

Issue 68 October 2025

BRAKING NEWS

The customer magazine of **Knorr-Bremse Systeme für Nutzfahrzeuge GmbH**

Multi-brand diagnostics

The key to workshop success

PleaseFix

Back on the road faster

Awards

Recognised by TEMOT and WERKSTATT
aktuell

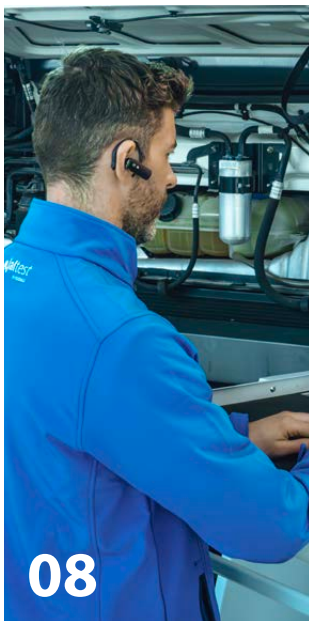


KNORR-BREMSE





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Head of Global Aftermarket /
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Dear reader,

this issue focuses on a central hub of the commercial vehicle world: the workshop. It is the repair shop, decision-making centre and innovation driver. Our products and services help workshops to impress their customers with optimum performance. This starts with booking and capacity planning using our innovative PleaseFix platform and continues seamlessly with high-quality products and services as well as clever service concepts for maintenance, repair and retrofit solutions. Added to this are professional tools that are unrivalled in terms of quality and user-friendliness.

Workshops are changing - in terms of technology, organisation and personnel. However, this change does not take place in the same way everywhere, but always reflects the country-specific framework conditions. In our report, we take a look at two of our partner companies as examples: Knirsch from Germany and Befa from Greece. Both represent a transformation that brings with it different challenges but pursues a common goal - a sustainable, high-performance workshop.

The example of Crouch from the United Kingdom impressively demonstrates the added value that diagnostics for Knorr-Bremse components within the multi-brand diagnostic software Jaltest offers independent workshops worldwide. In our training programmes, we provide workshops with the necessary technical know-how and at the same time offer a place and opportunity for a personal exchange of experience between workshop professionals. This creates a dialogue based on partnership that goes far beyond mere training and brings the concept of customer proximity to life.

Two recent awards prove that our solutions are well received in the industry: the readers' poll of the trade magazine "WERKSTATT aktuell", in which we were recognised as a reliable partner for original parts - and the award for "Best Supplier", presented by the international trade group TEMOT. These successes are no coincidence, but the result of strong partnerships.

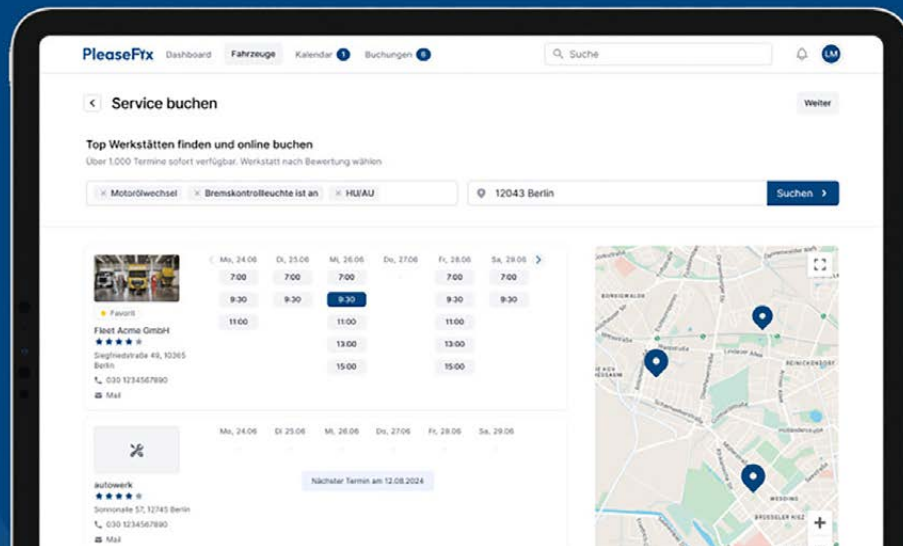
Enjoy reading!

Alexander Wagner

Simply go to the workshop appointment

PleaseFix makes workshop appointments child's play. But the digital booking platform can do even more and offers fleet operators and garages numerous business advantages.

PleaseFix



Holistic, efficient and reliable - this is how workshops and fleet operators want their aftermarket ecosystem for commercial vehicles. The primary goal is to get vehicles back on the road as quickly as possible after repair or maintenance, as this is the only place where they can earn money. In order to create this added value for workshops and fleet operators Knorr-Bremse TruckServices relies on innovative digital solutions.

In combination with diagnostic solutions such as Knorr-Bremse Diagnostics and Jaltest Diagnostics as well as the technical documentation and hotline, PleaseFix ensures simpler and more efficient appointment and capacity management, thereby reducing the downtime of commercial vehicles. "The time is ripe

for our PleaseFix application", explains Frank Merwerth, CEO of the company of the same name. Workshops could increase their turnover through faster vehicle throughput and fleet operators could earn more money with trucks that are quickly ready for use again. "So what could be more obvious than optimising the repair workflow", Merwerth is convinced.

