

# Tips & Technology

For Bosch business partners

Current topics for successful workshops No. 04/2010

## Diesel injection



**BOSCH**

Invented for life

## Focus on environmental protection

### **Expertise for a better environment**

Environmental protection is the topic of the moment - and not without good reason. The basic attitudes of motorists have also started to change over the past few years. They are now showing great interest in thrifty vehicles as well as emission reduction and exhaust treatment systems.

Motorists still do not however see any direct association between environmental protection and vehicle repairs. By making customers aware of this link, professional workshops can demonstrate their expertise and use it to their advantage.

### **On the right track with Bosch**

As a system supplier, environmental considerations have played a great part in the Bosch corporate philosophy since the early days. Workshops too have long since turned their attention to environmental matters. A change in basic attitudes brought about by the overall situation and current developments has put the focus on the environment from the point of view of motorists as well.

Customers can take a step in the right direction just by choosing a workshop operating in partnership with Bosch. Motorists who decide in favor of diesel direct repair and the installation of exchange parts for example benefit in a variety of ways.

- Top quality parts
- Attractive pricing
- Contribution to environmental protection

## **The advantages of field repair**

In addition to series repair, Bosch also offer field repair for specialists. There are a variety of reasons why the environment benefits from the field repair of diesel components at Bosch Diesel Centers.

### Reason 1:

Following repair at a Bosch Diesel Center, the diesel components (nozzles, ...) again meet the standards demanded by the vehicle specification. This ensures compliance with the legally prescribed emission limits after installation in the vehicle.

### Reason 2:

The further use of individual components (e.g. nozzle body, housing, ...) helps to sustain raw material resources. Checking on calibrated Bosch test equipment guarantees proper operation of the parts repaired.

### Reason 3:

Field repairs save on transportation and packaging. This in turn reduces emissions and the amount of waste occurring from packaging materials for example, as the component repaired is re-installed directly in the vehicle.

## **Bosch eXchange – the smart solution for the environment and the customer's pocket**

Bosch can supply more than 1700 different types of products and alternators to the highest standard for all sorts of cars, commercial vehicles, agricultural and special purpose machines.

The high original equipment market share is evidence of the trust placed in Bosch quality by vehicle manufacturers.

The factory exchange range includes starters, alternators, injection pumps, injectors and brake calipers for example. All eXchange parts are subject to quality standards comparable to those for new components. What's more, the warranty conditions are the same as for new parts.

- What makes Bosch eXchange and alternators so attractive?
- Superior technology
- Suitable for installation in more than 95 % of all vehicles
- Constant addition of new products guarantees up-to-date range
- Pre-assembled fan and belt pulley for passenger vehicle alternators
- Broad market coverage including agricultural and special machinery and the latest commercial vehicle series
- Helps to preserve both resources and the environment

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