



PRESS RELEASE

May 2019

## EQUIP AUTO: TALKS & SEMINARS FOR INSIGHT AND EDUCATION

A leading trade event for all-vehicle automotive aftersales and services, EQUIP AUTO will take place from 15 to 19 October 2019 at Paris Expo Porte de Versailles. True to its role of an all-encompassing observatory of the industry's challenges and issues, the show will be offering the expected 95,000 trade professionals in attendance an extensive series of talks and seminars consistent with the exhibition's promise of **"Repairing today, preparing tomorrow"**.

These talks will revolve around three key themes:

- Training
- Innovation
- Focus points of crucial importance to the industry

Visitors will thus be able to discover, learn, exchange and share experience on all the new challenges and issues of the sector and market trends, and also the latest innovative solutions. The main subjects addressed are as follows:

**"SKILLS AND FUTURE PROS IN 2019" MEETINGS** will deal with changes in job specialities, available education and training, and career outlooks.

➤ **Being an auto mechanic**

The auto mechanic in 2019 is a versatile worker with a wide skill set: automotive electricity, simple diagnostics, air-conditioning, wheel alignment, maintenance programmes.  
Tuesday 15 October, 16:20 – 16:40

➤ **Being an automotive after sales engineer**

For the past 10 years, the aftersales sector has awarded an aftersales engineering degree. Requiring five years of higher education, it has trained more than 100 young people to become technicians, administrators and managers. For what jobs and what companies is this degree required? What is the career outlook?  
Wednesday 16 October, 16:05 – 16:30

➤ **Being an automotive electronic technician**

The majority of maintenance operations on recent vehicles require a diagnostic and skills in electronic maintenance. Skill requirements are developing fast and the right profiles are becoming rare. What curriculum is needed? What basic training? What career openings for young people  
Thursday 17 October, 16:05 – 16:30

➤ **Being a bodywork technician**

Jobs in bodywork are changing profoundly. New materials, new welding methods, work on vehicles fitted with electronic assistance: the required knowledge base is vast. The profession of bodywork technician is looking for talent. What skills are professionals looking for? What training is the most effective?  
Friday 18 October, 16:05 – 16:30

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“**INNOVATION MEETINGS**” will place innovation at the heart of discussions and offer a preview of ne upcoming trends..

- **International Grands Prix for Automotive Innovation**  
The international judging panel for the EQUIP AUTO Grands Prix for Automotive Innovation voted for the eight outstanding innovations at the 2019 edition of the exhibition. The winning equipment manufacturers and distributors will present their products.  
Tuesday 15 October, 14:00 – 15:20
- **ADAS maintenance**  
Electronic driver assistance is becoming more widespread. Car body manufacturers are the first affected. The range of recalibration tools is getting larger. How to choose? What training is available?  
Wednesday 16 October, 14:00 - 14:50
- **LPG, CNG and E85, fuel with ‘purchasing power’**  
Strong growth of E85 ethanol conversion kits. Development of CNG and LPG sectors. What advantages for vehicle maintenance professionals?  
Wednesday 16 October, 15:00 – 15:50
- **Electronic maintenance special edition: downloading and telecoding**  
Workshops are today frequently required to update software. Telecoding is also an increasingly-used action to operate a replacement electronic component. The new generations of diagnostics tools offer interfaces (SAE J2534-Pass-thru) dedicated to downloading from auto manufacturers’ websites. Are these software updates easy for repair businesses to obtain? What are the procedures and technical prerequisites?  
Thursday 17 October, 14:00 – 14:50
- **Electrification: 2019, market acceleration**  
Electrified vehicles make up more than 7% of registrations in France in 2019. The market will be supported by new production lines adding hybrid solutions to combustion powertrains. PSA and Renault will launch their electric passenger vehicle ranges in 2019-2020. These technical developments nonetheless remain core business for all brand repairs. Far from becoming a threat, the profession will gradually cater to these needs through dedicated training.  
Thursday 17 October, 15:00 – 15:50
- **Connected diagnostic tools**  
Repair workshops are becoming connected thanks to communicating garage equipment (including A/C, wheel benches, pollution, headlight control, etc.). The equipment and tools of the near future will all communicate with each other / with workshop customer databases / with technical and repair databases. Which manufacturers are ahead of the rest?  
What are the benefits for the repair world?  
Friday 18 October, 14:00 – 14:50
- **Diagnostic assistance tools for repair businesses**  
Hotlines / customer experience databases, and, tomorrow, independent technocentres: these are all game changers for all brand repair businesses. Who are these specialised players? What services do they offer? Can professionals make a profit from these services?  
Friday 18 October, 15:00 – 15:50

“**DEDICATED EVENTS**” will address subjects of crucial importance for all industrial sectors.

