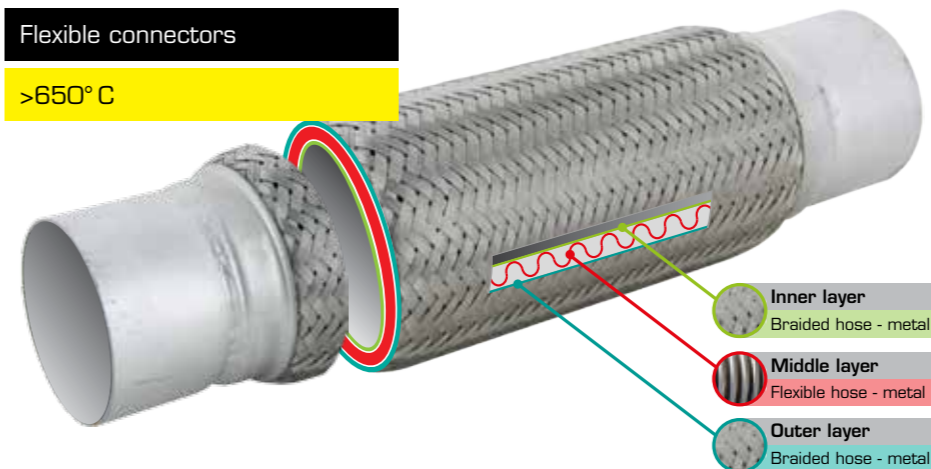
flexible connector greater strength at the same time as better properties in relation to vibration damping.

Triscan's programme of flexible connectors and connectors with clamps

Triscan's programme of flex pipe connectors includes 57 references. 47 is made in a three-layer construction, which can be used at temperatures below 650° C. The remaining 10 references can be used at temperatures up to 800° C. 8 of the 10 references are of the softflex type and the remaining 2 are uniflex pipes, which can be adapted to be used for three different pipe diameters. The flex pipe connectors are made of a particularly good quality in stainless steel - SS 304 - and are available depending on the type with short or long branches. "Flex pipe connectors live a vulnerable life and we have therefore chosen to manufacture our programme in extra good and durable materials", concludes Christian Lund Andersen. In addition to flex pipe connectors, Triscan also offers a programme of a total of 18 different connectors with clamps ■