The development of PleaseFix is based on extensive customer feedback. It was very clear: "Workshop employees find the process of agreeing repair requests and appointments very laborious and time-consuming. At the same time, fleets want improved and transparent information on when a vehicle will be available again", explains expert Merwerth. In short: in future, it should be



// *The time is right for PleaseFix!*

Frank Merwerth, CEO of PleaseFix

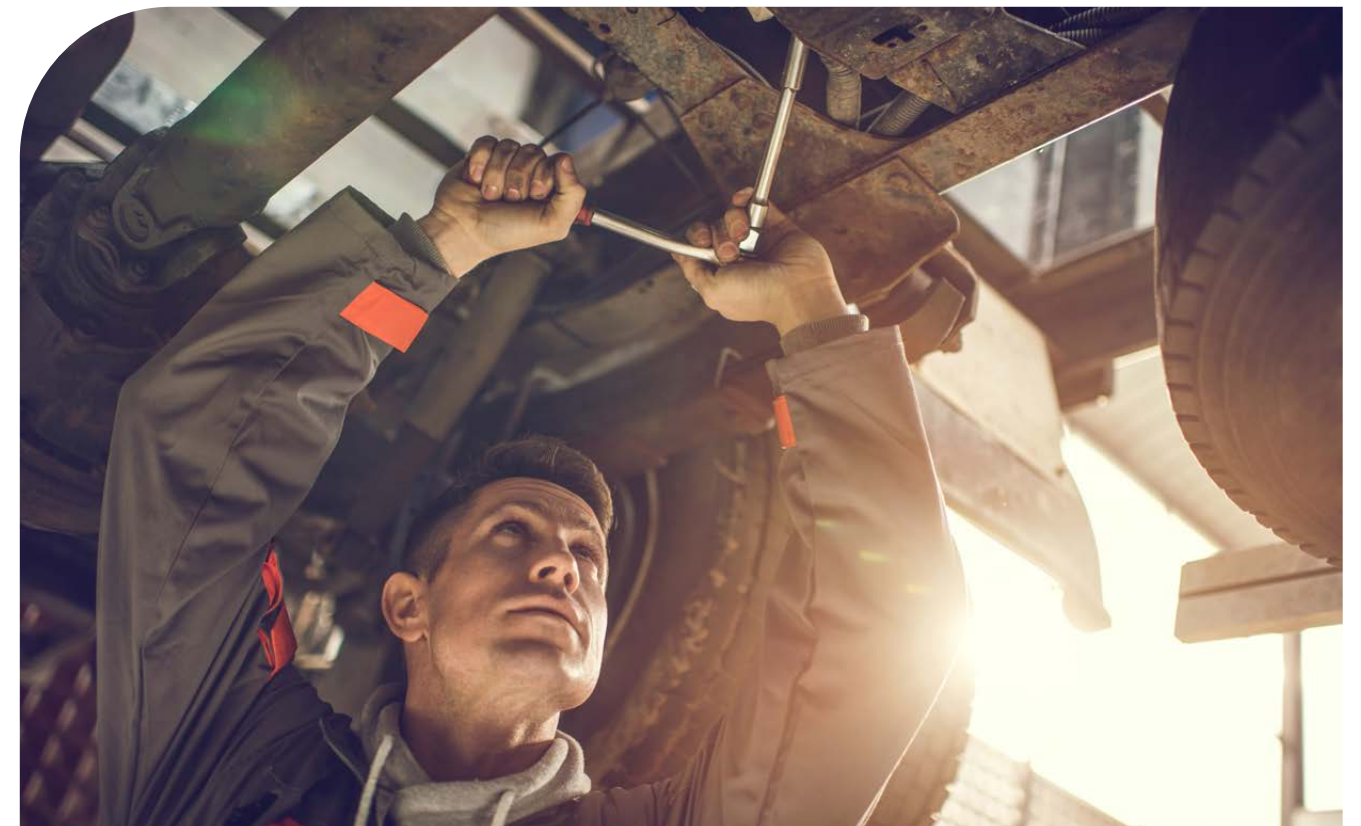
just as easy to book an appointment at the commercial vehicle workshop as it is to book a visit to a restaurant or doctor.

But PleaseFix is not just about time and date. The booking platform also includes a range of specific functionalities, including the display of available workshop appointments, user-friendly appointment booking functions, efficient capacity management and the transparent display of repair and service status. In future, it will also be possible to pay the invoice via the booking portal.

Knorr-Bremse TruckServices uses PleaseFix to cover the entire life cycle of vehicle maintenance and repair: from service intervals and appointment bookings to proof and compliance. Fleets and workshops jointly use a digital platform, which largely eliminates analogue information loss.

Knorr-Bremse TruckServices has already reached important milestones with PleaseFix. The platform has been piloted by pilot customers from the DACH region since in autumn 2024. The next step will be the expansion to a pan-European PleaseFix network with numerous platform partners. For this reason, PleaseFix was recently presented to a broad industry audience by Knorr-Bremse TruckServices at the Motortec trade fair in Madrid.

In principle, PleaseFix is open to all interested workshops and fleets. The secure and lawful handling of data is contractually regulated. Frank Merwerth: "With PleaseFix, we will increase the visibility of as many different garages as possible and offer our service across the board. PleaseFix will make it easier for fleet operators to find a garage and help them to always find the ideal garage appointment, including customised repair services".





