

Issue 37



WIRED

16th September 2016

EURO CAR PARTS PRODUCT NEWS



WIRED

“You can't build a reputation on what you are going to do.”



AS Cats



Diesel Solutions



Brembo



VOC



Pagid



PCL Compressor



A-max



New Literature



OE Badges



Competition



Aircon Station

React

Klarius™

To order from Klarius

For a number of years AS has been one of the Key suppliers to our REACT range of Catalytic Converters and DPF's. AS is a Spanish supplier that have been supplying Type Approved Cats in the European and UK markets for a number of years.

They have an aggressive development programme and have developed many numbers that are just not available from UK Suppliers. They are also about to release around 50 Euro 5 Emissions part numbers. They have also have just introduced a range of Diesel Particulate filters.

Stock of this product was previously kept at NDC, but due to space constraints the product is now kept at Klarius' Distribution Centre at Cheadle, Stoke on Trent.

This product can now be ordered through K8 in the same way that Klarius parts can be ordered through K8 by 'PUR' ing them, the supplier will come up as PAT0501, this is OK, just continue through the process and the part will be delivered next day with your Klarius delivery. You can check availability via the Klarius stock file on ECPedia

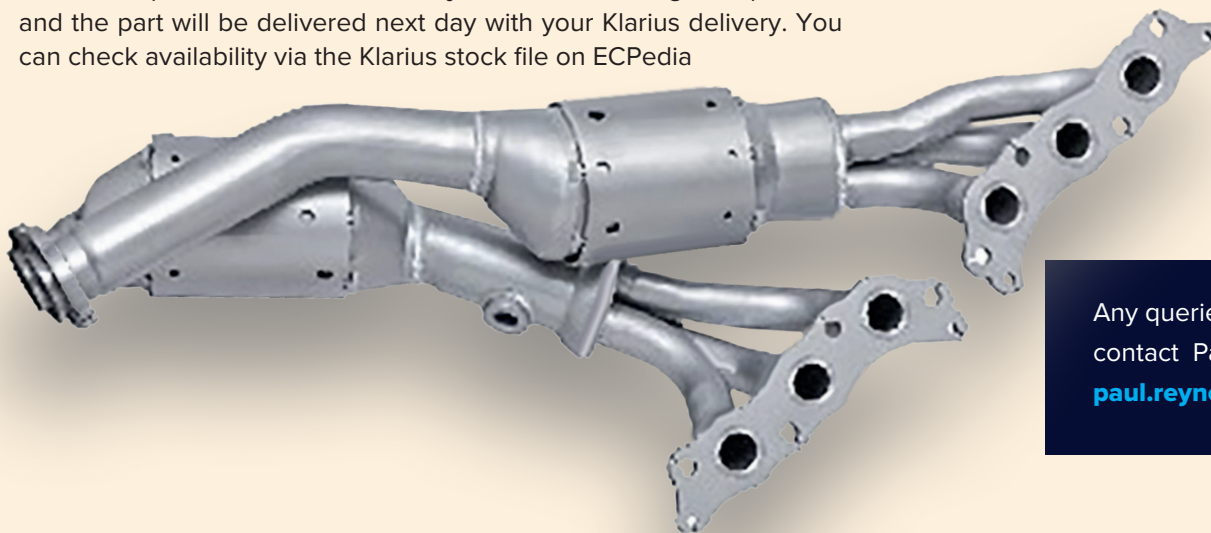
Key Facts

Fully Type Approved

Full 2 year Warranty

Market Leading Range

90% of production is Exported



Any queries, please
contact Paul Reynolds on
paul.reynolds@eurocarparts.com

New to range

Brembo Xtra/Max

Brembo have just released a range of new brake disc's for some popular vehicles, inc. Subaru Impreza STI (5x100 PCD 294mm), Audi TT, Mini R53 to name but a few.



The new range of is characterised by special drillings which combines aesthetic appeal with brilliant performance and effective braking in all conditions.

The holes produce a scraping effect that cleans the surface of the pad from hazardous material deposits, thus preventing that even the slightest amount of ferrous



Brembo Max are slotted (grooved) and painted discs that provide superior braking performance in all conditions, especially on slick surfaces, optimising road performance and ensuring continuous renewal of the friction material. Brembo Max features exclusive grooves that ensure constant renewal of the friction material (Micro-shave effect), preventing pad surface glazing.