Flexible connectors

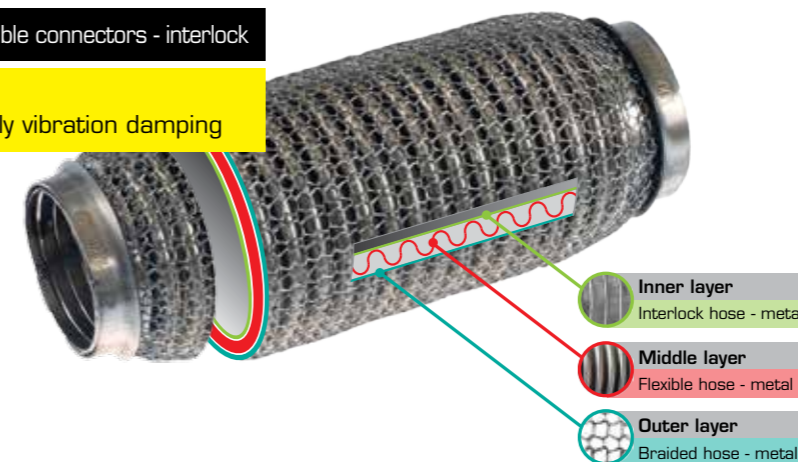
>650° C



Softflex flexible connectors - interlock

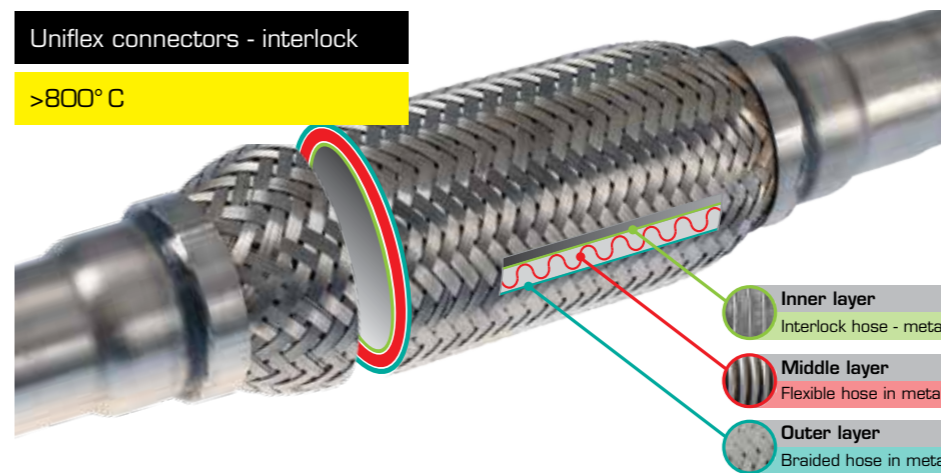
>800° C

Particularly vibration damping



Uniflex connectors - interlock

>800° C



TRISCAN

Exhaust pipe connectors



Get an overview of the programme - a PDF-download is available under products (Exhaust) on our website



FROM SPARE PARTS ASSISTANT TO PRODUCT MANAGER

30-year-old Christian Lund Andersen, who was born and raised in Grønbjerg in West Jutland in Denmark, already got an insight into the automotive business as a teenager. His stepfather ran a car dealership with an associated workshop and when the opportunity arose to get an apprenticeship at a local wholesaler, he jumped at the offer.

In 2014, Christian completed his apprenticeship as a Spare Parts Assistant at Auto-G Holstebro and thus completed his education as a Sales Assistant specializing in the automotive industry from Mommark Business College. As a graduate, he continued his employment at Auto-G Holstebro until 2016 - where he, well helped along the way by his girlfriend, decided that the time was ripe to try something new.

"My girlfriend had to move to Aarhus to study and it happened to coincide with Triscan looking for a Catalog Assistant. During my 4 years at Auto-G Holstebro, I had gained knowledge and a good impression of Triscan. I therefore decided to send an application - and it paid off", says Christian.

Already after less than a year of employment, Christian was appointed

Product Manager and today has product responsibility for several product groups - including brake discs/-drums, brake pads/-shoes, brake mounting kits, brake hoses, wheel cylinders and exhaust pipe connectors.

Tasks

"I have a very varied job which I really appreciate. Within the product groups I am responsible for, I work with

development and updating - that is which new references are to be added and which are to be discontinued. At the same time, I have to make sure to update product information in our product data and finance system, some of which is used as catalogue data". As Product Manager at Triscan, Christian's tasks also include selecting suppliers, which involves travel activity.

"So far, my travel activity has been limited to Europe, where I have visited suppliers and been to trade fairs. Unfortunately, the corona pandemic put an end to a planned trip to Asia, which I can now look forward to".

Another task is warranty processing.

"In cases where my colleagues in our department for returns and warranty cannot carry out warranty processing themselves, I take over. Initially, of course, I draw on my own or my colleagues' experience. In most cases, we use our in-house test center, while we rarely involve our manufacturer or an independent test institute".

Education

In order for Christian to have the best conditions for carrying out his job, he has been through a great deal of internal training. But Christian has also been on external courses to develop his skills in e.g. the use of Excel.

"Courses are also held internally with external lecturers. We have e.g. had a specialist from Teknologisk Institut (the Danish Technological Institute) to update our knowledge of the automotive industry's quality assurance standard IATF 16949. I am often asked if there are courses or educations that I want to attend - and I am pleased about that".

Company culture

Christian feels comfortable in the culture which he has encountered at Triscan. "The first thing that comes to mind is probably freedom and responsibility. To a large extent, I am allowed to prioritize and manage my work tasks myself. I think that there is a positive energy and atmosphere at the same time as an informal tone - which is very appealing to me".

Employee benefits

As an employee at Triscan, you are offered a number of fringe benefits that range widely from pension scheme, health insurance, lunch scheme, fruit, coffee/tea/ice water, staff social club, home office and staff purchase.

"I am among other things member of our social club "Spændebåndet" ("Hose clamp"). Here we meet for concerts, theatrical performances, museum visits, bowling and much more. Meeting your colleagues outside normal working hours is always nice. Furthermore, I have often had great pleasure of being able to work from home. It is definitely an asset for me that creates freedom".