- **Lubricants Special Edition: Innovating to drive sales**  
The consumption of automotive lubricants is declining. The market is maintaining value thanks to innovative and effective lubricants. What are the products of the future? How can repair businesses be helped in developing their business?  
Tuesday 15 October, 11:00 – 11:50

- **Washing Special Edition: the car wash of the future**  
The six key points of the car wash of the future: Innovation / Assistance and support / Digitalisation of services / Autonomous car washes / Customer relation management / Sustainable development. Focus: HGV washing. Focus: Waterless cleaning and renovation of used vehicles.  
Tuesday 15 October, 12:00 – 13:00
  
- **Special Edition: Captive Parts and re-use, the new deal**  
A decisive turn of events for “captive” parts (carbody, lamps, bumpers, glazing): the commitment of the French Prime Minister Edouard Philippe to opening the market up to competition. Competition at last? What consequences for the sector?  
Hot news too for re-used parts: the entry into force on 1 April 2019 of the legislative order providing the list of parts categories from the circular economy which can be offered as re-used parts.  
Tuesday 15 October, 15:30 – 16:10
  
- **Tyres-repair businesses: how to retain customers in a highly competitive market driven by loss leaders?**  
Are tyres still loss leaders for networks? What levers are there to win and retain customers? Through testimonies from retail brands and a manufacturer, professionals will offer insight into offerings and major trends in the tyre sector and how to protect your margins by offering additional services.  
Wednesday 16 October, 11:00 – 12:15
  
- **HGVs: the tyre facing up to its future**  
The multi-life/single life tyre. Promoting tyre retreading. Connectivity and predictive maintenance. Focus: retreading “made in France”.  
Wednesday 16 October, 12:25 – 13:00
  
- **Tyres – distribution – what convergence for digital and traditional models?**  
In the past several years, digital technology has earned its place as a retail channel in its own right on the tyre market. Initially undermined by the growth in online retail, the sector’s “traditional” players wasted no time in seizing the opportunities offered by this new channel. What distribution model has emerged from this market transformation, and what are the various strategies adopted by different operators?  
Thursday 17 October, 11:00 – 12:15
  
- **A.P.A.M. Special Edition**  
The Alliance des Professionnels de l’Automobile et de la Mobilité - Alliance of Automobile and Mobility Professionals – contributed to the Great National Debate in France, calling in particular for a reduced rate of VAT applicable to maintenance operations.  
An update on the objectives of A.P.A.M  
Thursday 17 October, 12:25 – 13:00
  
- **Tyres – fleet management – how to optimise the Tyres cost centre**  
All-season tyres appeal to fleet managers since they fulfil the majority of requirements relating to safety and driving comfort. But vehicle manufacturers remain reticent to fitting them as standard on the production line, since they increase carbon dioxide emission values in the homologation procedure. What are the best choices to optimise the Tyres cost centre?  
Friday 18 October, 11:00 – 12:15
  
- **HGVs: connected maintenance**  
Modern heavy goods vehicles can interact remotely with workshops. Remote diagnostics, feeding back vehicle data, has become a reality. HGV operational data combined with satellite positioning, are generating new opportunities for maintenance professionals. How can they act to transform these into new business?  
Friday 18 October, 12:25 – 13:00
  
- **Light Vehicle Bodywork Special Edition: revolution in paint**  
Modern paints today increasingly dry at low temperatures or cold. New, high-performance and mobile drying devices are coming to workshops. Paint booths must take these developments into consideration. How should paint booths be set up tomorrow?  
Saturday 19 October, 11:00 – 11:50

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➤ **Vehicle inspections: 2019-2022: where is the profession heading?**

Vehicle inspections in France underwent major change in their scope in 2018. This is only the first stage in a deep-seated reform, set to take place in three steps. Stricter control of exhaust smoke opacity, then the future control of nitrogen oxides, will widen the scope of the inspection. What conclusions do professionals draw, one year after the beginning of the reform? How do they approach the other changes? Can networks make the money back that they invest?

Saturday 19 October, 12:00 – 12:50

**About EQUIP AUTO**

*EQUIP AUTO is one of the leading European touchpoints for networking between manufacturers, distributors and the repair industry in search of new products, services or partners. EQUIP AUTO is an exhibition belonging to the Federation of Vehicle Equipment Industries (FIEV) and the French Bodywork Federation (FFC), organised by the Comexposium Group.*

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