

P R E S S   R E L E A S E

## **Eberspaecher develops the market in Spain and Portugal**

- **Enlargement of subsidiary**
- **Focus on thermal management products for special vehicles**
- **Targeted for vehicle original equipment and after-market applications**

*Esslingen / Getafe, 6 December 2018* – **The German Eberspaecher Group is strengthening its climate control systems activities in the Iberian market. Effective 1 January 2019, the Business Unit Special Markets will offer the complete climate control systems product portfolio of the company. They will sell and service Eberspaecher vehicle heaters, supplemented with air-conditioning and cooling products. In this, they serve original equipment manufacturers as well as distributors and workshops. The focus is on off-highway (construction), utility, emergency and recreational vehicles. The company is based in Getafe, 15 kilometers south of Madrid.**

Eberspaechers' Business Unit Special Markets has set itself the goal of providing a better, closer and faster service to their Spanish and Portuguese customers. "We see a lot of potential in particular in the construction market in Iberia", explains Steffen Such, Vice President Special Markets at Eberspaecher. The product portfolio includes fuel operated heaters, air-conditioning systems and necessary control units for more comfort and safety. The heating and cooling products can be combined into complete thermal management systems and installed into heavy and medium duty vehicles for cargo transport, recreational vehicles, mini- and midibuses, emergency vehicles, construction and agricultural machinery and marine applications.

The new market segments and extended portfolio are managed by Javier González, Sales Manager with 22 years of experience working for the automotive sector. The Eberspaecher team in Spain will benefit from synergies of the long standing local on-site presence of the bus and coach air-conditioning colleagues from Eberspaecher Sutrak S.A. as well as the global presence of the automotive supplier with a powerful manufacturing, commercial and after-sales network. Furthermore it will be able to offer the extended product portfolio of the recently acquired French AC systems specialist Kalori.

**Caption:**

*Javier González, Sales Manager, leading the development of the Spanish and Portuguese climate control systems activities.*

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**About Eberspaecher:**

*With approximately 10,000 employees at 80 locations worldwide, the Eberspaecher Group is one of the automotive industry's leading system developers and suppliers. The family business, headquartered in Esslingen am Neckar, stands for innovative solutions in exhaust technology, automotive electronics and thermal management for a broad range of vehicle types. Eberspaecher components and systems provide more comfort, greater safety and a cleaner environment on or off the road. In 2017, the Group generated revenue of around 4.5 billion euros.*