

# NEWSLETTER

## INSIGHTS FROM SNAP-ON CLIMATE SOLUTIONS SRL

@ PERIODICAL NEWS EDITION – THE INFORMATION DRIVEN BUSINESS SUPPORT

2021 OCTOBER

### Information supported Customer Connection

Constantly updated information flow is undeletable for a good customer connection. With the desire to better share relevant and valuable information with our network of customers and colleagues, Snap-on Climate Solutions starts with a periodical edition of Newsletters. Information is not just part of competent know how, but enables deeper connection due to storytelling as a fundamental human experience. Storytelling unites people and drives stronger connections, highly meaningful in any business relationship. We do not sell just products, we pay attention on relationships done by stories building up our brands and help our partners to engage consumers in a fragmented media world.

### UKCA marking

## Businesses given more time to apply new product safety marking



**UK Government confirms businesses will have an extra year to start using the new product safety marking - the UKCA marking.**

- The UK Conformity Assessed (UKCA) marking allows the UK to have control over its goods regulations, maintaining the high product safety standards expected in the UK.
- Businesses will have an extra year to start using the UKCA marking, the new product safety marking in the UK
- this applies to all goods where businesses were due to begin using the UKCA marking by the end of this year (2021)
- businesses will have more time to meet their legal obligations given the continued impact of the pandemic, providing clarity and certainty



### Professional Training

## HANDS ON-LINE Training reality also on-line.

Trainings represent an opportunity of excellent effectiveness also on-line: optimization of the time spent and excellent cost-benefit ratio without geographical distances.

Ecotechnics carries out also training meetings online. Not only in the Sales & Marketing areas. Even courses for technicians are possible thanks to the simultaneous use of video cameras. Small details can be viewed live and allow the trainer to explain in detail the various interventions for activation, repair or maintenance. Even the installation of accessories, such as the Gas Analyzer, is a very useful and appreciated content during the training sessions.

On the occasion of 10 Training sessions held in July, on-line and in presence, an intense Training Program reached more than 100 participants.



### A new Autumn-Winter Training Calendar

The new Autumn-Winter calendar 2021 will cover three focus issues: Specific technical session for Gas Analyser and Flushing Kit, the precious "basic" Know How to refresh awareness in handling with Accessories and a special meeting related to our on-line service "AC-Service24".

The information flyer with the program, all dates, the link to the on-line invitation for the period from October to December will be sent by October 21<sup>st</sup>.

### Trade fair activities

## Finally by person.

**After long period of virtual fairs and several obstacles in personal presence, trade fair activities re-start again.**



Virtual activities have become an integral part of our professional life. We have all become familiar with digital tools that until recently seemed far from a real use.

However, we have become specialists in virtual meetings and digital communications. The precision with which we respect appointment and timetables was unimaginable until two years ago.

It is now a great pleasure to get together in person to present products, meet colleagues and share specialist information from our world of workshop equipment.

The most significant fairs are restarting. Starting next week from 22nd to 24th October the Alliance Automotive Germany fair will take place in Münster in Germany.



### Organizational announcement

## OEM in FOCUS

Increasing announcements of new OEM approvals further upgrade Snap-on brand's positioning. Approvals are not just precious recognition of product performances, but concretely support competitive advantages.

In order to strengthen relationships with manufacturers and OEM opportunities, we're pleased to announce that effective immediately, Marco Sacconi is appointed Director OEM, EMEA & Japan.



### Renault Group Approves CTR® 9

Car-O-Liner is happy to announce that the CTR® 9 Resistance Spot Welder has been approved by Renault Group.

"We are happy to have yet another approval for our innovative CTR® 9 welder," says Jonny Jangdin, product manager at Car-O-Liner. "The approvals we receive strengthen our partnerships with our worldwide OEMs and are a continuing proof of the excellence of the CTR® 9 welder." The Renault Group includes the brands Renault, Dacia, Lada and Alpine.