



P R E S S   R E L E A S E

**Eberspaecher Suetrak: thermal management  
for buses and coaches worldwide from one source**

*Renningen, 02. November 2010* – As a result of the acquisition of bus air-conditioning specialist Suetrak, Eberspaecher considers itself to be excellently equipped for future growth in the bus and coach business. “Thanks to the merger of Eberspaecher and Suetrak, in future we will be able to offer thermal management for buses and coaches of all sizes and drive types from one source, throughout the world”, stressed Dr. Leonhard Vilser, the CEO at Eberspaecher responsible for the Vehicle Heater Division and thus also for the integration of Suetrak. “Both companies complement each other profitably!”

On 1 April 2010 Eberspaecher took over Suetrak, a leading manufacturer of bus air-conditioning units from US Group Carrier. Part of the acquisition consists of Suetrak’s company headquarters and the production plant in Renningen near Stuttgart, the production plant in Madrid, Spain, plus associated sales activities in Europe, the Middle East, Africa, Mexico and India. Eberspaecher Suetrak – the name of the new corporate entity, which will also be based in Renningen in future and be known as the “Bus Air-Conditioning and Bus Heating“ Competence Center – has a total of around 200 employees and in 2009 generated sales of round about 73 million euros throughout the world. At the moment a well-structured integration process is taking place, designed to pool together staff and expertise on the subject of bus products. “We are not rushing into things“, said

Vilser, "but rather placing great importance on professional and effective procedures".

Thanks to the pooling of the skills of both companies in terms of thermal management, in future Eberspaecher Suetrak will be able to offer air-conditioning and heating concepts for all vehicle categories - from the sprinter to the double decker and from the conventional drive through to the hybrid system. The amalgamation of the two sales and service networks ensures that the combined company can now service almost all the regions of the world. In markets where Eberspaecher has so far not been present, the company is now profiting from the good reputation of the Suetrak brand – especially in the Middle East, North Africa, Asia and in Mexico and the whole of Latin America. On the other hand, Suetrak has enhanced its image considerably due to its close integration into a successful, medium-sized family-run company. In addition, Suetrak is taking advantage of Eberspaecher's high level of development expertise and innovative strength. Vilser: "The merger is rated by customers as a positive signal in terms of future sustainability. All in all, without exception we have received a positive response by customers to our acquisition".

Eberspaecher Suetrak attaches particular importance to the development and manufacture of environmentally-friendly and resource-saving products. The application of lightweight construction, the use of alternative coolants, the recycling of existing plants and above all the range of electrically-operated units are topics being thoroughly addressed.

*Eberspaecher ranks amongst the leading exhaust technology system developers and supplies worldwide passenger cars, commercial vehicles and non-road vehicles with innovative solutions for exhaust gas aftertreatment. Eberspaecher also provides customized heating systems for all commercial vehicles and passenger car models – including electric and biodiesel vehicles. The subsidiary Eberspaecher Suetrak develops and distributes bus air-conditioning concepts and products. The worldwide established group of companies also operates in the field of automotive electronics and automotive bus systems for electronic networking. Its customers include almost all European and North American, and increasingly more Asian manufacturers of passenger cars and commercial vehicles. In 2009, Eberspaecher, with its workforce of nearly 5 300 people around the globe, generated a turnover of more than € 1.3 billion.*

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