

# AutoData

## NEWS AGENCY WEEKLY EDITION

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### Euro 6 comes into force in 2023

Conama, the National Environment Council of Brazil, published the resolution 490, which regulates the P8 phase of Proconve, Program for Air Pollution Control of Automotive Vehicles. Equivalent to Euro 6, the new emission laws for trucks and buses will begin to be applied in January 2022 for new approvals and in January 2023 for all models produced by the industry...

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# Euro 6 comes into force in 2023

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Photo: Antonio Cruz/Agência Brasil

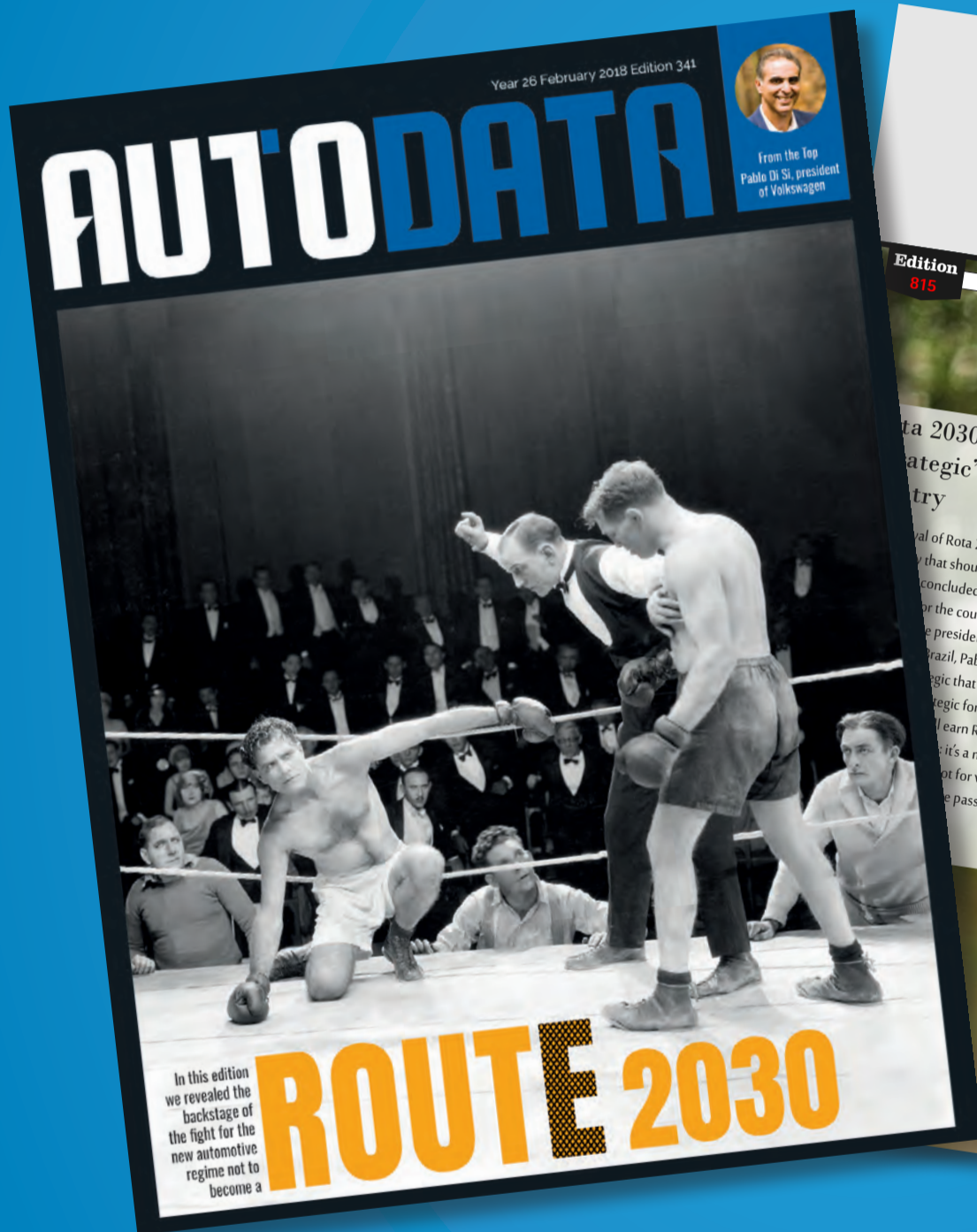
**S**ão Paulo - Conama, the National Environment Council of Brazil, published the resolution 490, which regulates the P8 phase of Proconve, Program for Air Pollution Control of Automotive Vehicles. Equivalent to Euro 6, the new emission laws for trucks and buses will begin to be applied in January 2022, for new approvals, and in January 2023, for all models produced by the industry.