One of the Brembo Max grooves is designed to allow direct and immediate control of the brake disc wear conditions. Total fading of the groove means that the minimum recommended thickness has been reached; the driver therefore knows that the worn disc must be replaced.

material – that come from the brake disc wear- can sediment on the friction material of the brake pad.

The holes serve to prevent water film that may form on the braking surface. Even when driving on slick roads the brake system responds effectively already at the first braking.

The presence of the holes leads to greater air circulation, resulting in improved heat dissipation capability and its increased performance.

For help with this, or anything else performance related, please contact us through webchat putting "Performance" as the title.

Brake Clinic

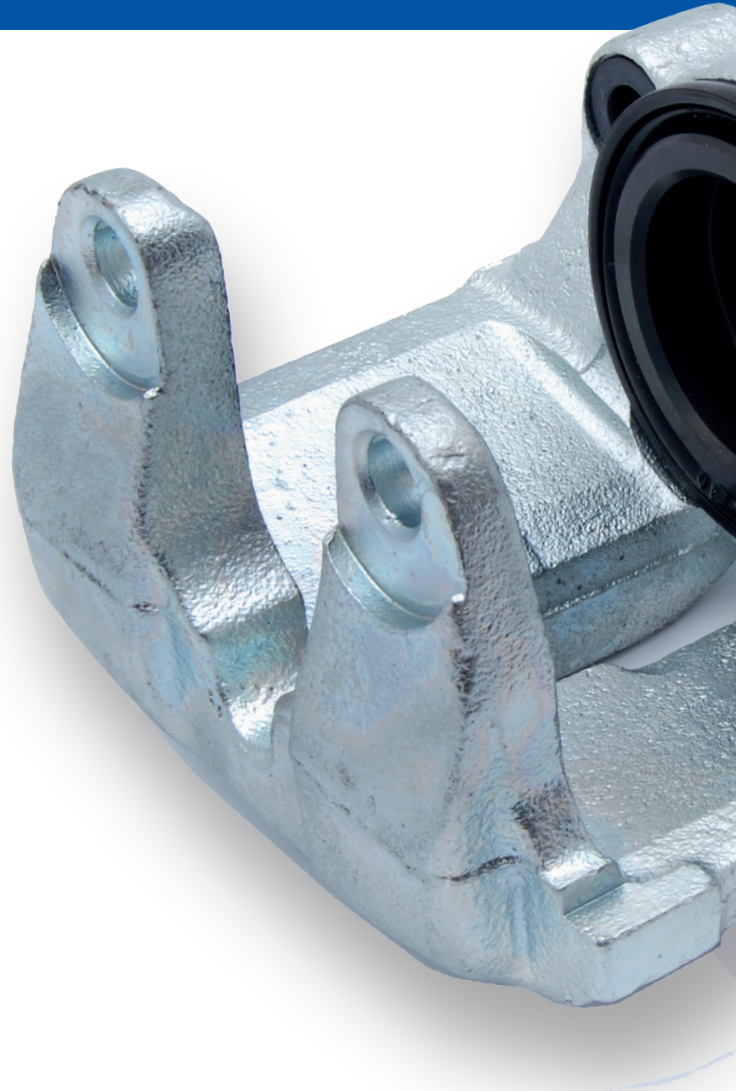
Remanufactured Brake Calipers

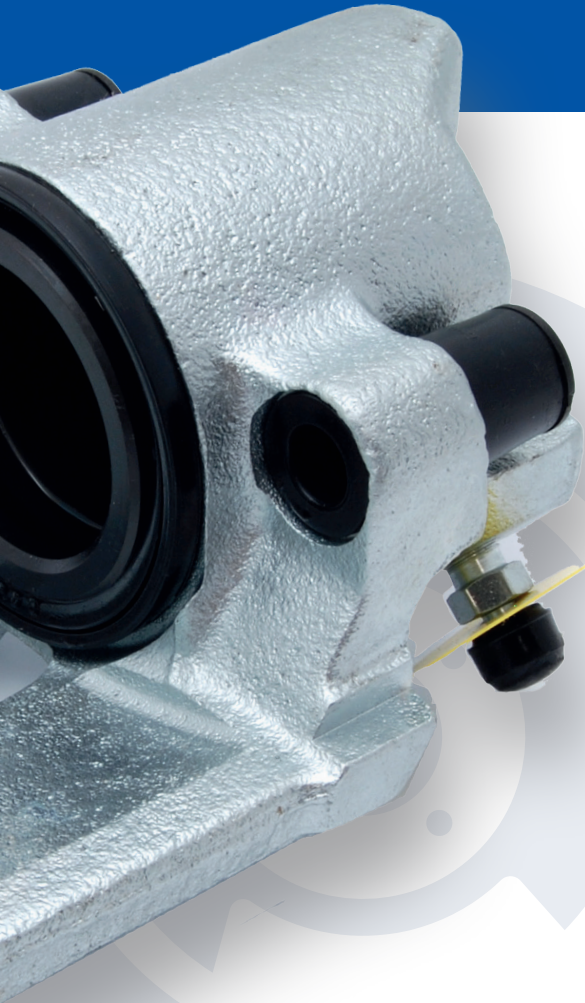
Pagid Brake Calipers are remanufactured and as such we have to rely on caliper core – which are old units that have been on the car. The remanufacturing process is complex and only the caliper castings are re-used. All of the seals, pistons and handbrake mechanisms are replaced and the caliper castings are sandblasted and plated. Furthermore, all Pagid remanufactured calipers go through a functionality test to ensure they are fully operational.

However, due to the nature of having to rely upon the old cores, there will be some availability issues especially on rarer vehicles. Therefore, we are able to offer a “Reman & Return” service on brake calipers.

Below is the set procedure that you and your customer must be aware of and adhere to:

- All paperwork and purchase order processing will still be managed by Special Orders