ADVANTAGES FOR WORKSHOPS

PleaseFix expands the customer base through access to new fleet operators and optimises capacity utilisation through more efficient scheduling and capacity planning. This means an opportunity for significantly more turnover.

Communication between workshops and fleet operators becomes more productive and ideally up to 25 per cent faster because a common tool is used for availability, work progress, documentation and collection times. In this way, PleaseFix supports efficient workshop processes, thereby increasing customer satisfaction and loyalty.



ADVANTAGES FOR FLEET OPERATORS

Searching for and booking workshop appointments is easier and significantly faster for fleet operators because **PleaseFix** displays all free capacities immediately. Fleet operators also receive reliable real-time information from workshops about the repair status and availability of the vehicle.

Under optimal conditions, the downtimes of commercial vehicles are minimised by up to 30 percent and maintenance costs by up to 20 percent because PleaseFix's digital maintenance and appointment management enables optimal workshop selection and therefore optimised fleet planning.



As an Expert Network service partner, we use PleaseFix to optimise the capacity utilisation of our workshop and keep the communication effort for scheduling as low as possible.

Knut Wischmann, owner of Wischmann-Fahrzeugbau from Königs Wusterhausen



Knorr-Bremse TruckServices impresses worldwide

Knorr-Bremse TruckServices receives the TEMOT Award as best supplier in the commercial vehicle segment for the second time - a strong sign of quality, partnership and market presence in the international aftermarket.

Knorr-Bremse TruckServices was recently honoured with the Commercial Vehicle Supplier Award 2024 from TEMOT International. The global network of dealers recognised Knorr-Bremse TruckServices as the best supplier in the commercial vehicle segment. This is the second time that Knorr-Bremse TruckServices has received this award - proof of its consistently high quality, reliable partnership and strong market position.

TEMOT was founded in 1994 by five European companies and has since developed into one of the leading purchasing and trading organisations in the commercial vehicle aftermarket. Today, TEMOT unites 114 shareholders in 106 countries. Since 2018, a close partnership with Knorr-Bremse TruckServices has been in place to strengthen customer satisfaction and brand presence in the commercial vehicle aftermarket.

The award is based on evaluations by TEMOT shareholders and takes into account various key performance indicators such as market coverage, delivery reliability, product quality, sales development and service. The award is therefore an important signal of the trust placed in the industry - and an incentive for Knorr-Bremse TruckServices to continue along this path.



Oliver Neil, Katrin Gienger and Miklós Gerendai accepted the TEMOT Award on behalf of Knorr-Bremse. The award was presented by Saim Aşçı and Fotios Katsardis (from left to right)

The award ceremony took place at the Hyatt Regency Paris Étoile as part of the 30th anniversary of TEMOT. For Knorr-Bremse TruckServices, Oliver Neil, Katrin Gienger and Miklós Gerendai accepted the award. It was presented by Saim Aşçı, Hidirusta, and Fotios Katsardis, CEO of TEMOT.

Excellent original parts



Knorr-Bremse was awarded 1st place in the "Original Parts" category for the first time in the "WERKSTATT aktuell Awards 2025" reader poll. The readers' poll was conducted digitally on eurotransport.de, with 224 brands competing in 21 categories from the commercial vehicle service sector. More than 1,800 industry professionals voted - a new record. The award ceremony, organised by the trade magazine "WERKSTATT aktuell", was framed by a winners' dinner at the DEKRA headquarters in Stuttgart. The award is regarded as an important indicator of quality and brand presence in the workshop sector.

Stefan Schmiedt, Director Global Product Groups Merchandise, Retrofit and Development/Technical Support for Workshops, and Marc Eutin, Team Leader Technical Support Commercial Vehicles

Efficient diagnostics for complex commercial vehicles

Commercial vehicles are becoming increasingly complex and customers are also demanding shorter downtimes. Based on the multi-brand diagnostic software Jaltest from Cojali, Knorr-Bremse Diagnostics helps workshops to further optimise their efficiency.

Diagnostics are one of the most important tools used by service centres to manage the ever-increasing complexity of commercial vehicle repairs. Maintenance and repair require access to digital vehicle information, online diagnostic systems and often also to the manufacturer platforms. Independent workshops in particular need modern, functional multi-brand diagnostic software that covers trucks, buses and trailers. It is an indispensable tool for efficient processes and a key factor in ensuring the company's cost-effective operation.

With Knorr-Bremse Diagnostics, Knorr-Bremse TruckServices, in collaboration with Cojali, a world-leading expert in this field, provides a solution that integrates seamlessly with the Jaltest multi-brand diagnostic software, which currently covers 241 brands and 6,750 commercial vehicle models. This makes it an ideal solution for independent workshops and fleets working with many brands. The Jaltest multi-brand diagnostic software offers a wide range of functions, including reading and deleting fault codes, live data analysis and access to technical data as well as circuit diagrams

and repair guides. Regular database updates ensure the coverage of new vehicle models, new vehicle systems and protocols. Workshops do not have to access the OEM portal for every diagnostics session, thus saving time.

