

## EGEA Working Group 6 Marketing Meeting

Thursday, 15th of February 2018, Brussels

### -Minutes-

#### List of participants:

ABL	Arild Hansen	AH
ABL/ Visas	Tor Even Bustnes	TEB
AICA/ Equipment Group	Massimo Mambrilla	MM
AICA/ NEXION Group	Stefano Delfini	SD
AICA/ Snap-On Equipment	Massimo Xocato	MX
AICA/ Vamag	Massimo Brunamonti	MB
ASA/ SAXON	Torsten Maul	TM
STM/ Sosnowski	Rafal Sosnowski	RS
STM/ WSOP	Jaroslav Cichon	JC
EGEA Secretariat	Neil Pattemore	NP
EGEA Secretariat	Eléonore van Haute	EVH

#### 1. Opening and welcome

- NP chaired the meeting as Jordi Brunet (WG6 Chairman) could not make due to the flu, NP then welcomed all participants (see participants list above) for this WG6 marketing meeting and asked for the approval of the agenda. The agenda was approved with no further comments.

#### 2. Approval of the minutes of the last Working Group 6 meeting held on 10th of November 2017 in Brussels

- With no further comments, the minutes were approved.

#### 3. Suspension testing activities

- 3.1. Report from SubWG6 meetings
- 3.2. Updated GOCA specification
- 3.3. Outstanding issues
- 3.4. Next steps and time schedule
- 3.5. Testing centre for independent evaluation/calibration requirements

- MM reported about the technical background and gave updates regarding the improvement of GOCA specification (see attached presentation). It was made clear that the main aim was to simplify the GOCA specification and to allow a large majority of old equipment to be updated according to the new specification to minimize potential objections to the related possible costs by the European Commission or Member States.
- MM explained that there are two outstanding issues which need to be addressed by SubWG6:
  - The approval procedure and the calibration procedure

- The calibration tool and its approval to ensure the same accuracy/outcome. There is currently a discussion to use a simulator (as this is more traceable and in compliance with ISO 17025) but this should be further discussed and approved within SubWG6.
- Discussion on two topics with GOCA – firstly the GOCA database and secondly, if it can endorse the new suspension tester specification. It was reminded that this database was for Belgium only and using equipment from one test equipment manufacturer.
- It was unanimously agreed that it is essential to get the support from GOCA and potentially from CITA before moving forward with this new specification.
- IP rights/patents: discussion that a legal investigation must be conducted before finalising the specification to ensure that there are no IP rights on the phase-shift.

Decisions: To contact Pavel and Pascal Buekenhoudt and ask for their written feedback on the patent from the University of Brno. After that, WG6 would need to decide whether an official legal memo is needed. If needed, this legal memo would need to be financed by WG6 members.

- Testing centre for independent evaluation: discussion on how and what we specify for approval and calibration. Independent testing centre should be able to decide how to approve it but we might need to define the content of the report to respect the product specification and indicate a range of verified equipment manufacturers. There will be a common reference system to compare the accuracy of the machine within a certain tolerance, as well as a mechanical test. The software requirements will be defined in an annex of the specification document, and there could be the use of software offsets/filter to help correlation, but this should be addressed by the SubWG6 members at a later stage.

Action: to contact UTAC and DEKRA to get supplementary information on that point.

#### 4. Suspension testing – Communication & promotional strategy

##### 4.1. Who to target?

##### 4.2. What is the message we want to promote?

##### 4.3. How can this be done most effectively?

##### 4.4. What support is needed and what is available?

Target	Message	How to do it	Support needed	Next steps
Suspension tester manufacturers and distributors		tbd	To request for support for data and statistics	<ul style="list-style-type: none"> <li>• To list the non-EGEA members manufacturing suspension testers and involve them.</li> </ul>
Shock absorber manufacturers	« We are creating a new market opportunity based on a harmonised test method which will lead to a pass/fail criteria and an increased market for replacement shock absorbers »	tbd	To request for support for data, statistics, videos, live demo to explain in simple way the technical issue (e.g. maintaining tyre contact with the road for steering and braking functions).	<ul style="list-style-type: none"> <li>• Organise a joint meeting</li> <li>• To focus on the system</li> <li>• To contact the marketing people (aftermarket)</li> </ul>
Spring & steering parts manufacturers				<ul style="list-style-type: none"> <li>• They might be interested but will be contacted in a second stage.</li> </ul>
GOCA		tbd		<ul style="list-style-type: none"> <li>• To contact GOCA and arrange a meeting to offer them our improved system and</li> </ul>

