

Hella International Telegram

Hella KG Information

N° 1/2004

**New: 12 V and 24 V hand lamps with
e1 certification**

**For more Information:
See page 4**



*Ideas today for
the cars of tomorrow*



Successful auxiliary lamps for trucks and off-road

Jumbo 320 Blue
Hella now supplies the successful auxiliary headlamp Jumbo 320 FF in a version with a blue lens as well. The main target group for the Jumbo 320 Blue is truck drivers. Alongside safety, quality of life and individualisation are the main priorities of this target group. The Jumbo 320 Blue combines these characteristics and sets a striking new trend on vehicle front-ends with the "Cool-Blue" look. Further important target groups are off-road drivers, who basically apply the same purchasing criteria as truck drivers, and mobile home drivers, who are attracted by the proven product advantages combined with the new design.

No light is lost through the blue lens, the proven light performance is retained and made more attractive by the new lens. This makes the Jumbo an ideal supplement to the standard series main beam light. The Jumbo 320 Blue has the part number **1FE 008 773-061**.

A four-page brochure about the Jumbo 320 Blue can be ordered from Hella under the part number **9Z3 999 017-587**.

The Jumbo 320 Blue will appear in a catalogue for the first time in the Accessories catalogue 2004.



The new Jumbo 320 Blue - awarded design and quality (above), four-page brochure on Luminator and Jumbo 320 (below)



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Luminator Celis

The striking Celis light technology is becoming more and more popular in automotive lighting applications. Thanks to the trendy appearance and the wide range of design possibilities, demand for products using Celis technology is increasing all the time, even in the area of auxiliary headlamps.

Thanks to the combined use of the most powerful white LEDs currently available and a circular light guide rod, we have managed to make the position light of the proven Luminator

auxiliary lamp appear as a white circular ring. This makes Hella the innovative leader and trendsetter in a sector of the auxiliary headlamp market where image and show aspects play a major role. The Luminator Celis is available in a metal or chrome-plated finish with position light (part numbers: Luminator Metal Celis **1F8 007 560-201** and Luminator Chromium Celis **1F8 007 560-211**). Both versions of the Luminator Celis are included in the Accessories catalogue.

There is also a special four-page brochure available as sales support.



Luminator Metal Celis



Luminator Chromium Celis

Headlamps for the Mercedes Benz Sprinter

Within a wide range of headlamps, Hella is offering an H7/H3 twin headlamp optional with or without H7 fog light. The headlamps are serially equipped with an electric headlamp leveller and a pre-fitted 12V bulbs.

(without fog light 1EH 246 047-011/-021, with H7 fog light 1EH 246 047-051/-061)

The Hella twin headlamps for the Mercedes Sprinter can be used for all Sprinter vans that have been manufactured from 08/02 onwards. Regarding Sales support, Hella is offering a detailed product information. The H7/H3 twin headlamps are now also included in the main lighting catalogue.



IF Design Award 2004 for Jumbo 320 and Daytime Running Light

The iF design award is recognised as one of the most famous and most important design contests in the world. Whoever participates will differentiate themselves from the competition by the striking quality and shape of their products. Only very special products that are outstanding among a circle of products with an extremely high quality of design are awarded the iF Design Award. Each winner receives the coveted iF Certificate.

For the forthcoming year 2004, Hella received the popular Design Award 2004 for not only one, but two accessory products in the lighting sector.

The driving lamp Jumbo 320 and the new clear-glass Daytime Running Light were successful against 735 competitors with 1.630 products from 32 countries. This generated world-wide recognition for Hella as a high-quality manufacturer.

The iF label emphasises Hella's outstanding competence in the field of design and innovation to its customers and the end consumer.

In the future, Hella's achievement will be highly beneficial for remarkable differentiation within the market, as the iF label will be a consistent indicator for Hella's outstanding performance throughout all of Hella's future marketing measures.

For further information log onto: www.ifdesign.de



iF-Award winners: Jumbo 320 (above) and Daytime Running Light (below).



Classic look: the new design combination rear lamp for the Volkswagen T5

As the successor to the T4, the Volkswagen T5 is already well established in the segment of minibuses or large multi-purpose vans.

Hella knows from experience that there was great interest in lighting accessories for both front-end and rear-end for the T4.

Hella has now developed a design combination rear lamp with a darkened look especially for sporty car drivers and those who love classic vehicle design, but also for ambitious family men and women, too.

In short, for all those who want to give their vehicle an individual appearance and make it stand out from the series version without having to make compromises in terms of quality.

The lamps fit the VW T5 Multivan, California and Transporter from model year 04/2003.

The part number of the design combination rear lamp VW T5 is on the left **2SK 008 579-151** and on the right **2SK 008 579-161**.

Detailed information about sales support can be found on the Hella website under new Hella Design Product section.

New design combination rear lamp



From 2004 onwards, the design combination rear lamp VW T5 will also be included in the Accessories catalogue.





New hand lamps from Hella

Hella has extended its professional garage hand lamp range by 4 new lamps: the 12 V and 24 V (8 Watt) hand lamps in a new design with blue caps and handles.