Knorr-Bremse Diagnostics is based on the Jaltest user interface, with additional OE specific functions and Knorr-Bremse expertise, and combines diagnostics of Knorr-Bremse systems in one solution - from tractors to trailers. This combination offers a more in-depth diagnostics than is possible with other multi-brand solutions and also covers complex multi-system fault scenarios that originate from several vehicle components in-

cluding Knorr-Bremse systems. This guarantees a high level of reliability for repairs and a high level of work efficiency in day-to-day workshop operations. In addition, only Knorr-Bremse Diagnostics allows the latest generation of iTEBS® X trailer EBS to be tested. At the same time, it is designed for work on iTEBS® X components that are subject to the latest cyber security and software update management (SUMS) regulations and require a connection to the cloud-based OCT (Online Configuration Tool) platform.



◀ With Knorr-Bremse Diagnostics, service companies only need one tool for the diagnosis of different brands of trucks.

Advantages of Knorr-Bremse Diagnostics

The Knorr-Bremse Diagnostics software is available in two versions: as an add-on to extend existing Jaltest Diagnostics installations with Knorr-Bremse functions, or as stand-alone software for customers who only require a solution for the diagnostics of Knorr-Bremse systems. Knorr-Bremse offers the software as a subscription. Both versions offer customers the same benefits:

- Only one diagnostic for tractor units and trailers of all brands
- High diagnostic depth
- Covering multi-component fault scenarios
- Suitable for the latest vehicle systems
- Add-on or stand-alone solution available
- Training with high practical relevance

CLOSE TO THE PRACTICE

Marc Eutin,
Team Leader
Technical Support
Commercial Vehicles



What role does multi-brand diagnostics play in Knorr-Bremse TruckServices training programmes?

Every training course offered by Knorr-Bremse TruckServices also includes the associated diagnostics component. The Knorr-Bremse Diagnostics software, which runs on the Jaltest platform, is an integral part of all our training courses.

How are these training courses received by the participants?

The participants really like the fact that diagnostics are always trained as part of our training courses. They appreciate the practical part, which is geared towards the challenges in the workshop and also conveys the respective solutions based on the Knorr-Bremse Diagnostics troubleshooting.

What feedback do you receive from the participants?

Among other things, they praise the focus on practical experience in the workshop, the relevance of the training to their day-to-day work and the exchange of experiences between the participants and with the trainers. The interactive element of the training is also well received.

Doesn't that also offer advantages for Knorr-Bremse?

We at Knorr-Bremse TruckServices receive direct feedback on customer requirements and the quality of our products and diagnostic systems.

How do participants rate Jaltest in comparison to other multi-brand diagnostic software?

Users are generally very satisfied, especially if they have been working with Jaltest diagnostics for a long time.



Crouch Recovery's orange-coloured trucks are a familiar sight on the roads of Leicestershire.

Invaluable important

The British breakdown service provider Crouch Recovery has been using Jaltest from Cojali for six years and Knorr-Bremse Diagnostics. Without the diagnostics solution, the company would not be able to offer its customers the best and fastest service.



24 hours on the road: customers really can always turn to Crouch.

