



# History, People & Competences

*All about HC-CARGO*



*Your Trusted Partner*

## People and expertise

*We are happy to assist you with know-how and experience in your daily business.*

Our vision is to create value at all levels. With a forward-looking and customer-oriented approach we build sustainable relations and assist our partners and customers in running successful businesses. Our business relations help us to remain

Decades of market presence have given us experience in

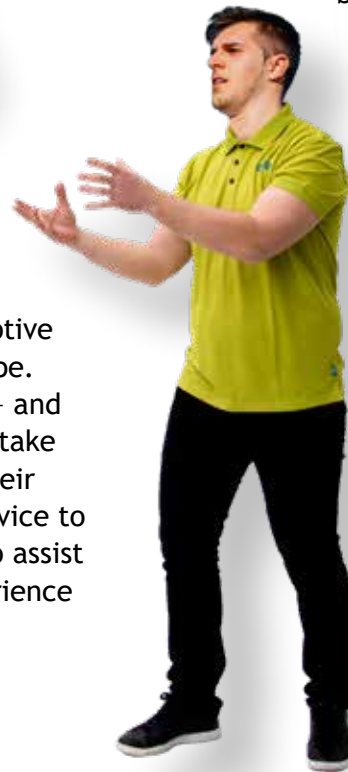
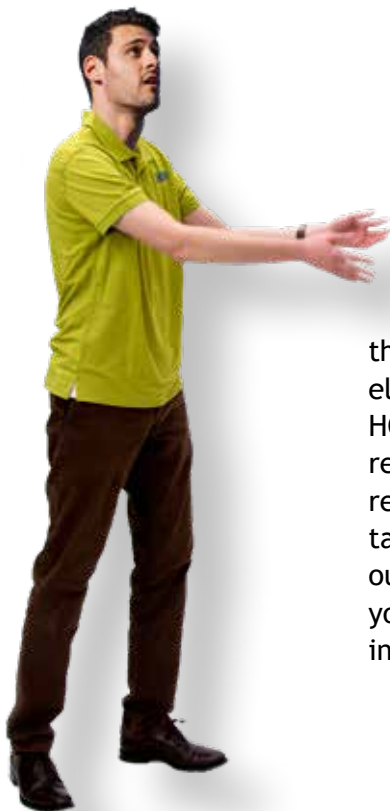
- in-depth market knowledge
- handling innovative products

Furthermore we have excellent contacts to aftermarket manufacturers, so you can be assured that we live up to the industry's benchmarks benchmarks and our high quality standards.

All these things considered, this gives us the expertise to help you find the best solutions for your business and customers, now and in the future.

You are always welcome at HC-CARGO.

the leading supplier of automotive electrical components in Europe. HC-CARGO's high performing - and regularly trained - associates take responsibility and dedicate their talents to ensure the best service to our partners. We are happy to assist you with know-how and experience in your daily business.



## Quality is key to us!

Our dedicated technical team constantly ensures product quality through reliable and sustainable processes!

- We are using
  - ✓ Optical tests
  - ✓ Fit and function tests of spare parts (both electrical function and dimension)
  - ✓ Performance and endurance (incl. break-down and temperature) tests
  - ✓ Knowledge and solid experience

Annually we are testing more than 4,500 parts and units. Only when tests have been successful, are the products approved and released for sale.



*Your Trusted Partner!*

# Auto electrical parts is our domain

HC-CARGO is the leading distributor of components for the automotive aftermarket for electrical parts in Europe.

First, it's comprehensive in function: you find all the parts you need to repair vehicles. From spare parts for starters and alternators to the units themselves, A/C compressors, lighting products and many other auto electrical spare parts.

Second, it's comprehensive in application: whether for passenger cars, commercial vehicles, agricultural machinery or marine applications, you will find the right product. The conventional workshop will find just as much as the big remanufacturer.



## History

In 1963 Mr. Holger Christiansen (1927-2000) laid the foundation for the HC-CARGO success story in the city of Esbjerg, Denmark.

HC-CARGO has faced all the market changes and technical developments with its forward-looking and customer-oriented spirit, which is still the driving force for all our employees.