Social responsibility

At Triscan, we show social responsibility in several areas. For Christian, it has not

been decisive for the choice of Triscan as a workplace, but he appreciates the effort.

"Honestly I must say that I did not attach any importance to it during my recent job search, even though it clearly means something to me. I think it's great that we in close cooperation with Aarhus Municipality have the opportunity to help people in our business center, who for some reason have dropped out of the labor market or never entered it" ■



IS TRISCAN YOUR NEXT WORKPLACE?

If you think Triscan could be a great place for you too - or someone you know - to work, it's a good idea to keep an eye on our job postings. You can do this on our website, LinkedIn page or Facebook page.

You are of course also welcome to send an unsolicited application or contact the responsible director or manager within the work area you think you fit into.

www.triscan.dk/en/vacancies



CAN AUTOGLASS REPAIR BE A LUCRATIVE BUSINESS AREA FOR CAR REPAIR SHOPS?

When using the market's fastest, best and most user-friendly solutions, the answer is: YES! Our programme, which includes patented technology, sets new standards in the repair of autoglass.

In this way, car repair shops do not only have the opportunity to offer customers good service, but also the opportunity to secure an extra and lucrative source of income. Our programme of tools, accessories and consumables for professional repair of autoglass has been developed and tested in collaboration with leading specialists in the autoglass industry. The product range is also offered in private label brand to wholesalers in the automotive aftermarket, who in addition to thorough training (training academy) also receive marketing material such as videos.

Windscreen chip repair

There are several systems for windscreen chip repair on the market, but no other performs as well on the four most important parameters:

- **Speed** – chip repair in just 5 minutes
- **Simplicity** – everyone can after a short introduction do the work
- **Repair quality** – nicer and long-lasting repairs
- **Mobility** – requires no access to power, vacuum or the like

In windscreen chip repair, we set completely new standards for speed, simplicity and repair quality. Compared to other repair systems - using our 3-in-1 repair bridge and with a minimum of training - stone chip repairs can be carried out in just 5 minutes and with a success rate of 95-98%. This is exactly why the solution is also suitable for car repair shops.

The repair process, which requires neither access to power nor vacuum,

is mobile and can therefore also be performed in any place, even on the road or at the customer address. Depending on the need, the repair kits are available in four different versions. The contents and the necessary consumables can be ordered separately.

Autoglass removal

With in-house developed tools, we also set new standards for speed, simplicity and repair quality within autoglass removal. By using our cutting set, the cutting work - with a minimum of training - can not only be performed much faster, but also by just one person and with all types of cutting wire/thread. Depending on the need, the cut-out kits are available in two different versions. The contents and the necessary consumables can be ordered separately. ■

“Our programme of tools, accessories and consumables for professional repair of autoglass has been developed and tested in collaboration with leading specialists in the autoglass industry”



NEW: WHEEL HUBS FOR POPULAR MODELS WITH GENERATION 1 WHEEL BEARINGS

For the high-frequency part of the car park, we now introduce the aftermarket's widest range of wheel hubs in OE quality for generation 1 wheel bearings. The programme so far comprises 88 references, with a strong focus on car models from especially VAG, but among others also BMW, Ford, Mercedes and PSA.

With our new programme of wheel hubs, the car repair shops will have the opportunity to offer an alternative to OES. And this, of course, without compromising on quality. Our production of wheel hubs is subject to the automotive industry's strict quality standard IATF 16949.

The programme supports and complements our programme of other wheel hub types as well as our programme in wheel bearings and steering knuckles.

For further information - take a look at www.triscan.dk under the menu "Products"