CROUCH RECOVERY FLEET MAINTENANCE

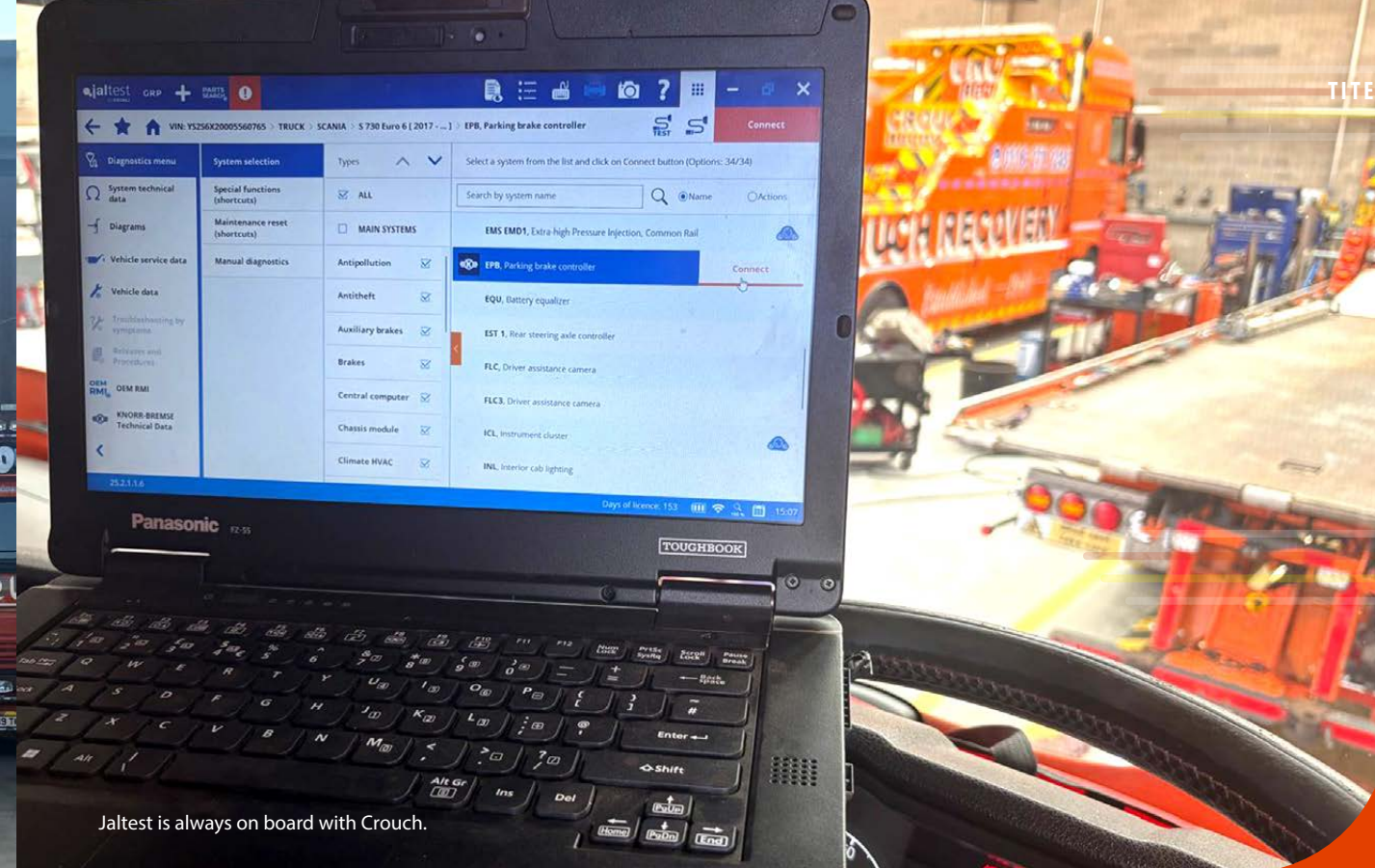


From eight depots in the core area around Leicestershire, Northamptonshire and Warwickshire, Crouch can provide rapid assistance if the worst comes to the worst.

"We only want the best for our customers. Jaltest from Cojali in conjunction with the Knorr-Bremse Diagnostics add-on is the prerequisite for this. It's the fastest way to diagnose commercial vehicle models of all makes with the highest quality", says Mark Taylor, who has been in the commercial vehicle repair business since 1999 and has worked at Crouch Recovery since 2011, where he is responsible for providing technical support to mechanics. "We couldn't work properly without this solution. We undertake repairs on all makes of buses, construction and commercial vehicles and trailers. That's why we absolutely need multi-brand diagnostic software", he explains. The efficiency of the system is crucial for Crouch. This is because customers in the UK demand that their broken-down vehicles be repaired on the spot and as quickly as possible. Roadside repairs are the norm there. "British customers don't want to see their vehicles on tow trucks. There is also a glaring shortage of commercial vehicle workshops in the UK", explains Mark Taylor. All Crouch service vehicles are comprehensively equipped so that repairs can be carried out quickly on the road. Jaltest diagnostic equipment has been part of this for six years and is now available on 35 of the 60 service vehicles. The Knorr-Bremse Diagnostics add-on has also been included for a year now, thus also enabling upcoming diagnostics on trailers equipped with iTEBS® X. "Equipping 35 vehicles with it is supposedly an expensive endeavour. However, as we only need one piece of hardware and receive updates as a subscription, it is still inexpensive, especially considering the range of available functions", argues the service professional. "We will therefore be procuring even more systems in the future", he adds. What's more, the robust hardware can reliably be used on the roadside.

"With Jaltest and Knorr-Bremse Diagnostics, we have access to all functions, including the programming of electronic control units. The diagnostic solution is also easy to use thanks to the Jaltest user interface and step-by-step explanations", explains Mark Taylor. Even more experienced colleagues, who tend to be sceptical about modern technologies, are entirely enthusiastic. "The possibilities are almost endless with the combination of Jaltest and Knorr-Bremse Diagnostics". Just recently, the Crouch employee was reminded again of how crucial efficient diagnostics are in the commercial vehicle business. A Volvo lorry had broken down with a defective air treat-

Tidy and equipped with modern equipment such as Jaltest and Knorr-Bremse Diagnostics, Crouch leaves nothing to chance.



Jaltest is always on board with Crouch.

ment unit (EAC). The transport company's mechanics spent over ten hours trying to solve the problem by themselves - without success. So they asked the service experts at Crouch for help. Mark Taylor sent a mechanic. With the help of Knorr-Bremse Diagnostics, he managed to repair the EAC in just 25 minutes. This delighted both the customer and the mechanic. "This ultimately saved the fleet operator several hundred pounds that would have been due for towing", he says. To ensure rapid assistance, the mechatronic technician's expertise is also crucial. The Knorr-Bremse branch in Bristol provides the necessary know-how. Mark Taylor has just completed a training course there and praises its practical relevance and structure, which also includes a module on diagnostics. "I don't really like sitting in a classroom, but the Knorr-Bremse training was one of the best I've experienced - much better than others. The Knorr-Bremse TruckServices experts showed us everything and impressed us with their hands-on mentality", he praises. The experts from the Knorr-Bremse TruckServices Expert Network are available only a daily basis to support us by telephone if necessary. For Mark Taylor, as an experienced service professional, one thing is already clear: Jaltest in combination with Knorr-Bremse Diagnostics is the future of diagnostics. "If you don't want to fall behind, but want to offer high-quality services in the long term, you need it", he argues. This is the only way workshops can offer customers the best.