In other words: from January 2022, every new project entering the production line should comply with Euro 6 emission standards. The following year, all trucks and buses produced in Brazil should have technologies that regulate their emissions to the new indexes.

According to a statement published on the MMA website (Ministry of Environment) Brazil could eliminate 99% of the pollutant emissions, helping reduce the risks of diseases. The P8 phase also includes items such as deterioration factors and the emissions monitoring according to the vehicle's life cycle.

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# Schaeffler 60 years: profit and growth

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**S**ão Paulo - An important question left the celebration of the 60th Schaeffler Group's anniversary in Brazil even better: local businesses are doing well. Klaus Rosenfeld, global CEO, embarks back to Germany carrying good news for the company's controllers - who, although listed on the stock exchange, hold 100% of the voting shares in the hands of Maria-Elisabeth Schaeffler-Thumann's family: billing will grow in the double digit range and business will remain in the black.

The CEO came especially to the celebration party of the South American subsidiary with customers and suppliers, scheduled for Wednesday night, 28, in São Paulo. In the various meetings he had during his stay, he confirmed with Marcos Zavanella, president and CEO for

South American operations, investments from € 25 million to € 30 million for the next two years to maintain a 6% average increase in revenues until 2023.

“We are ready for the future and for the transformation of the industry in South America”, Rosenfeld told a group of journalists hours before the party. “We have a philosophy of producing in the region for the region. We intend to grow together with the market and add more Schaeffler content to the vehicles, to gain market share.”

The investments will be dedicated, basically, to processes for cost reduction, new technologies and product development. According to Zavanella, there is no need to expand the capacity of the Sorocaba plant, where Schaeffler moved to in 1975 after the land in Santo Amaro (a neighborhood in São Paulo) became small for the company’s local businesses.

Although the company’s developments are directed to electrification, Rosenfeld has considered that there is still plenty of room for combustion engines. He said that the company designs for the future of propulsion something called 70% -70%: 30% of vehicle sales will have combustion engines in 2030, 30% with electric motors and 40% with hybrids, which mix both technologies.

The bet in Brazil still is ethanol, which he considers a clean alternative - even, perhaps, cleaner than electric when looking at the entire energy chain, from production to the recycling of batteries.

The particularities of Brazil also guarantee to the country the position of competence center in development and production of some components. Rosenfeld mentioned manual transmissions, which were still the majority in the local market: as the United States and Europe had the majority of their sales with the automatic transmission, so eventually Brazil became reference for other markets: “We develop clutch bearings for the Indian market”.

But it does not mean that the Brazilian operation can’t participate in the vanguard of the global market as well: precision rings and springs come from Sorocaba to be applied in electric shafts produced in China.

Schaeffler does not mention its revenues in South America, but according to Rosenfeld 21% of sales come from the America region - which brings together the United States and Mexico. Last year, the company’s revenue surpassed € 14 billion.

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# Fiat inaugurates its first digital dealership

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**S**ão Paulo - Fiat inaugurated its first digital dealership in Brazil, with a very lean structure and no workshop area or aftermarket service. The idea is to spread these shops through the noblest regions of the big cities (where the price of the land makes it impossible to maintain a conventional store) which demands a large structure to house the showroom and the workshops.

Located on Pacaembu Avenue, west zone of São Paulo, the Amazonas Group store occupies a house with a little more than 300 m², about 10% of the area of a conventional dealership. Only three models are being exhibited - a Toro pickup truck, an Argo and a Cronos - and a few employees who assist only when they are called: it's up to the customer to drive the whole process.

This process, in fact, begins before the visit, according to Tai Kawasaki, director of chain development at FCA for Latin America: all the history of consumer's navigation on the company's website is taken there: "When typing the e-mail and the phone number at the entrance totem the customer receives a QR Code, which leads to all information stored".

If you want to give a more detailed look at a car that is not available in the showroom, there is the possibility of analyzing the desired model through virtual reality. The process is decided on a touch screen according to the customer's choices: model, color, accessories, etc., as if it was on the automaker's website. The price appears on the screen and a consultant can be called at any time - or, if you prefer, just when closing the deal.

"We still can't conduct the process until the end. There are still questions such as the financing and evaluation of the semi-new or used model as part of the payment."

Fiat plans to open 20 stores of this kind by the end of the first quarter of next year, in São Paulo, in the countryside of the State and some capitals, such as Recife, PE, Salvador, BA and Belo Horizonte, MG. All of them will have

(basically as assistance) a group of resellers associated with the brand to guarantee aftermarket and other demands, such as models for test drive.