These are variants of the existing hand lamp HL 08-545 (2XM 001 974-041) for use in the low-fuse voltage range of 12 V or 24 V.

The new versions are perfect for flexible and safe use at the vehicle and can be

used wherever there is no 220 volt supply available or permitted.

With the special connectors, the cigarette lighter socket plug or vehicle battery clip, the lamps can be used directly at the vehicle. They are fitted with quick-change brand-name bulbs surrounded by splinter protection foil.

This means that there is no danger of glass splinters causing injuries or damaging electronics if a bulb does

break. A 5 m cable as well as an integrated new electronic ballast are standard fittings on the 12 V and 24 V hand lamps.

The 12 V and 24 V hand lamps conform with the specifications of EU guidelines 72/245/EEC and 95/54/EEC. This certifies that the hand lamps do not radiate any interference signals that could have a negative influence on the on-board electronics (e.g. triggering of the airbag, causing ABS to fail etc.)

Hella has a flyer available as sales support which provides information about product features and advantages.

In addition, several press releases on the subject of Hella hand lamps can be found on the Internet.



Flyer for the new 12 V and 24 V Hella hand lamps

Plugs and sockets - new products and range highlights 2003/04

...is the name of the latest leaflet Hella is using to present a clear summary of product information, part numbers and up-to-date illustrations of plugs, sockets and adapters.

Specially featured are the short adapters (extremely short adapter **8JA 008 969-001** and mini short adapter **8JA 008 981-001**).

The compact design, OE quality and optional single-handed operation thanks to an insertion aid on the super short adapter, make these a real range highlight for 2003/04.

The adapters are suitable for universal use in passenger cars, caravans and trailers.



Extremely short adapter



Mini short adapter



Leaflet on plugs and sockets

Hella back-up alarm

Back-up alarms increase the safety of people in the danger area of reversing vehicles. When the reverse gear is engaged, an intermittent signal is sounded (approx. 60 signals per minute). In case of back-up alarms with two signal tones, the first is used as the reversing alarm and the second one as a warning tone, e.g. if the oil pressure is too low, the engine overheated, the support jack stand is being extended, the crane jib is being pivoted etc. (version **3SL 009 148-071**)

The housings of the Hella back-up alarms have been cast in EPOXY

RESIN and are therefore protected against humidity, soiling and vibration. Furthermore, they are protected against polarity inversion and voltage peaks.

The back-up alarms are suitable for universal use for passenger cars, commercial vehicles, trucks, buses, agricultural and construction machinery, fork-lift trucks and mobile working platforms. This means the target group covers an extremely wide spectrum, from general wholesalers to special OE customers.

All back-up alarms can be used with 12 V and 24 V. In addition, Hella sup-

plies one version for the 48 V range (part number **3SL 009 148-061**).

Hella back-up alarms are listed in the main catalogue and the electronic catalogue.



Back-up alarm



Electronic news from Hella

In the Electronic section, Hella already offers 20 different product groups with 500 products and altogether 7.500 vehicle applications. Even though, we are continuously improving and extending our pro-

duct portfolio by developing new attractive goods for our sales range. At the beginning of the year 2004, Hella will extend its attractive range of sensors by 30 new products.

Hella original parts have got original equipment manufacturer quality. Due to cooperative partnerships with leading original equipment suppliers, Hella is able to offer a highly efficient, high-quality supply out of one source.



Selection of sensors



New spare parts in AC range

Hella has widened its range of vehicle specific spare parts by the following:



Evaporators



Compressors

Product Group	Applications	Article No.	Availability
Condensers (product information 103_03)	Renault Scenic (JA) Opel Corsa C (van)/ Vauxhall Corsa Mk II (Corsavan Mk II) filter-drier	8FC 351 300-511 8FC 351 300-601	immediately February 2004
		8FT 351 197-311	February 2004
	Compressors (product information 106_03)	BMW 3 (E36) Cabrio/ Coupé/ Touring - remanufactured	8FK 351 109-661
Renault Safrane (B54) Audi A4 & A6 (Avant), Skoda Superb, VW Passat (Variant) - remanufactured		8FK 351 126-121 8FK 351 126-961	immediately February 2004
Smart (MCC) Cabrio/ City Coupé (MC01) - remanufactured		8FK 351 131-631	February 2004
Opel Omega B (Caravan)/ Vauxhall Omega (Estate) remanufactured - please see OE-number		8FK 351 132-591 8FK 351 132-601	immediately
Renault Clio II - remanufactured		8FK 351 134-851	immediately
Filter-Drier (product information 105_03)	Subaru Impreza (GC)/ Coupé (GFC)/ Station Wagon (GF)	8FT 351 197-621	immediately
Evaporator (product information 104_03)	Renault Megane I (BA) Aston Martin DB7 Vantage & Volante, Jaguar XK8 Convertible (QVD) & Coupé (QEV) - RHD	8FV 351 211-111 8FV 351 211-121	immediately February 2004

New tools in the Air Conditioning range

Hella has recently widened its range for air conditioning tools:

New products for leak detection In order to locate leaks in automotive air conditioning systems, the usage of UV lamps is a common method. A fluorescent leak detection additive will be added to the refrigerant and in case that a leak exists, the additive emerges together with the refrigerant. The leak is detected by an ultraviolet lamp which illuminates the fluorescent liquid.