THE SERVICE COMPANY

Crouch Recovery is a British family business founded in 1948 and headquartered in Kibworth, Leicestershire. Today, it claims to be one of the largest and fastest growing breakdown and recovery services in the UK and Europe. With a fleet of around 300 light and heavy commercial vehicles, including towing and recovery vehicles, mobile cranes and low-loaders, the company covers breakdown assistance, accident recovery and vehicle transport 24/7. From eight depots in its core area (Leicestershire, Northamptonshire, Warwickshire), it provides breakdown services both nationally and across Europe via a network of certified partners. With 265 employees, Crouch handles hundreds of thousands of jobs per year. The company manages operations via its own 24-hour control centre. The company is now run by the third generation of the family.

A perfect fit since day one

Perfect special tools for safe brake maintenance - that is the common goal of GEDORE and Knorr-Bremse. Naturally "Made in Germany" and with real team spirit.

What began as a simple enquiry at Automechanika is now a special kind of success story: the partnership between Knorr-Bremse and the speciality tool manufacturer GEDORE. The collaboration began in 2016 with the aim of revising the existing brake case for the SN7 brake family. It quickly became clear that there was great potential for more quality, user-friendliness and efficiency - and GEDORE had the expertise to exploit it.

For Knorr-Bremse, the development of special tools had long been more of an accompanying aspect in the development of braking systems. However, with increasing requirements and the desire to offer service partners all-round, well thought-out solutions, the need for a strong partner grew. GEDORE not only provided the necessary manufacturing expertise, but also the will to optimise - an ideal addition.

"GEDORE was very imaginative and solution-orientated right from the start", recalls Friedrich Hartmann, Product Manager at Knorr-Bremse. The developers from Donaueschingen already made tools more ergonomic in the first project and added well thought-out details to the case, such as an innovative quick-release nut or a compact bearing pot. Hans-Peter Sporrer, responsible for technical documentation and test approvals, also emphasises: "We test every tool very thoroughly - and at GEDORE we experience quality that really holds up in everyday use". The success proves both sides right: the revised tools save noticeable time in practice and virtually



Clemens Baumeister,
Key Account Manager at
GEDORE

"We want to develop not just good, but outstanding tool solutions at marketable prices."

eliminate complaints.

The development process is clearly structured: Knorr-Bremse provides the performance specifications, GEDORE develops prototypes of the tools, tests them in its own truck workshop in Donaueschingen and then hands them over to Knorr-Bremse for further validation. Only when all tests have been passed does a pre-series contingent go to selected workshops. After final approval, series production begins - consistently "Made in Germany", with a high level of vertical integration and a regional supply chain. Clemens Baumeister, Key Account Manager at GEDORE, emphasises the special quality of the collaboration: "This really is a partnership based on trust. We talk openly, think in terms of solutions together, and when there are suggestions for improvement, Knorr-Bremse always listens". Both sides share a deep understanding of quality - and an enthusiasm for what they do. GEDORE now develops the vast majority of special tools for Knorr-Bremse Group - including for the new Synact® disc brake family. What remains constant is the shared passion for meaningful innovations, maximum functionality and the aspiration to make the daily work of workshop professionals noticeably easier.



The special tools are put through their paces in the GEDORE test workshop.



The manufacture of special tools and in-house production components takes place at GEDORE in Donaueschingen.



Pure precision: Milling a pressure plate for a spring compressor.



GEDORE and Knorr-Bremse have jointly developed the SyT7 disc brake tool case for semi-trailer vehicles with 9-tonne axles.



KNORR-BREMSE
1 2 0 YEARS
 1905 - 2025

Workshop worlds *in the course of time*

Garages and parts dealers have relied on Knorr-Bremse for many decades. Examples such as Martin Knirsch Kraftfahrzeuge in Karlsruhe and Befä in Athens point to how the industry has changed - and how partnerships make the difference.



Veterans among themselves. The world of lorries has changed dramatically in recent decades.

120 years of Knorr-Bremse - this is more than just a success story of the leading manufacturer of braking systems and other safety-critical systems for commercial vehicles. It is also the story of partnerships that have lasted for decades: with workshops that are facing up to the constantly growing technical requirements and with parts dealers who act as a link between manufacturers and independent businesses. Over the past decades, Knorr-Bremse has supported workshops and dealers not only with technology, but also with expertise, diagnostic systems and training. One of these partners is Martin Knirsch Kraftfahrzeuge in Karlsruhe. "When my father Martin Knirsch and his partner Adolf Schmidt started out in Ohmstraße in 1970, it was a completely different world", says Andreas Knirsch, second-generation Managing Partner. Back then, tippers were the most common truck model in the workshop, whereas today they tend to play a subordinate role. "The workshops were organised in a herringbone pattern. That no longer works at all with today's much longer vehicles". But one thing was crucial even in the early years: maximum customer proximity. "Even back then, we purchased a low-loader to transport replacement vehicles abroad and retrieve defective lorries", says Knirsch. In times without credit card systems, payment guarantees had to be obtained to make the service work. "But this determination to keep the customer's business running

is what characterises us to this day". A service concept that later led to the introduction of a 24-hour service - Knirsch even trained the first hotline employees for Scania Germany. The industry changed above all with the introduction of electronics in the 1990s. "That changed our workshop life dramatically", says Knirsch. With on-board computers, electronic brake systems and telematics, the requirements grew massively. Investment in diagnostic technology became essential, and systems such as Knorr-Bremse Diagnostics are now standard in troubleshooting. "Of course, there was a certain amount of scepticism at the beginning, but you grow with the tasks. A lot of things become routine the more experience you gain". Knirsch sees the next big step for the future: artificial intelligence that supports mechanics in their analyses. At the same time, the customer structure has changed. Whereas medium-sized haulage companies from the region used to make up the majority, today more and more customers from the international arena are joining them. "In our repairs department, 60 per cent of communication is now in languages other than German", reports Knirsch. Globalisation, more stringent emissions standards and the growing importance of sustainability have pushed garages into a new role - no longer just a repair shop, but a high-level technical service provider.