Hernando Zola, Fiat's director for Latin America, said that the parallel plan is to insert digital service into other dealerships - the chain currently has 512 stores - reducing showroom space: "But it doesn't mean the end of the conventional dealership. We will offer a new possibility to the customer, who asks for more digital resources. The customers have changed, their behavior has changed and our stores need to change".

Since the inauguration, on November 5th, fourteen cars have been sold: eleven Toro pickup trucks, an Argo and a Mobi. FCA believes that each store has the potential to sell from sixty to one hundred cars per month depending on the location - which, incidentally, is a differential feature. As it is installed in a noble neighborhood the dealership it is on the way of the consumer's route, very different from a conventional store, more and more distant. So much so that the Amazonas Group has installed a parking lot for bicycles, room for the customers leave their pets while they buy a car and even a reserved area for children.

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# Construction machinery sector projects stability

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Disclosure.

**S**ão Paulo - The perspective of the construction machinery sector for next year is a mirror that reflects the market of 2018. According to Sobratema (association of manufacturers of construction and mining machinery) the year should end with 17.8 thousand units sold due to the resumption of some infrastructure works.

The president Afonso Mamede said on the first day of the M&T fair in São Paulo, that the coming months will constitute a “difficult and prolonged scenario” for the sector. In these



circumstances, he said it is the moment to “prepare for an expected growth in 2022”. And what is expected for the future market can be seen at the manufacturers stands at the event.

There are more concepts than new line products in the São Paulo Expo exhibition area. Case Construction, of CNH industrial, for example, presented the 580N Accessibility and 580N Wireless backhoe loaders. The first is configured to be operated by people with reduced mobility, a concept that Iveco (another company in the group) has recently applied to a bus model.

The second vehicle has the fact of having few electric wires to carry out its functions as the main novelty- many of the model’s movements are performed by wireless technology. The feature has to do with the company’s sustainable engineering vision. The vehicle, developed by a Brazilian team at the Contagem plant in Minas Gerais, can be operated remotely through mobile devices.

For Roque Reis (Case’s vice president for Latin America) the models are being prepared to be on the market in the near future: “In a short time, these technologies will be part of our customer’s daily life”.

JCB, which maintains local production in Sorocaba, SP, showed two concepts on the first day of the event. The first, a wheeled excavator designed for rough terrains and reduced operating space in urban areas. The second model is a land drilling built to perform its functions with more mobility: “Because it is built on an excavator chassis, the drilling vehicle can move around, a feature that few drilling vehicles on the market have”, said Alisson Brandes, director of sales and marketing.

Both vehicles were built in the United Kingdom, where JCB headquarters is located.

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# Land Rover now offers flex engines

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## Discovery Sport SE

R\$ 214,9 thousand / R\$ 230,2 thousand

## Discovery Sport HSE

R\$ 240,9 thousand / R\$ 254,5 thousand

## Range Rover Evoque SE

R\$ 212,9 thousand / R\$ 234,5 thousand

## Range Rover Evoque HSE Dynamic

R\$ 247,9 thousand / R\$ 271,2 thousand



**S**ão Paulo - Land Rover starts to offer the Discovery Sport and Range Rover Evoque models (both produced in Itatiaia, RJ) with the Ingenium 2.0 flex engine option which reaches 240 hp. Developed especially for the Brazilian market by local engineering (with supervision of the global team) the motor is (at least for now) imported from Wolverhampton, England.