Please note, that for existing products, Hella has changed part numbers as follows (see picture):

a) UV leak detection lamp with 12V-UV bulb

(predecessor was 8PE 351 225-051)

- With battery clips for connection to the vehicle battery

- 5m connection cable

- UV protection glasses

Your advantage: This UV-Lamp is suitable for mobile use

New article number:

8PE 351 225-381

b) UV leak detection lamp now with 12-UV-LEDs

(predecessor was 8PE 351 225-041)

- LED with average lifetime of 500 - 1.000 h

- Power pack

- Rechargeable batteries

- UV protection glasses

Your advantage: This lamp comes now with LED and therefore has a higher light power as well as a better light output. It is environmentally friendly, since the batteries are rechargeable up to 1.000 times. The lamp is flexible, since it is wireless.

New article number:

8PE 351 225-371

In addition, Hella has enlarged the program by another leak detection lamp which comes with a light head of 5-UV-LEDs (see picture):

- Average LED lifetime: 500 - 1.000 h

- Flexible swan-shape neck

- The handle comes with Mignon / AA batteries

- UV protection glasses

Article number: 8PE 351 225-301

(also available in a plastic case under **8PE 351 225-311**)

Your advantage: This lamp with swan-shape neck offers you very flexible handling as it reaches spots otherwise difficult to access. Moreover, you might order as an alternative to the standard 5-UV-LED the following lights heads:

- 4-UV-LED head with additional lens for focussing the light (→ better illumination on a small surface)

8PE 351 225-351

- 5-LED-head with normal white light, i.e. can be used as a normal work lamp (→ cannot be used for leak detection!)

8PE 351 225-361

All products are immediately available. For further information, please consult the Hella product information number 85_03.



UV leak detection lamp with 12V-UV bulb

New



New leak detection lamp with 5-UV-LED light head



Hella at the Equip Auto 2003

Once again, Hella's appearance at the Equip Auto in Paris, France has proven to be a big success.

The total traffic at last year's trade show was 6% higher than it had been in 2001. 132.000 people visited the impressive 20.000 sqm venue in Paris, out of which appr. 26% were international guests (2001: 20%). Altogether 2.000 companies were present at the Equip Auto 2003.

Hella appeared with a 315 sqm stand, which was designed around the 4+2 strategy: There was an area for each one of the four corporate competence areas in each corner of the stand and two further areas, which were dedicated to Technical Support and Sales Support.

In addition our colleagues presented a 'New Technologies' area containing the new 'E-Motion Factory', 2 plasma screens with HSP and Lighting videos and three interactive terminals. The terminals displayed the successful 'Lightdriver' game, the off-line CD-Rom for starters & alternators and the public website / Aftermarket Club (linked to an internet connection). This area and the three terminals were particularly

popular among the visitors and generated a lot of traffic for the Hella France team. Altogether more than 370 wholesale customers visited the Hella exhibition stand.

As a glamorous plus, during the trade show Hella was awarded with the silver prize at the 'Grands Prix techniques de l'innovation' (International Grand Prix for Technical Innovation), in the 'New Technology Area' for the lane departure warning system of

the OE range. This award is of high prestige, as it is presented to manufacturers within the global automotive industry for outstanding innovation and technology by a jury of 74 international members. This is following up on Hella's success at the Equip Auto 2001, when we were awarded with the silver prize for the radio-controlled connection system in the category 'Aftermarket, service and accessories'.



Award ceremony: Lionel Poncin (Hella France) and Dr. Tilmann Seubert (Hella Lippstadt)



New Technical Information sheet about the CAN data bus

The Technical Information sheet about the CAN data bus gives detailed technical know-how from the core competence area of electronics, providing support for wholesalers and garages.

CAN stands for Controller Area Network. The data bus allows rapid data exchange in all directions between several control units. To visualise this, one can imagine that the CAN data bus transports a large amount of information just as a normal bus transports a lot of people. Without the support of the data bus, all the information would have to be fed to the control units through a large number of wires; with the CAN bus, 2 wires are enough.

A new Technical Information sheet with a detailed explanation of the CAN data bus is now available. It provides detailed information about the development history of the data bus and the structure and function of the CAN data bus system.



Faster, easier data exchange via CAN data bus

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In addition, the Technical Information sheet explains the structure of the data protocol, the signal characteristics, and diagnosis of the CAN data bus. This Technical Information sheet can be requested directly via the respective wholesalers, provided they are registered in the Aftermarket Club.

***"We buy all our starters
and alternators from Hella.
It's the way to win."***



Starters and alternators from Hella are available for 97% of European, Japanese and American vehicles. Hella's product range is growing steadily (currently more than 2,500 remanufactured articles). The remanufacturing process fulfills the quality requirements of the motor industry and is under constant quality control. When are you going to switch to Hella?



***Ideas today for
the cars of tomorrow***