For more than 60 years, customers have come to appreciate not only the high quality of HC-CARGO products, but also the excellent service and the strong partnership.

Nowadays, HC-CARGO starters, alternators, auto electrical spare parts and accessories are a firmly established feature of the independent automotive aftermarket.



*Holger Christiansen A/S  
has since 2008 been a  
Bosch Group Company.  
HC-CARGO is our brand.*



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# Quality Products for every Purpose

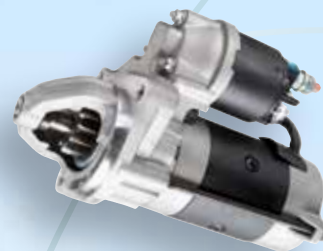
Whether you need products for passenger cars, commercial vehicles, agricultural machinery or industrial equipment, make sure to call HC-CARGO first!

With HC-CARGO as your supplier you have access to one of the most broad product ranges within autoelectrical parts. All of our products are price competitive and of a quality that you can trust.



## Starters, Alternators, DC-Motors & Dynastarters

- Comprehensive program
- For passenger cars, commercial vehicles, industrial machinery, agricultural, marine and various outdoor power equipment
- Detailed application list and cross references
- All units are sold outright (i.e. no core charge)

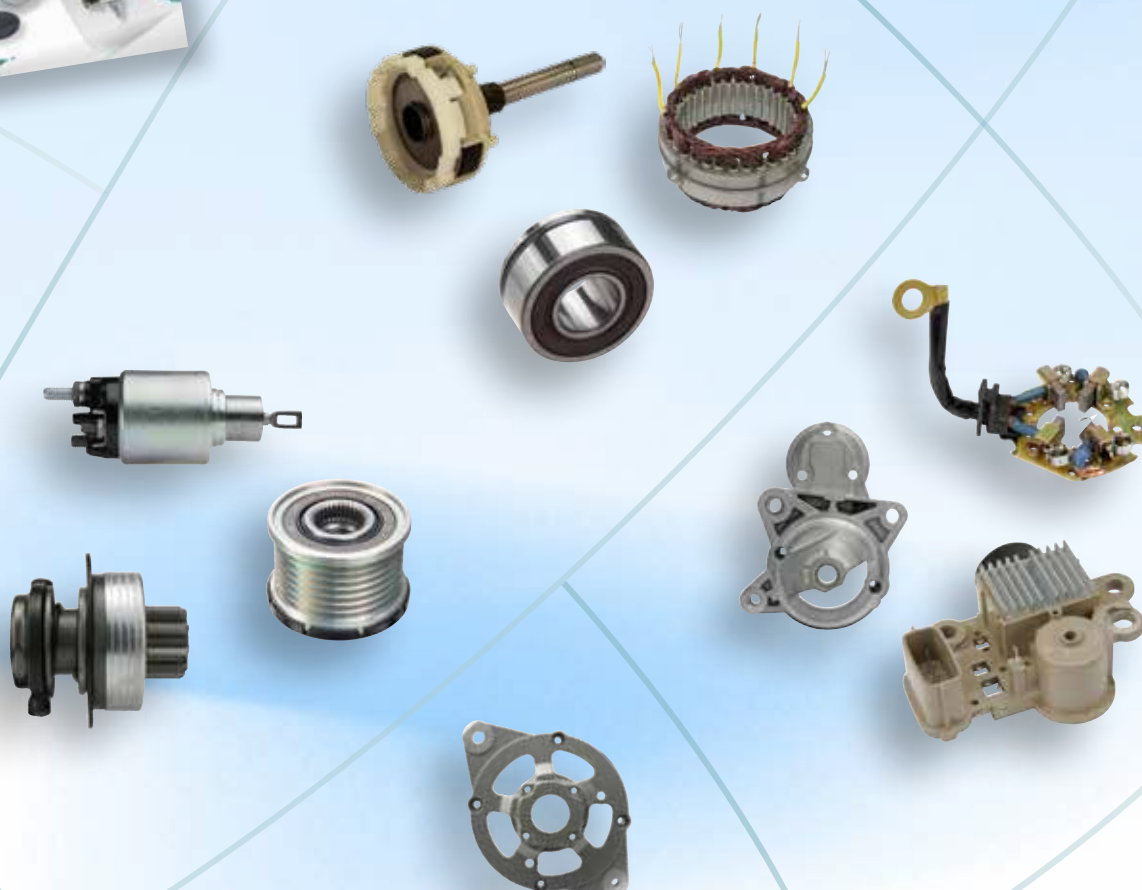


# Quality Products for every Purpose

## Comprehensive range of starter and alternator components

High market coverage with all relevant parts for a total repair solution

- Extensive range of main components like regulators, rectifiers, stators, rotors, brackets, pulleys (for alternators) and armatures, field coils, drives, solenoids, planet gears (for starters)
- Various small parts like bearings, brushes and slip rings (for alternators) and brush sets, brush holder, bushings, contacts (for starters) or complete repair kit solutions
- Quality tested aftermarket products to secure perfect fit and easy installation
- HC-CARGO components are used in production of leading reman brands





# Thoroughly tested products & processes

## Worry free returns

If your product wasn't used for whatever reason, we offer a 90 day returns policy, making it easier to get it back to us and clear your shelves for the products you really want to stock.



## 2 year warranty

- We pride ourselves on excellent quality and back this up with a 2 year warranty, giving you peace of mind in your product choice.

## Rigorous test procedures

- Our QA engineers test the parts for interaction, perfect fit and easy installation before they are approved and released for sale. Our test procedures ensure that we keep our promises.



## Certified systems and processes

- Our competent and dedicated engineering team ensures reliable and particular sustainable processes. We are awarded with ISO 9001 certification.

## HC-CARGO and Bosch as the perfect quality alliance

- We apply both our own and Bosch standards for quality controls and audits at suppliers
- Choose high standards without making compromises