- Existing part numbers must be used for any reman & return caliper. This is to capture the demand against that part number to help with availability.
- Process the special order request using ECP ref
- If we already have ECP part numbers created for the application a request to spec orders can be processed with clear instructions regarding reman
- If unidentified we can use a “dummy” number to make the return and when the supplier identifies we can transfer the orders to correct part.





- **Brake Engineering = 133770221**
- **Drivelink = 133770223**
- Goods will be collected by appointed carrier directly from your branch, however you must;
- Parcel up ready for collection as safely as possible > include any special instructions.
- Ensure that sufficient labels are attached to the actual caliper inside box in case parts become detached from box > clearly mark for return with your return address.
- Carriage cost will vary with supplier. You will need to factor the carriage cost if quoting a customer. Special orders will quote the carriage where necessary.
- When booking the order to customer using existing ECP ref contact PM for temporary removal of the surcharge link.
- Not all calipers can be reconditioned, especially if there is damage to the castings / mounts. If this is the case, there is still a cost attached for the service that must be paid by the customer.

If you require any further assistance,
then please do not hesitate to contact the PM team:
Aaron Spencer: aaron.spencer@eurocarparts.com
Ehsan Arabalizadeh: ehsan@eurocarparts.com

A-max

Performance
Speed, style and passion

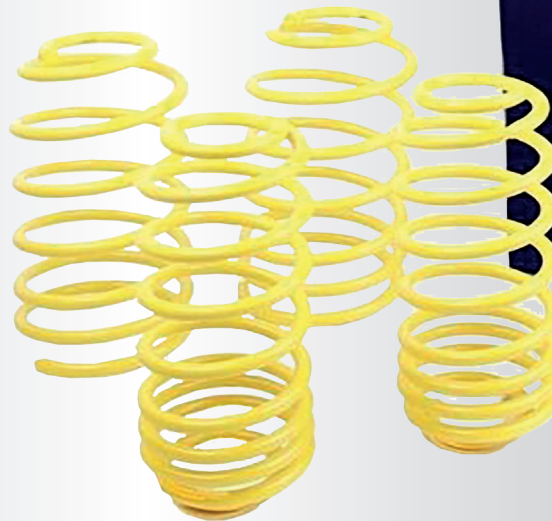
A-max Lowering Springs

Due to popular demand we have increased our range of A-max Lowering Springs. We now have 40 Sku's available in stock and live on Topcat. These include applications for the popular Transporter T4 and T5/T6, various VAG's, BMW's, Fords and others.