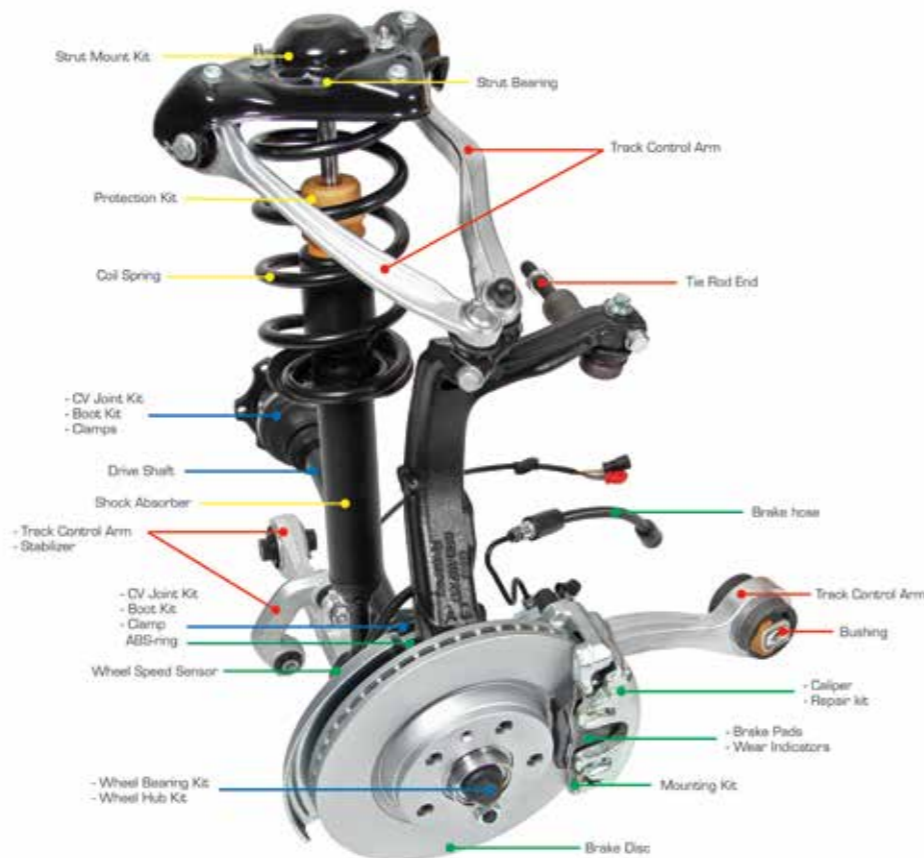


Photo above:
Example on wheel hub 853529017 for among others Audi, Seat, Skoda and VW

BUDWEG



SIGNIFICANTLY INCREASED AVAILABILITY ON BUDWEG BRAKE CALIPERS PROVIDED BY TRISCAN

With a joint initiative of Budweg and Triscan, the availability of wholesalers and thus workshops has been significantly improved. The stocked product range not only increases from about 2,300 to over 3,500 references, but also the stock quantity on the individual references increases at Triscan's three warehouses.

For more than three decades, the cooperation between Budweg and Triscan has developed positively, and both companies have high expectations of this development continuing with the latest initiative. Morten K. Vammen, CCO at Triscan says: "Shortly after the outbreak of the corona pandemic, we saw the first signs of challenges in relation to the availability of auto spare parts and the situation has certainly not changed for the better".

For this reason, Budweg and Triscan have now decided to step up their cooperation with the aim of increasing the availability of brake calipers supplied by Triscan. "We have many customers in Northern Europe who know and appreciate Budweg's unrivalled quality and sustainable renovation process. We are therefore very happy that we can now make their everyday life a little easier. All customers will experience a significantly improved delivery rate, while customers in the vicinity of Triscan's warehouses will also be able to achieve a significant improvement on same-day deliveries", says Morten Vammen.

But Triscan customers will not only experience a significant improvement in the

availability of Budweg brake calipers, but also with all other Triscan items: "We have not recorded a decline in sales due to the corona pandemic and were therefore optimistic about our purchasing schedule. We therefore regularly receive large deliveries from our manufacturers and are therefore not as affected by the restriction of delivery capability as the industry in general. We are therefore also very pleased that we can make our customers' day-to-day business easier with 44 Triscan product groups and more than 50,000 original quality article numbers available from stock", explains Morten Vammen, CCO at Triscan.

About Budweg

Budweg specializes exclusively in brake calipers and the Danish company has one of the newest and most modern production facilities in Europe. Budweg has been cultivating quality for over 40 years and developed unique competencies in the field of brake calipers.

The range of brake calipers from Budweg consists of remanufactured and brand new brake calipers - all with a 5-year warranty. Both for remanufactured and brand-new

brake calipers, budweg's product quality corresponds to or exceeds the original. For all Budweg products, both the material selection and the manufacturing process are aimed at optimizing the quality and service life of the product. High-quality brass or Teflon bushings are used instead of cheap alternatives and the pistons are provided with a hard chrome surface. Perhaps for this reason, the complaint rate on Budweg calipers is 10 times lower than the industry standard.

