

NEWSLETTER

INSIGHTS FROM SNAP-ON CLIMATE SOLUTIONS SRL

@ PERIODICAL NEWS EDITION – THE INFORMATION DRIVEN BUSINESS SUPPORT

2022 MARCH

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.

autopromotec Bologna, Italia
25-28 Maggio 2022
Homo faber fortunae suae



SAVE THE DATE
AND LEARN MORE ABOUT HOW
SNAP-ON CAN IMPROVE YOUR
BUSINESS

On the occasion of next fair edition Autopromotec in Bologna, Snap-on will exhibit in a great booth «**Total Shop Solutions**» to present all brands of the group together.

We're pleased to meet you and kindly invite you to fix your personal meeting date in Hall 19, Booth B28.

TSS TOTAL SHOP SOLUTIONS

The new oil and dye range Best solution for the workshop needs and positive commercial results.

Looking for the easiest and most efficient solution to handle with oil and dye, Snap-on Climate Solutions studied a highly efficient and focussed range:

- Simple solution for the user
- Everything for both HFO and R134a
- Mechanical and electric compressor
- Choice of bottles or hermetic cartridges
- Focused on the most used PAG / POE and viscosity standards

**Information
on
Catalogue
page 34**

Olio / Dye	PAG / POE	Viscosity	Bottle	Hermetic cartridge
Oil	PAG	100	AEK275 250 ml	AEK275-N 250 ml
		46	AEK276 250 ml	AEK276-N 250 ml
	POE	68	AEK285 250 ml	AEK285-N 250 ml
Olio / Tracciante	POE	85	AEK386 250 ml	AEK386-N 250 ml
Tracciante			AEK290 250 ml	AEK290-N 125 ml

OEM in focus

New BMW System Catalogues

We now have three updated system catalogues for BMW/Mini Cooper.

We're proud to announce further implementation of our products in the theSystem catalogues of BMW / mini cooper. These refer to

- The unsurpassed **BenchRack™** combines drive-on convenience with a hydraulic lift and removable ramps
- Advanced system for the measurement of the upper and lower body. **Car-o-tronic® vision2 experience**
- **Quick42™** is a phenomenal and multifunctional bench designed to handle all types of damage productively and accurately. Compatible with the Car-O-Tronic®



Optimized trainings and product presentations Snap-on Academy in Babenhausen



In **Babenhausen near Frankfurt am Main** in Germany the Snap-on Training center "**Snap-on Academy**" optimized structure and program. Structured tool walls and freely accessible workplaces around the body straightening benches. Up to 3 groups can now be trained on **accident damage repair and measuring systems** at 3 workstations at the same time.

The Training Center also offers welding courses. In addition to 10 professional welding **workplaces for steel and aluminum welding**, the Academy offers also training courses for **cosmetic repairs**. The academy grew and developed **individual trainings for all categories in technical workshop equipment** and becomes for colleagues and partners of Snap-on great full-service training opportunity in the center of Germany.

Airconditioning covers a constantly increasing role within **Snap-on product categories**. Highlights of actual **A/C Stations** and specific A/C Know-How of people are ready for professional meetings, presentations and trainings.



Organisational announcement New Area Manager

In order to complete and further strengthen the area management of Snap-on Climate Solutions, we're pleased to welcome Mr Luigi Armando.

Mr Armando is engaged as a mechanical engineer in the refrigeration industry since 2016. He worked especially in Europe and Africa with focus on french-speaking distributors in the automotive sector. In Focus have been technical-commercial trainings of distributor's sales forces.



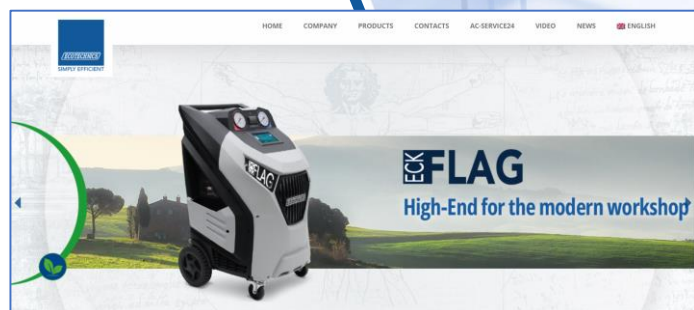
Mr Armando started in Snap-on Climate Solutions in February. The specific experiences gained by Mr. Armando represent a significant contribution to enrich our organizational structure. His initial tasks focus on our French speaking distributors. A warm welcome to Luigi!

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www.ecotechnics.com

ECOTECHNICS WEBSITE

- Keep sales people's job easy.
- Attract attention and interest of workshops.
- 24 h a day.

Attractive and brand representative communication 24h a day. This competence center is designed to keep sales people's job easy and helps workshops to select most suitable products for their needs. All information available in one place and one click. March edition of Snap-on Climate Solutions' Newsletter, gives you an overview and informs of the helpful information you easily find on-line.

From the story of the company, the actual catalogue and product brochures, news and stories, information flyers on important topics for the workshop and, for the technicians network, the door to enter in our after sales service portal AC-Service24 ...



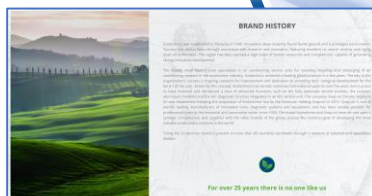
Actual catalogue

PDF download of the actual product catalogue with a click on the catalogue icon on the homepage.



A unique history

Description of our brand statement and the unique history of the company from its beginning



A/C Service 24

Here the technicians find the door for their log-in to our on-line service

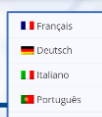


VIDEO – practical guide to the first installation:

Informative tutorial videos. In about 7 minutes the video shows all details for the activation of the A/C Station. From unpacking to the first A/C service.



Everything's available in **6 languages** to be selected in the upper right position of the main menu



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AC-SERVICE24

VIDEO

NEWS

ENGLISH

Important topics for the workshop. With a click on the icon you reach the information flyer on meaningful actualities as the hybrid function, Gas Analyser, Saniflux, Maintenance ...



Fast overview on **accessories** with partnumbers and product description



Product presentation

For the whole assortment you'll find all information. Navigation is very easy due to main menu by product categories. Perfect visibility of A/C Stations' photos settled on our "ecology environment" of the beautiful Tuscany landscape, synthetic product description and indication of standard features and options.

ACCESSORIES AND OPTIONS

CONNECTORS AND HOSES

CONSUMABLES AND CONTAINERS

LEAK DETECTION

MAINTENANCE

Easy navigation: product menu by product category

Icons keep navigation easy and fast



Each A/C Station is represented by its photo icon. With a click is shown on-line the station with description and its features and options.

Highly useful tool is also the **PDF brochure download** for each station, easily to be forwarded to customers and interested workshops.



NEWS

Actual issues or meaningful new products are highlighted. For New Products, you'll find the PDF-download button to reach the specific information flyer (i. e. Database update 2022, Flushing Kit).