A-max is an exclusive brand to Euro Car Parts and is an affordable quality lowering spring which is aimed at the price driven consumer who wants a lowered and sportier ride but at a cheaper price compared to other brands on the market. Springs come powder coated in bright yellow to ensure longevity and rust prevention and come with 1 year warranty. In most cases they are designed to fit the standard shocks or also work well with uprated shocks.

We can offer great trade discounts on A-max springs so your trade customers can benefit in selling to the end user and make good margins. If your customer is a reseller and requires a detailed application guide please contact the product team.

Please reach out to customers about our performance offerings for suspension. We can offer H&R/Apex/Amax/Bilstein/ST/KW/XYZ/WAT/Prosport/JOM so we really are a one stop shop for suspension!



WINNER

We were recently awarded 'Suspension Supplier of the Year' at The Workshop Power Awards.

If you have any questions, queries or need any help please contact the Performance team through webchat with "Performance" in the title.

New to range

OE Badges



Recently we have added more OE badges to our range of Bodyparts, and we now have the stock. Looking at the fastest moving OE parts, we have added more Ford and Vauxhall badges, and a few Nissan - in stock at the NDC or Swad.

You will already see them on the Interceptor quotes, they are in Top Cat, and you can find them as usual by cross referencing the OE reference in K8. In fact, we've sold lots already!

These are the highest volume of Interceptor opportunities, not every single badge, so these will give you a much larger opportunity to sell the badge when you sell the grille/bumper/bonnet than ever before.

And you can deliver more quickly than our competitors.

For clarity – these are the original OE badge, sourced by ECP – our competition is only the dealer network. We will continue to extend the ranges as we find the most competitive sources.

I know customers are not used to sourcing OE badges from ECP – so check all the OE refs on Interceptor opportunities and give them a call!



If you have any queries please do not hesitate to contact Chris Graham on christopher.graham@eurocarparts.com who will be happy to assist.

Aircon Station

Vehicle AC industry to challenge Defra over R134a top-ups...

The European trade body for the vehicle air conditioning sector says it is “gravely concerned” at the government’s apparent green light for top-ups of R134a by untrained personnel and even the general public – and an apparent U-turn over advice given by fellow regulator the Environment Agency just weeks previously.

MACpartners have vowed to challenge what it sees as a contradiction of the F-Gas Regulation, which bans untrained personnel from recovering HFC refrigerants. They said it will be addressing this matter with both Defra and the European Commission on behalf of its members and all stakeholders in the industry.

In a statement released in October, Defra pointed to what it saw as a distinction between top-up and recovery of refrigerant: “Defra believes that such restrictions do not apply for the servicing of MAC, only for the recovery of F-gases in such systems.

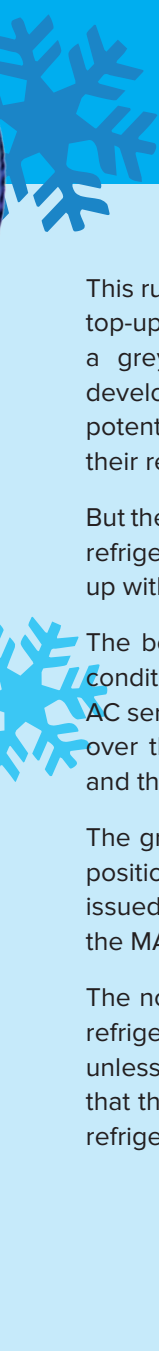
Therefore, the UK government believes that it remains legal to sell F-gases for use in MAC systems to those who do not hold recovery qualifications.”

Defra added: “Such F-gas products must still comply with the 2014 Regulation, which requires that they are sold in refillable containers (Article 11(1) and Annex 111) with suitable provision having been made for its return for retrofitting.”




defra

Department for Environment
Food and Rural Affairs



This ruling appears to underline that ‘conventional’ aerosol top-up cans of R134a are non-compliant, but it remains a grey area, as top-up products have recently been developed with refillable containers which do comply, so potential purchasers are advised to check the status with their retailer.

