

# NEWSLETTER

## INSIGHTS FROM SNAP-ON CLIMATE SOLUTIONS SRL

@ PERIODICAL NEWS EDITION – THE INFORMATION DRIVEN BUSINESS SUPPORT

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### DISTRIBUTOR MEETING Colombia LATIN AMERICA A successful ATF introduction



On May 23<sup>rd</sup> has been held the Distributor Meeting in Cartagena, Colombia. Snap-on Climate Solutions is proud of the strong customer connection confirmed again by the participation of all important Partners in South America.



20 participants from 9 countries has been introduced in the new product category of Automatic Transmission Fluid ATF.

The company caught the opportunity of detailed product presentation and a concrete "hands-on" demonstration of the station in the workshop. The unique product characteristics and points of strength convinced the participants and open the doors to a promising market introduction of Ecotechnics' Moovetech and Sun's Gearkare.

Especially appreciated have been the strong hardware, the nearby "maintenance-free" design, the speed and the intuitive and easy self-guiding navigation in all working phases.

Many other distinctive features compared to other ATF stations have been recognized and appreciated as the smart drip system, the double filter of 20 micron and the safety process protocols.



### At lunch with Sales- and Aftersales Department TEAM BUILDING AND COMMUNICATION



Efficient team building and collaboration are most important traits in a successful organization and became undeletable in competent human resources management. Teams are considered one of the most effective and efficient methods for achieving organizational tasks and goals.



The collaboration and proactive communication among the team members are considered important drivers for business success and healthy organizational culture.

Besides people's daily work, sometimes even a meeting or a break outside the working environment favors dialogue, connects people, facilitates communication and brings out their creativity.



Sales- and Aftersales department connect the company with the outside world and are the heart of brand's customer connection. Here some impression of a recent lunch with the colleagues of both departments.

### AUTOMECH, BRAZIL ATF attracts Latin America interest



Automech is the leading event in Latin America in the Replacement and Repair sectors for light, heavy and commercial vehicles. It is the ideal opportunity for you to see launches from the world's biggest brands, test out the most modern equipment, services and solutions, and learn the latest on the most recent trends and technical information in the market, all in just one place and at the same time.

On the occasion of 2023 edition, ATF has been presented and became for the company one of most attractive news.



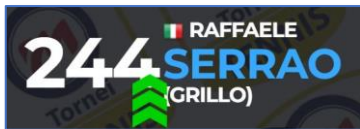
Automechanika Birmingham returns to the NEC on 6-8 June 2023

### ECOTECHNICS ATF MOOVETECH NOW IN UK

Automechanika Birmingham is the leading trade exhibition for the UK automotive aftermarket and supply chain, the 2023 event will be the first UK based event since 2019. With 500 leading suppliers from 23 countries and 12,000 visitors from the UK & Ireland it is set to be the biggest UK automotive networking reunion - ever. Visitors can expect to get their hands on new products, fully test tools and technology in our 12 interactive features areas, 4 Workshop Training Hubs where visitors can choose from 192 hours of



skills training for collision repair, digitalisation, EV & Hybrid, ADAS and more. Snap-on Climate Solutions caught this outstanding opportunity to introduce the new dimension in ATF cleaning and oil replacement: **Ecotechnics ATF Moovetech**, here to be seen in Focus on the booth of Ecotechnics' UK Partner.



#snap-on\_employee\_proud

### Raffaele Serrao Amatorial Tennis Silver

Ambition, passion, tenacity ... fantastic characteristics of a person.

We are proud of our Raffaele Serrao, first in the amateur tennis ranking in the province of Florence: Raffaele obtained an unexpected success on the last international amateur tennis tournament RAFT (Rebel Amateur Fighter Tennis) which took place in Slovenia. Raffaele won everything up to the final game. Congratulations for this great SILVER!