A decisive factor here is personnel. "Today, everyone has to think systemically, master digital tools and at the same time maintain an overview of mechanical basics", reports the company boss. The shortage of skilled labour is also hitting the commercial vehicle industry hard. Knirsch is countering this with a clear training concept: a master trainer looks after trainees exclusively, the company has its own training workshop, Erasmus stays and close supervision. Around 30 apprentices are currently learning at the company. "Our aim has always been to bring the trainees up to our level of quality and to take them all on", emphasises Knirsch - a commitment that goes far beyond standard solutions and is exemplary for the industry. Investment has changed in parallel with the requirements in human resources. Where in the 1970s a lift and spanner were sufficient, today diagnostic systems for engines, brake systems and tachographs cost many times more. Cooperation with neighbouring companies helps to shoulder the burden. And the company is also looking to the future, driven by investment: Knirsch is currently expanding its own charging infrastructure for electric vehicles. "So that the vehicles can be handed over to customers 'fully fuelled' straight after repairs", he explains. While Knirsch has accompanied the changes in the industry step by step in Germany, the commercial vehicle parts dealer Befa has

played a very similar role in Greece. The family business, which was founded in 1936 under the name Kyriazis Bros and has been trading as Befa since 1969, was the first manufacturer of brake pads for lorries and buses in Greece. Managing Director Nick Lazarou recalls the beginnings: founder Theofanis P. Kyriazis made international contacts early on, including with Bendix in the USA in 1934, and thus brought the necessary technical knowledge and materials to Greece to set up production. In addition to investing in machinery and personnel, it was initially crucial to gain the trust of the workshops and fleet operators. "Greek workshops and fleet operators were used to imported products and were initially hesitant to work with a new local manufacturer", explains Nick Lazarou. It was only the consistent quality work and close customer relationships that convinced the market. At the same time, Befa began importing spare parts for braking systems from the USA, Great Britain and France. In the 1970s and 1980s, braking systems became increasingly complex, initially due to technical innovations and later due to electronics. Workshops needed more knowledge and tools to carry out repairs. Thanks to direct access to suppliers, Befa was able to pass this knowledge on to customers - a step that permanently changed the role of the dealer. The pure parts supplier became a partner for technical support and training.



In 1972, the Knirsch workshop in Karlsruhe is equipped with the first Josam frame levelling bench in Germany.



An aerial photograph from 1980 points to the newly expanded workshop of Martin Knirsch Kraftfahrzeuge in Karlsruhe on Ohmstraße.



Knirsch relies on state-of-the-art technology and is currently building its own charging infrastructure for electric vehicles - a clear sign of the future and sustainability.

The close relationship with Bendix and later Knorr-Bremse strengthened this development. After the takeover of Bendix by Knorr-Bremse in 2002, the co-operation was intensified. Structured training, certifications and the establishment of a network of qualified trainers in Greece made Befas a technical multiplier in the market. "Paul Skondreas, who had already been part of the Befas team for several years, became the first (and for many years only) certified Knorr-Bremse trainer in Greece and was able to train workshops throughout the country", says Nick Lazarou.

The ABS retrofit kit project marked a turning point. Between 2005 and 2009, ABS and EBS systems were still relatively new in Greece. At the same time, the Greek lorry fleet was one of the oldest in Europe, with an average age of around 22 years. "In 2009, Greek law stipulated that all trucks had to be equipped with ABS. This meant that thousands of old trucks were still travelling without ABS", explains Zoe Lazarou. Working closely with Knorr-Bremse UK, Befas developed an ABS retrofit kit that did not exist before and was approved by the Greek Ministry of Transport. Hundreds of these kits were sold - and are still in demand today.

This project not only gave Befas market advantages, but also changed the way the company saw itself: Befas positioned itself as a technical partner that worked with garages to establish new technologies on the market. The company thus became the interface between

international expertise and the practical requirements of Greek workshops.

Today, diagnostic capability has become a key success factor.

"Commercial vehicles need to be repaired as quickly as possible for obvious reasons. Without modern diagnostic tools, the time lost - and therefore the costs - would be unacceptable", emphasises Nick Lazarou. Thanks to the tools from Knorr-Bremse, Befas and its partner workshops can recognise faults precisely and repair them efficiently.

Befas sees great opportunities for the future in technological developments such as electronics, remote diagnostics and AI. Nick Lazarou emphasises how much the company's self-image has changed: "As far as the technological trends described are concerned, we see them as a gift. Our team is well trained and has the knowledge and experience to deal with digital trends - this makes their job easier, both in supporting our customers and in training our partners to deal with these trends. We look forward to these developments as they will make our challenges easier to solve and save time and money for our customers and us. In the future, we expect remote diagnostics and repair, autonomous troubleshooting and self-healing vehicle electronics".