But the Defra advice does apparently clear the way for non-refrigerant-qualified staff to do servicing work and topping up with other containers.



The body, which represents all sectors of the vehicle air conditioning industry with a particular focus on aftermarket AC servicing, says it was “astounded” to hear of this U-turn over the purchase of F-gases “by unlicensed individuals and the general public”.

The group said it is concerned at the apparent change of position from only June, when the Environment Agency issued a notice to wholesalers, retailers and technicians in the MAC sector.

The notice stated that it was no longer legal to sell F-Gas refrigerants for the servicing of MAC in passenger cars, unless the customer purchasing the gas “could demonstrate that the person intending to install it held a qualification in refrigerant recovery”.

This, the agency said, was to comply with article 11(4) of the 2014 F-Gas Regulation and was based on advice from the European Commission.

MACpartners said it was particularly worried that the reversal appears to have been made only after “undisclosed” stakeholders questioned the authority of Defra to restrict the sale of the DIY refrigerant products, requiring Defra to seek further legal advice.

MACpartners said:

“This action by Defra not only allows the sale of so called DIY top ups of R134a to untrained service technicians and even further to the general public via auto spare parts outlets, but it allows untrained individuals to simply add refrigerant to a leaking system without seeking the services of qualified service personnel to properly recover the refrigerant from the vehicle and perform repairs.”

It added:

“The Defra ruling certainly appears to be against the best interests of the professional auto repair industry, and could lead to negative consequences for the vehicle being ‘serviced’ and to the environmental issue of F-gas emissions not being followed.”

If you have any queries please contact Aaron Macfarlane on
aaron.macfarlane@eurocarparts.com who will be happy to help



Diesel Solutions

Troubleshooting and diagnosing potential problems on a Diesel Engine:

Ok, so as sales advisors you may not have signed up to troubleshoot Diesel engines, but knowledge is power!! It goes without saying that if you don't know your product well enough, you can't sell it. Understanding potential faults within a Diesel engine will give you a better idea as to whether or not a customer needs a Diesel Injector, Pump or pressure regulator. Below are some common faults that are found on Diesel engines, with the spreadsheet in this link below outlines where the problem may potentially lie.

<http://bit.ly/2c3n5iA>

Contamination in a diesel engine:

Contamination either by petrol, water or any other foreign matter within the fuel system can cause a diesel fuel pump and diesel injector/s to fail. The internal parts within the diesel fuel pump and diesel injector get worn and one or a combination of the faults listed below in the trouble shooting chart occurs. If the vehicle has had contamination within its fuel system and you have had either your diesel injectors or diesel pump exchanged or repaired you must make sure you completely clean out the fuel system and replace the fuel filter before putting the replacement faulty parts back on to your vehicle.

Fault fuel injectors in a diesel engine:

The biggest result of Common rail diesel injector failure is due to excessive back leak or return flow. The cause of this would be internally worn parts i.e. the pilot valve, nozzles or seals. The faulty parts allow the fuel to travel back up the injector to the fuel system or diesel tank. The outcome of excessive back leakage is a drop in rail pressure, which

in-turn, results in the vehicle suffering from hard starting or not starting at all. Internal worn parts can also cause a delay in the start of injection which results in the vehicle running rough at low RPM or the vehicle not starting at all.

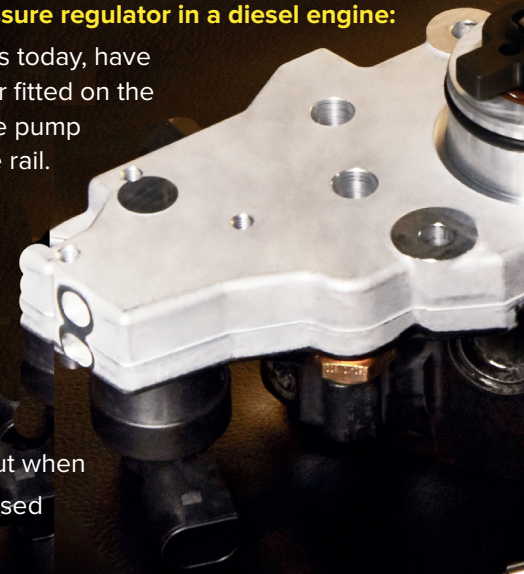
Faulty high pressure pump in a diesel engine:

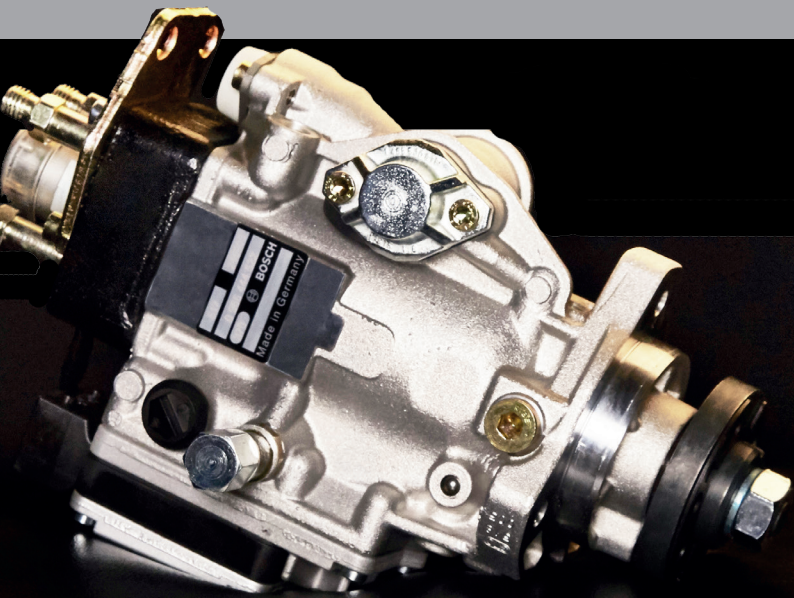
If the diesel high pressure fuel pump is faulty this will cause low pressure. Normally, the fuel pump fails due to internal parts being worn due to contamination (See Contamination above) or by your fuel pump breaking up internally which causes metal swarf to enter the fuel system. If this happens the injectors will also become faulty and you will need to clean out the whole fuel system before replacing the diesel high pressure pump and injectors. Failure to do so will result in the continued failure of the diesel high pressure pump and diesel injectors again.

Faulty sensor/ pressure regulator in a diesel engine:

Most Diesel vehicles today, have a pressure regulator fitted on the diesel high pressure pump and a sensor on the rail. If either of these go faulty the vehicle will have running issues:-

- Hard Starting
- Uneven tick-over
- Vehicle cutting-out when the RPM is increased



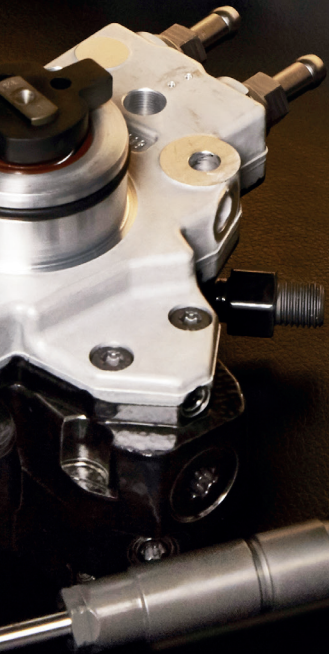


Diesel Injector blow-by Seat leaking:

Diesel Injector blowing is caused by one or a combination of the following symptoms. Difficult or hard starting / un-even running / erratic tick over or idle / black smoke on acceleration or tick-over / black tar (carbon) around the injectors. Diesel injector blowing is caused when the diesel injector seal has not seated correctly against the cylinder head.

You can sometimes cure diesel injector blowing by removing the injector, cleaning the injector from carbon and fitting a new copper sealing washer and refitting the injector.

On occasions this does not always rectify the diesel injector blowing due to the seat in the cylinder head being eroded by the escaping combustion gases resulting in the seat getting damaged.



Diesel Injector Wiring Harness:

Faults occur with injector wiring harness with vehicles that have cam driven injectors (Unit Injectors) under the rocker cover which allow engine oil to come into contact with the electrical connectors. Even with today's technology and diagnostic equipment that point to the injectors being faulty, this is not always the case and the fault is with the injector wiring harness.