				ask for their endorsement. <ul style="list-style-type: none"> <li>To invite them to join a meeting with the EU Commission.</li> </ul>
CITA		tbd		<ul style="list-style-type: none"> <li>Involvement with CITA is pending on the outcome of the meeting with GOCA.</li> </ul>
Workshops - CECRA	« By investing in our equipment for either PTI testing or verification of the correct functionality of the suspension system, high levels of customer service and replacement spare parts will be created. New business opportunities will be created but this is above anything else a safety issue.	tbd		
Spare parts distributors		tbd		<ul style="list-style-type: none"> <li>To contact ITGs (International Trade Groups, e.g. Temot, ATR, ADi, GAI, Nexus Group, ...)</li> </ul>
Member States	« A standardised, robust, repeatable suspension test method does now exist, and therefore this should be updated into the corresponding legislation. Suspension is not for the comfort of the driver but for maintaining tyre contact with the road for steering and braking.»	tbd		
Road authorities	« A standardised, robust, repeatable suspension test method does now exist, and therefore this should be updated into the corresponding legislation. Suspension is not for the comfort of the driver but for maintaining tyre contact with the road for steering and braking.»	tbd		
European Commission	« A standardised, robust, repeatable suspension test method does now exist, and therefore this should be updated into the corresponding legislation. Suspension is not for the comfort of the driver but for maintaining tyre contact with the road for steering and braking.»	tbd		
FIA – Automobile Consumer Organisation	“By ensuring that your suspension are tested, your car will be safer. It’s all about contact with the road and safety! This is not surely not about comfort”.			<ul style="list-style-type: none"> <li>To contact FIA and ask whether they would support in principle such initiative.</li> </ul>

- It was mentioned that the following Member States already do suspension testing: France (voluntary), Belgium, Poland, Ireland and Portugal (tbc).
- Discussion whether we should wait to develop an EGEA specification/label or a CEN standard before launching our marketing activities.
- Discussion whether AFCAR would support such initiative. Action: the secretariat to contact AFCAR.
- Discussion on the fact that statistics were missing to support our marketing activities. AH showed some statistics collected in Norway for roadside inspections (see attachment). Actions: to contact CITA as well as TRL and try to get statistics/studies.

- Discussion on the possible amendment that EGEA would propose to the EU Commission:
  - General agreement to ask for the deletion of the ‘X’ in section 5.3.2.1. of Annex II of Directive 2014/45/EU which would make mandatory the efficiency testing of the damping.
  - General agreement to include technical specification to mandate the use of a suspension tester based on ‘phase shift’ in Annex III of Directive 2014/45/EU.
- Decisions & Actions:
  - Before contacting GOCA, Jordi Brunet and Massimo Brunamonti to make an abstract of the specification and explain what it is about, what was improved compared to GOCA specification and how it suits improved vehicle safety as part of the implementation of Directive 2014/45/EU.
  - The focus should be put on ‘SAFETY’ and ‘ENVIRONMENT’ when contacting other stakeholders and EU authorities.
  - AICA to contact Mr. Rezelli (former Magnetti-Marelli CEO) to get product marketing/management contact details.

## 5. Suspension testing – marketing and accompanying tools

- Safety guidelines:
  - This point was raised during the last WG6 meeting when discussing the new standard for roller brake testers. Members were questioning the need to have such guidelines for suspension testers but it was unanimously confirmed that this is not needed. There is a detection of a minimum weight on both plates before it operates to be able to recognise that this is a vehicle.

## 6. Next steps - priorities

- Decision to contact GOCA and organise a face-to-face meeting to discuss:
  - To inform them about the state of affairs of our activities and explain what do we expect from them
  - To invite them to join to the meeting with the EU Commission (on behalf of GOCA or CITA?)
  - To discuss how to approach the EU Commission and the Member States (Belgium first?)
- To investigate any patent issue.
- To contact CLEPA and shock absorber manufacturers for a meeting and to get their support (financial, materials, data, and statistics).
- To contact Walter Nissler at UNECE level to keep him informed about the state of affairs of our suspension activities.
- SubWG6 members (Jordi & Massimo) to prepare the abstract.

## 7. Any other business

## 8. Thank you and closure

- The next SubWG6 meeting will take place either on the 22/03 in Brussels.

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Eléonore van Haute.

Attachments:

- Presentation on suspension testing activities – report on technicalities (presented by MM)
- Overview of statistics from Norway on roadside inspections and reasons for failure (presented by AH)