With this perspective, Befas and equally Knorr-Bremse remain true to the claim that has characterised the two companies for around 90 and

120 years respectively: to pick up on technological trends at an early stage and make workshops and customers fit for the future.

Whether workshop in Karlsruhe or parts dealer in Athens: both examples show that the commercial vehicle industry remains characterised by one thing despite all the upheavals - reliability. Workshops like Knirsch and dealers like Befas are representative of an industry that is constantly having to reinvent itself and yet essentially fulfils the same task: Keeping customers on the move. Knorr-Bremse has been a constant partner in the past, not only accompanying developments, but often also driving them forward. In the anniversary year 2025, this shared history connects the past, present and future - from Baden to the Aegean.



Greek workshops have to be prepared for everything - from Euro II tippers to e-trucks. Befas supports them with spare parts and consulting expertise.



UP2DATE



Y593173

Visual changes to air filters



Y542337

ECE R156 - Implications for trailer manufacturers and Knorr-Bremse solutions



Y589220

EAC2.5 Packaging Change IAM Variant



Y583143

Introduction of the new OSC air dryer cartridge for MAN vehicle applications



Y577554

Extension tubes for brake cylinders



Y588319

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Jochen and Lukas Hahn "surround" Norbert Kiss. Is the title race still clamping fixture?

Jochen Hahn is highly motivated at the Nürburgring and consolidates his second place in the overall standings.

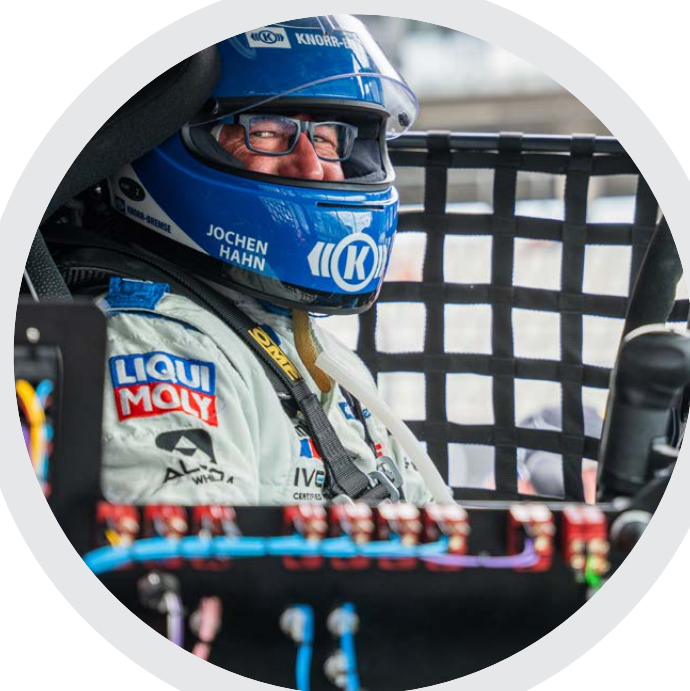
DESIRE TO WIN THE TITLE LIVES ON

After a strong performance at the Nürburgring, Jochen Hahn remains in contention for the title – and makes it clear: 'We'll fight until the very end.'

Jochen Hahn is a man who lives and breathes truck racing – and you can feel that especially on a weekend like the Truck Grand Prix at the Nürburgring. In front of his home crowd, the six-time European champion fought intense duels with long-time rival Norbert Kiss – and was able to set an important exclamation mark in the last race of the weekend: For the first time in several races, Hahn finished ahead of Kiss. A strong signal in the fight for the championship, but for Hahn, more than just this one result counts.

"Overall, I was very satisfied with the weekend", says

Optimism: Jochen Hahn knows his strengths and can rely on his team and sponsors.



Jochen Hahn looking back. "Above all, it's very nice to be part of such a big event". Despite all the commitments surrounding the home race, the veteran driver was consistent on the track – with three podium finishes in four races. He is well aware that there is still room for improvement in terms of vehicle set-up: "Unfortunately, we have very little time for set-up at the Ring, as there is a lot going on around it. Fortunately, I now have a lot of experience – that helps enormously". The emotional highlight for the man from the Black Forest was the first race: "I stood on the podium together with my son Lukas. Of course, that was something very special". The fact that Lukas is now racing at eye level is no coincidence, but the result of a clear goal – and an additional motivation for himself. But despite all the family moments, the focus is on the title. And the main opponent is clearly named. "Basically, there is only one competitor at the moment, and his name is Norbert Kiss. He knows how to exert pressure". He clearly categorises the fact that Jochen Hahn finished ahead of Kiss in the fourth race: "We're still lacking everything we need to beat him consistently,

but we're closing the gap with every race". The team boss and driver want to panel the summer break to recharge their batteries and continue working on performance: "Now we're recharging the battery – that could help a lot to close the gap". Despite Kiss' lead, he doesn't see the chances of winning the title as unrealistic: "I think it's still possible. We'll only give up when it's mathematically no longer possible". What drives him? In addition to his passion for the sport, it is above all the support from his team – and from his long-standing partners such as Knorr-Bremse. "The way our family business works together and has my back – in the end, these are the ingredients for a clear head that works like clockwork". After the Nürburgring, one thing is clear: Hahn is still here – and ready to give his all in the second half of the season. "My takeaway is that we need to improve. But the belief in us is there. And we'll fight to the end".



Before the start: final checks are carried out, the tension rises.



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