Before having a diagnostic on your vehicle with the symptoms that that Injector wiring harness faults list below, check the electrical connections on the unit injectors have a good contact with the wiring harness.

If you have any queries please do not hesitate to contact Vinny Patel on V.patel@eurocarparts.com who will be happy to assist.

Workshop Solutions

What is a VOC and why are VOCs becoming a big topic?



Volatile Organic Compounds or VOCs are specific materials which evaporate readily and are found in the atmosphere from vehicle exhausts, cleaning agents, furniture polish and fabric softeners. Examples found in refinish coatings are xylene and butyl acetate, where they play an important part in controlling viscosity, flow and drying. In the regulations VOCs are 'solvents' that have a boiling point below 250°C at standard atmospheric pressure.

All industrial emissions of solvents are being targeted for reduction.

UK legislation covers coatings used for the refinishing of cars and commercial vehicles and sets limits on the maximum VOC content of coatings used at every stage in the refinishing processes.

Switching to Safe Solvents Gunwash and Parts Cleaner is an easy and very effective way of reducing VOCs at your workshop or bodyshop.

Safe Solvents spray gun cleaning machines are high quality, full integrated machines with built-in compressed air, gun wash pods, and requiring no professional maintenance. The cleaning fluids are non-flammable, usable on all paint types, and safe for disposal down workshop drains.

Having no contractual tie-in, a Safe Solvents spray gun cleaning machine will save you money over the term of your waste collection contract (twice, actually - because there will also be no 'green treatment' liability). What's more, running your Typhoon 450 cleaner will use less energy

than a conventional or heated or specialist machine, and using a non-flammable cleaning fluid will benefit you from reduced insurance premiums.

Safe Solvents fluids clean and degrease to the standard or regular toxic solvents whilst being non-flammable, drain safe, and requiring no specialist procedures or equipment. Used by top level motorsport teams, Safe Solvents fluid will improve safety in the workshop and simplify maintenance. Designed for use with Safe Solvents Typhoon range of parts, washers and spray can cleaners.

High performance cleaning liquids

No specialist extraction, storage, or safety procedures required

100% non-flammable and no toxic fumes

Separates from oil for easy in-house waste handling

Safe for drains

Also available in 5Ltr bottles

New to range



PCL Compressor

This new range of PCL Direct Drive piston compressors feature proven and reliable compressor pumps from 2HP to 2.5HP, direct driven by a high quality electric motor.

Each model is complete with automatic controls for ease of use and economical operation. These models provide a reliable and robust solution for semi-professional and DIY workshop applications.

Ideal for occasional spraying, nailing, stapling and basic inflation tasks.

Features & Benefits

- Fitted with genuine PCL 'Airflow' couplings on the outlet
- Twin outlets for greater flexibility
- Supplied with free bottle of SAE 30 motor oil for quick-start
- User friendly clear pressure gauges and oil level gauge
- Simple push on/off button start
- 12 month replacement warranty

Both of these new to range compressors come with a PCL AFG4H03 Tyre Inflator FOC (inside the box) worth £47.99

24Litre direct drive 2.5 HP Compressor
Part Number 568778340
Air Receiver 24 l
Air Displacement 206 l/min
7.2 cfm
Voltage / Phase 230 v / 50 Hz / Single
Motor 2 HP
1.5 kW
2850 rpm
Max Working Pressure 8 bar
116 psi
Sound Pressure Level 82 db(A)
Dimensions 59 x 28 x 62 cm
Weight 23 kg
List Price (ex VAT) £189.99

50Litre direct drive 2.5 HP Compressor
Part Number 568778350
Air Receiver 50 l
Air Displacement 232 l/min
8.2 cfm
Voltage / Phase 230v / 50 Hz / Single
Motor 2.5 HP
1.8 kW
2850 rpm
Max Working Pressure 8 bar
116 psi
Sound Pressure Level 89 dB(A)
Dimensions 75 x 34 x 66 cm
Weight 29 kg
List Price (ex VAT) £249.99



New Literature

BITS is BIGGER and BETTER

MANN UP! The latest edition of BITS magazine is finally here and should be at all branches by now.