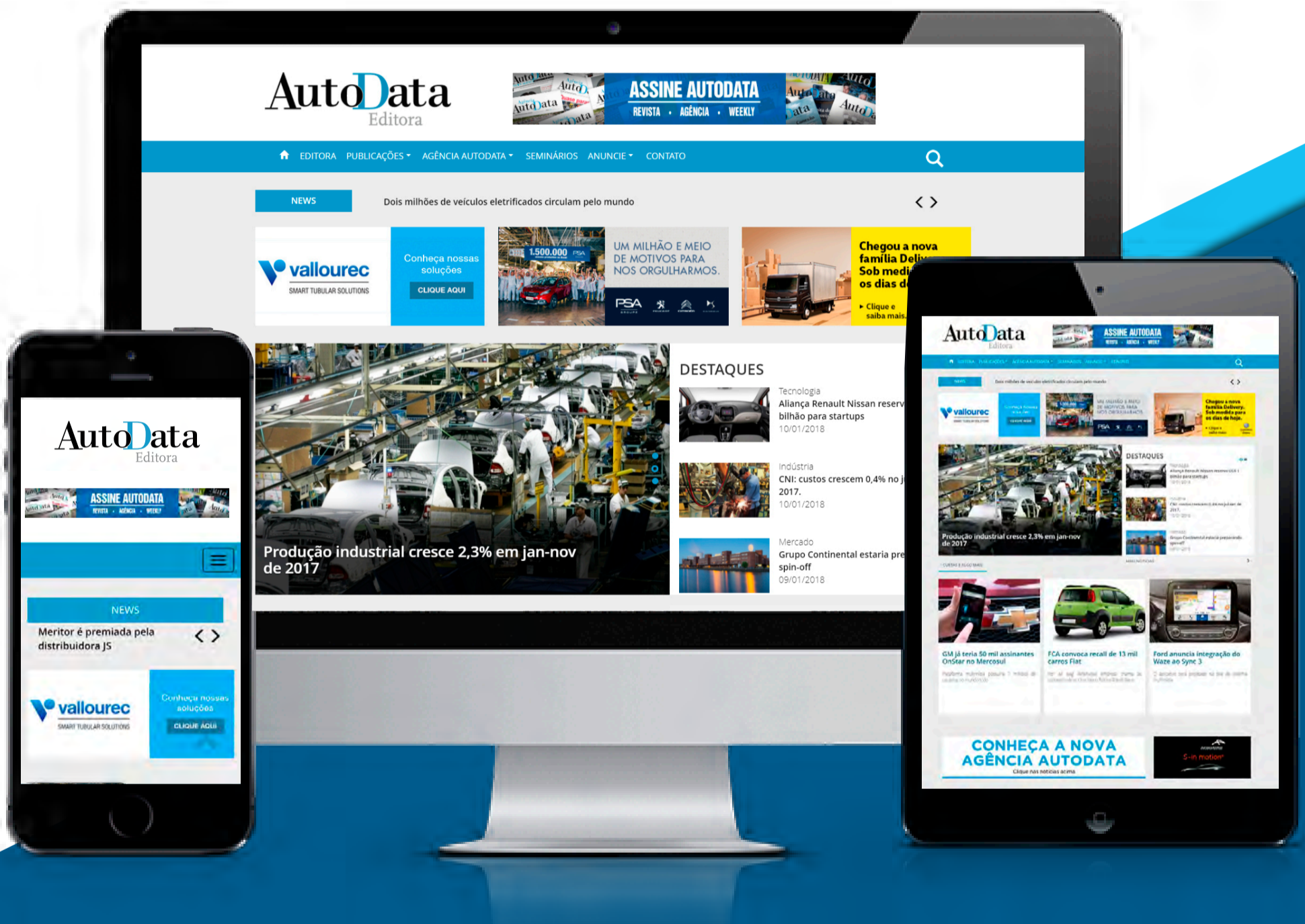
Land Rover dealerships received the first flex models on Wednesday, 28, and will offer promotional prices until the end of the year - flex models will occupy the entry versions of the SUV portfolio. In the case of Discovery Sport, the gasoline engine will be retired, but the Range Rover Evoque will keep all three fuel options - gasoline, flex and diesel.

The Range Rover Evoque Flex goes from 0 to 100 km/h in 7.3 seconds and the Discovery Sport takes 7.6 seconds to run the same distance. See the promotional price and the fixed price of the flex fuel versions on the blue box.

