

## VALX' EXPANSION IN EUROPE CONTINUES

*VALX' goal is to achieve over 10% market share within 3 years of operation*

VALX bv, the new European trailer axle manufacturer from Valkenswaard, The Netherlands, has made good progress in expanding their reach in the first year of operation. Since early 2011, VALX delivers 9 tons trailer axles for semi-trailers from stock throughout Europe. Their goal is to reach over 10% market share on the European axles market within 3 years of operation.

For the South European market, VALX have already reached long term agreements with several trailer constructors to supply trailer axles for a significant part of their productions. This will grow steadily in the upcoming years of cooperation.

The deliveries for over 800 vehicles have already been done to the Spanish market, and VALX expects to reach a 20% market share in Spain at the end of 2011, with expansion in 2012 and 2013.

Mr. Hector Rodriguez, VALX sales manager for Southern Europe, states: "This is already a beautiful achievement after months of preparation between VALX and the trailer constructors. Even as a new company, all business related issues such as after sales have to be in place before these long term agreements can be handled. By carrying out the VALX philosophy of open and cooperative communication to customers, made this successful. We are very happy the Spanish market sees such big potential in VALX, which is an important base for us in order to keep developing our future plans in the market.

Together with several customers, we have visited the 1.6 million m2 plant of Fuwa in Taishan, China, where we produce our axle beams. Customers have seen all processes in this brand new dedicated VALX hall, with state of the art machinery. We showed quality control procedures and the fulltime employees VALX have settled there. Customers are convinced this cost-effective tool is at least equal to European quality standards. The negotiations between the business and VALX in Spain have been pleasant and we are eager to extend our cooperation there in the future."

In order to building up their awareness and creating knowledge about the VALX axles with their customers, VALX is giving technical and after sales workshops and courses in Madrid, Spain at the moment. And, to take care of an effective support and after sales network in Southern Europe as well, VALX has set up a 24/7 European breakdown service and has over 600 maintenance- and spare parts centres in Europe, of which 40 centres are located in Spain and Portugal.

### **Intermobil and VALX sign distribution-contract for Turkish market**

*In expanding their reach in Europe, VALX has signed a distribution-contract with Intermobil in Istanbul, Turkey.*

Intermobil, founded in 1954, is one of the most well-known companies in the Turkish automotive industry. Intermobil has been the representative and distributor of numerous leading brands, such as: **Wabco** - manufacturer of air brakes for commercial vehicles; **Hella** - manufacturer of automotive lighting, electrics and electronics; **VDO** - part of Continental Group, producer of electronic and mechanical instruments for commercial vehicles and passenger cars and **Weweler** - part of VDL Group,

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manufacturer of parabolic and multi leaf springs and air suspension systems for commercial vehicles.

**Intermobil** has been a long time solution partner for the Turkish automotive sector with its technical and commercial teams.

As from April 2011, Intermobil has come to an agreement with **VALX** for the representation and distribution in the Turkish market.

### **New Customers**

VALX can add again some new names to her customer list. **HSF Logistics**, with 600 reefer-trailers a large Dutch fleet, have ordered the first trailer on VALX axles.

Also the Dutch transport company **Koopman Logistics Group** in Nijkerk, The Netherlands, have several trailers on VALX axles in their fleet.

**Knapen Trailers**, one of the largest Trailer Constructors in The Netherlands with 600 vehicles built per year, is also a new name for VALX to add on their customer list. The customers in Spain are, among others, **Lecitrailer, Parcisa, Guillen** and **Prim-Ball**.

For **Meulenberg Transport** in Urmond, who focus mainly on intermodal transport and warehousing in The Netherlands, Belgium and Germany, a nice feature came along with their order via **D-Tec**: They appeared to order the 1000<sup>th</sup> trailer built on VALX axles in Europe. Their ordered chassis has therefore been equipped with this news. The private-owned company **Meulenberg Transport** is celebrating their 90<sup>th</sup> anniversary in 2011.

Meulenberg has more than 80 employees, 45 trucks and 100 trailers and is still growing steadily. They are a significant player in the Benelux and Germany for transport and warehousing with 3300 m<sup>2</sup> warehousing, yearly transportation of 75.000 20" sea containers for, among others, Sabic, Sappi and DSM and 12.000 loads carried by tilt trailers.

### **Fairs**

VALX will be present on Solutrans 2011 in Lyon, France, which will take place from 29 November to 03 December 2011. Also, the preparations for the IAA in September 2012 have already started for VALX. They will bring spectacular news and new features with them to the largest European Automotive Fair, positioned in Hannover, Germany.

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### **Information**

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High-resolution photos can be downloaded at [www.valx.eu](http://www.valx.eu) under News -> High resolution Photos. You can also view the earlier press conference about the VALX launch under Press & Publications.



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**VALX**  
GOING THE EXTRA MILE

*VALX is subsidized by the Ministry of Economic Affairs / SenterNovem, Brabant Province, SRE and Limburg Province, The Netherlands*