This edition covers everything MOT, along with a big feature on MANN Filters, as well as 6 pages dedicated to braking and all this helps towards raising awareness on the key product groups in the 'Rewarding Excellence' incentive.

MANN has recently introduced Precious Plus cabin air filters offering extra protection and more comfort for drivers and car passengers and we are featuring MANN products on several pages inside and both covers of this BITS.

This BITS is **BIGGER** - as we increased the number of pages to 32 to feature more products, brands and special offers for our customers, make sure you read and digest all of them. The issue will be mailed to all MOT stations, so follow it up with a call!

Finally this BITS is **BETTER** and offers more:

- **Unbeatable prices** on the most popular products needed to pass the MOT test – exhaust and emission, steering and suspension products, wiper blades, bulbs, sensors, clutches, tools and all braking related products, everything is here.
- **Good reading** – more technical advices, more fitting tips and more articles in this BITS. Check out **Clutch Clinic**, have a look at **Step by Step on replacement of Air Suspension** and go through the MOT training offer, and talk to the customers about
- **New To Range** – we are welcoming ERA products in our range (ERG Valves, Ignition Coils, Lambda Sensors, Electric Fuel, Pumps, Ignition Leads, Air Flow Metres, Throttle Housings, Engine Sensors, MAP sensors, Brake Lights, Indicators, Wiper and Headlamp Switches).





- **FREE GIVEAWAYS offers** on all fast moving products - such as Consumables including Swarfega, Normfest and Wynn's, also FOC Brembo gloves and our well-known FOC bulbs stands. See next page for how to invoice all FOC products and make the most of it. that!

All offers in this edition of BITS are valid until the end of October. You can also view and download a copy via the following link -<http://bit.ly/BitsMagSept2016>

How to book FOC Giveaways

- **FOC Lucas Stand:** part number – **481 77 8082**; FREE 30 bulbs please book separately using following part number – 481778142 (please be aware the part number featured in BITS 481778042 is wrong, make sure you use the correct number)
- Normfest: Buy any selection of the Normfest consumables up to the value of £149.99 as a single transaction and get FREE stand (NOR71010081P) or stool with drawers (NOR000048P). Brake cleaners are not included.
- Consumables FOC offers – please use following part numbers:

Brand	Offer	Product Part Number	FOC Offer	FOC Part Number
WYNN'S	Buy 1 DPF Cleaner	555770840	get FREE Fast Orange	55577087P
Swarfega	Buy 1 Paint Remover	542771080	get 1 FREE	54277108P
Normfest	Buy 1 Magic Clean	NOR200025	get 1 FREE	NOR200025P
Pagid	Buy 12 Brake Cleaner	542770340	get x 6 Cera-tec sachets	52677025P
Abracs Cutting/ Grinding Discs	Spend £9.99 on Abracs	ANY Abracs	get an Abracs 19mm Spindle mounted wire brush FREE	54577412P

WIRED COMPETITION

Want a chance to win a Tom Tom?

All you have to do find all 10 words in the word search , and email your answers to wired@eurocarparts.com and ONE lucky winner will be picked at random. All questions are related to this issue of Wired.

The winner from Wired 34 was Reece Brown



WORD SEARCH

R	S	A	S	I	E	P	B	N	S	A	C
O	E	A	R	X	X	P	I	N	N	S	C
S	N	E	E	I	A	S	T	A	L	M	U
N	E	R	P	G	M	T	S	M	D	L	U
E	I	R	I	O	A	N	M	N	E	A	Z
S	A	D	L	A	O	E	A	A	F	E	D
E	N	D	A	D	E	V	G	I	R	S	D
E	T	F	C	I	O	L	A	R	A	L	P
E	L	R	R	E	O	O	Z	C	N	S	N
E	A	A	C	S	T	S	I	O	N	L	P
N	A	L	I	E	R	T	N	N	N	L	M
E	A	E	I	L	T	Z	E	T	N	C	M

Word List:

AIRCON
DIESEL

AMAX
MANN

BITSMAGAZINE
PAGID

CALIPERS
SENSOR

DEFRA
SOLVENTS