## Get access to our data universe

### Always up-to-date

- Live, online data sheets

### Technical specifications,, photos and bill of materials (BOMs)

- Access to our extensive base of Master Data
- Cross Lists - including references to OEMs,
- Competitors and car manufacturers applications lists. We offer application lists with the latest vehicle fleet information
- TecCom: Order Manager
  - enquiries as to price and availability
  - place orders
  - get order confirmations and dispatch advices

### Marketing

- 360 degree product photos
- A variety of printed marketing materials
- Support with materials for fairs and events



Your Trusted Partner!

# Professional Logistics Set Up Top Class Delivery Service



## Delivery performance - your security for supplies

- Overall delivery performance to customers: >90% (2023)
- Advanced scanning system = high picking quality and low claim rate

## Fast delivery

Delivering from our warehouses, we can offer next day delivery\*.

We use multiple delivery partners to ensure you have the best range of service available at affordable prices, allowing you to make the best choice for your requirements.

*\*We can offer next day delivery to most locations.*



Your Trusted Partner!

# Becoming greener and cleaner

Our competent and dedicated engineering team ensures reliable and particular sustainable processes.

We are continuously optimising our energy consumption in our premises. Dedicated efforts in our Facility Management department keep us on track and we always strive to achieve the best possible solutions.

## Why repair units?

Often it is simply cheaper and a faster solution for the customer. Replacing the broken or worn-out part(s) with HC-CARGO parts will still leave the customer with a top-quality unit. Especially if it is a rare OE unit, it will be more economical to repair.

In addition, when you consider the environmental aspect, repairs are better. You save raw materials when you prolong the lifetime of the unit. Further production costs (e.g. for energy, logistics etc.) are reduced, thereby lowering the environmental impact. Due to our dedicated work for remanufacturing, our plants are audited according to ISO/TS 16949 and ISO 9001.



## Our Value Proposition



Our extensive range of repair parts includes common & hard to find items. Current data can always be found at our website.



Proven quality parts at a fair price, allowing you to make value for money, quality repairs.



HC-CARGO is your contact for specialists and dealers. You get a direct line to our internal experts and online access to our technical data.



HC-CARGO is the complementary mid-price brand of Bosch, which gives you an attractive repair alternative without sacrificing our high standards.



HC-CARGO strives for availability of minimum 90% (proven over last 5 years) of our portfolio within Europe within 24 hours, and ships hassle-free to any place in the world.