Unfortunately, not all brake calipers are suitable for remanufacturing, which at Budweg is a very sustainable process. Budweg's remanufacturing process only requires 20% of the energy used to produce a new caliper and the purification process takes place in a closed process where the water is recycled.

Budweg is therefore not a low-cost product either, but the right choice when safety, longevity and sustainability are prioritized

WWW.BUDWEG.COM

TRISCAN ENSURES FAST DELIVERY OF THE RIGHT PARTS

When buying spare parts from Triscan, you do not only receive a product of high and uniform quality, but also a complete item with all the necessary parts in user-friendly packaging with mounting tips, reference numbers, list of application etc.



TRISCAN'S WIDE PRODUCT PROGRAMME

All Triscan's products are manufactured in OE quality. Our product programme covers more than 97% of the European car parc. If you choose a product group from Triscan, you can do with just one supplier.

ENGINE

- Accelerator cables
- Air flow meters
- Camshaft position sensors
- Choke cables
- Crankshaft position sensors
- Diesel
- EGR valves
- Engine gaskets
 - Cylinder head gaskets
 - Gasket kits
 - Gasket kits w/o cyl. head gasket
 - Oil-pan gaskets
 - Valve cover gaskets
- Engine parts
 - Lifters
 - Top bolts
- Exhaust
 - Connectors
 - Exhaust gas temperature sensors
 - Flexible connectors
- Fuel hoses
- Ignition coils
- Ignition wire sets
- MAP sensors
- Micro-V belts, kits
 - Alternator pulleys
 - Belt tensioner units
 - Idlers
 - Micro-V belts
 - Pulleys
 - Stretch fit V-belts
 - V-belts
 - Vibration dampers
- Oil plugs & gaskets
- Oxygen sensors
- Pressure converters
- Speedometer cables
- Timing belt kits
 - Belt tensioners
 - Idlers
 - Micro-V belts
 - Oil seals
 - Timing belts
 - Vibration dampers
- Timing belts, Water pump kits
- Timing chain kits
- Throttle bodies
- Vacuum hoses
- Waterpumps + Timing belt kits

TRANSMISSION

- Anti-friction spray
- Bolt kits, flywheels
- Boot kits
- Clutches/clutch kits
 - Clutch cylinders
 - Clutch release bearings
 - Guide bearings
 - Guide bushings, clutch bearings
 - Hydraulic release bearings
 - Oil seals
- Clutch cables
- Clutches, various
- C.V. joints
- Drive shafts
- Gear shift cables
- Tripod joints
- Tools
- U-joint
- Universal clamps

BODY

- Autoglass removal
- Bonnet cables
- Gas springs/electric gas springs
- Parking sensors
- Universal wiper refills
- Wind screen chip repair

COOLING SYSTEM

- ALU-flex duct hoses
- EGR coolers
- EGR pipes
- Flushing tools - cooling system
- Heater hoses
- Radiator caps
- Radiator hoses
- Thermostats
- Waterpumps
- Water temperature sensors

STEERING & SUSPENSION

- Air suspension
- Boots
- Bushings
- Coil springs
- Leaf springs
- Power steering pumps
- Rack and pinions
- Shock absorbers
 - Mounting kits
 - Protection kits
- Stabilizer rods
- Standard bearings
- Steering columns
- Steering dampers
- Steering parts
- Strut bearing kits
- Strut bearings
- U-bolts
- Wheel bearing kits
- Wheel hubs

BRAKE SYSTEM

- Accessory kits
- ABS-rings
- ABS sensors
- Bleed screws
- Brake cables
- Brake calipers
 - Guide tube kits, brake calipers
 - Pistons
 - Rep. kits
- Brake discs
- Splash shield
- Brake drums
- Brake hoses
 - Banjo bolts
 - Clips for brake hoses
- Brake pads
- Brake pipes
 - Idlers
- Brake shoes
- Pressure regulators
- Wear indicators
- Wheel cylinders

MISCELLANEOUS

- Ear clamps
- Flashers
- Hose clamps
- Standard bearings
- Trailer cables

TRISCAN
s m a r t p a r t s

Triscan a/s
Engmarken 11, DK-8220 Brabrand
Tel.: +45 87 43 33 00
E-mail: auto@triscan.dk
www.triscan.com