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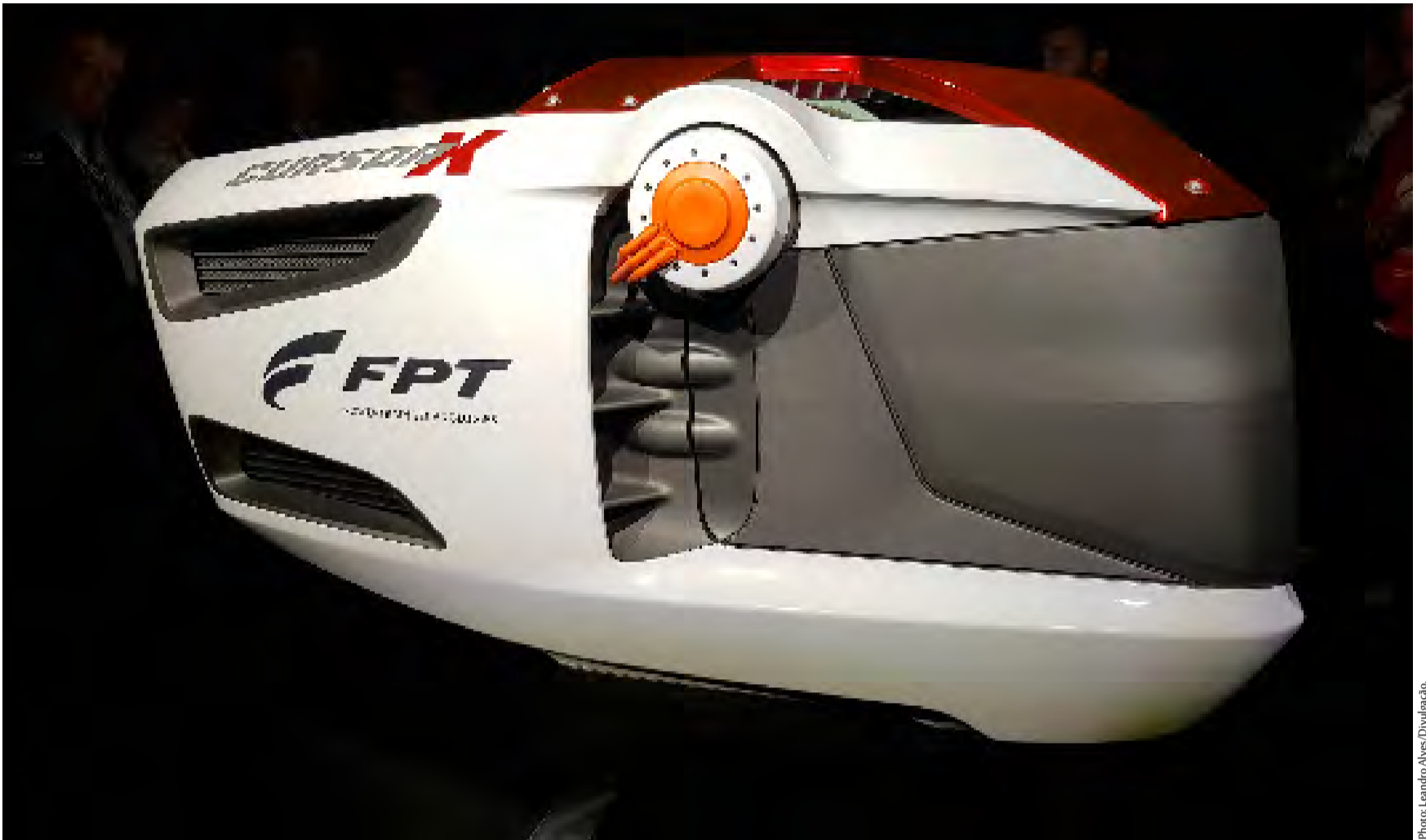



Photo: Leandro Alves/Divulgação.

# FPT presents the engine of the future

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**T**urin, Italy - The greatest novelty of FPT Tech Day (an event held last week in Italy to discuss the application of disruptive innovations) responds to a dilemma that the automotive industry has been trying to solve: which technology will meet the zero emissions requirements in the next decade? The feeling of the industrial engine manufacturer points to the combination of low-carbon energies in one single product, the Cursor X Concept.

It is an engine that can be configured with the most suitable propulsion mode for certain applications. CNG with fuel cell, hybrid in parallel or serial with pure electric system, or the combination of these technologies, in tractors, trucks, vans, buses and agricultural machinery. The



company says that this engine was designed in the plug and play concept, in other words, it will be easily customized without the need for specific development to be applied in these vehicles of the future.

The Cursor X is the result of the product development area and the CNH Industrial Design Center joint work. The concept was revealed by engineers and designers during the FPT Tech Day in a controlled environment without, however, being in operation. These professionals said that the combination of all these technologies has already been validated in tests and that the final version of this engine may be available in the market from 2027.

In addition to the versatility in fuel usage, the Cursor X can also be configured in the power required for each application. The FPT says that the combination of natural gas with an electric mode option could be applied to passenger transport in urban centers and regional displacements with a 30% reduction in CO2 emissions. The electric mode would be used in urban deliveries because light trucks must have zero emissions in the next decade. The Cursor X will have autonomy of up to 200 kilometers in these vehicles, according to the manufacturer. And hydrogen cell propulsion could be the first electric technology for long-distance and heavy-duty routes with an estimated range of 800 kilometers.

Another novelty of the Cursor X Concept is its ability to learn. It will be equipped with processors and sensors capable of recognizing anomalies, analyze components wear and anticipate the correct maintenance time. All this thanks to artificial intelligence, which will generate a large amount of information interacting with a customer control center and the FPT itself in order to improve its performance and create new software and hardware even more efficient for the future of its own time.

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