

Issue 26

A large, stylized white letter 'W' is centered in the upper half of the image. It is enclosed within a white square frame that has a 3D effect, appearing to float above the background. The background is a solid blue color.

WIRED

15th April 2016

EURO CAR PARTS PRODUCT NEWS



WIRED

“If you start by promising what you don't even have yet, you'll lose your desire to work towards getting it.”



Lion Batteries



The New Guide



New Publications



Diesel Injectors



INA Kit Plus



Aircon Station



Workshop Solutions



Wired Competition



Performance
and Styling

Lion Batteries

AGM (Absorbent Glass Mat)

EFB (Enhanced Flooded Battery)

We received an important message from one of our O.E battery suppliers about having an error in their catalogue and an AGM battery they have just discovered was fitted to some Nissan Qashqai 2012 - that they do not have in their range.

Our response was.... thank you but we mentioned this to you last year (and it's not AGM but EFB) we have already developed the battery in Lion and catalogued it in our Topcat; we also sell this to main agents as they have difficulty sourcing it. All our AGM and EFB batteries come from the very highest quality battery manufacturers in the world, they are far from aftermarket quality, (hence main agents purchasing them from us) and we were the ones who pushed them to manufacture these units for us when no one else saw the opportunities ahead.

We also have three other EFB and one AGM battery that no other O.E manufacturers have yet developed; they are in stock, catalogued and have been selling for nearly a year now.



All AGM and EFB batteries have a dedicated page in the Lion battery brochure. If you have any queries please do not hesitate to contact **Alan Knight** on alan.knight@eurocarparts.com and he will happy to assist.

New Publications

Workshop Solutions, Aircon Catalogue, Workshop Solutions Aircon



This week we have three new publications landing in your branches. The brand new 56 page Workshop Solutions Magazine, the Aircon Catalogue and the Workshop Solutions Aircon 16 pager.

The latest edition of the Workshop Solutions 56 pager covers everything from the conception of a workshop through to the equipment itself, equipment maintenance and technical training. The new Workshop Solutions magazine also highlights Projects, helping your customers go through to the design, planning and building stage of their workshop.

Our Workshop Solutions “one call for complete peace of mind” is unmatched in the entire industry. No one else has a national one-stop-shop proposition for everyone from high-end Dealerships to ‘Fred in the shed’ workshops. To view the new Workshop Solutions Magazine, click the link: <http://bit.ly/WorkshopSolutionsApril2016>

Aircon is a must have for the spring & summer seasons and without doubt we have the best, the most comprehensive automotive air-conditioning program in the UK. Backed up by the crème de la crème when it comes to specialist & technical expertise, in-field support, as well as the best service and training programs going. Each one of these elements presents every branch with a wealth of fantastic sales opportunities. There is still so much untapped potential out there, pretty much every car that has been produced in the last 10 years has air-conditioning fitted. Everything about Aircon can be seen in the new Aircon Catalogue: <http://bit.ly/AirconCatalogue2016>

To support your challenge and help you tap into the unlimited potential aircon offers your branch will be receiving the new 2016 Aircon guide, BNPL gas literature, AIRCON challenge poster and on top of that we’ve produced a 16 page ‘Aircon future Perfect’ brochure.

solutions
complete peace of

AIRCON

Parts, Consumables & Equipment 2016



OVER 200 BRANCHES NATIONWIDE

Garage
Training &
Technology

Workshop Solutions

One call for complete peace of mind

Design

Plan

Build

Garage Equipment, Tools,
Training & Technology

EURO
CAR PARTS

ELKO
Coatings

Aircon Future Perfect covers off the latest developments, training, support, HFO-1234YF the new gas, along with a host of machines handpicked by Aaron McFarlane that cover off every customers requirement from mobile, specialists, collision and dealer sites. All the machines are listed with a handy specification's table giving a full guide on every machines capability.

You can view the new Workshop Solutions Aircon brochure via the link: <http://bit.ly/WSAirCon2016>

If you need any more copies of the following publications, please email marketing@eurocarparts.com


INA Kit PLUS

Pump Up your volumes

The water pump has become an important routine replacement item largely because it is a part of the timing belt drive system. Vehicle manufacturers and timing belt suppliers both recommend replacing the water pump plus the tensioner and idler pulleys during the belt change service to help ensure that all components achieve their optimum life expectancy.

Effectively, the water pump is an important rolling element of the primary drive system, and fitting a new timing belt to either a worn pump or damaged pulley will obviously lead to premature failure and the possibility of major engine damage. Also, since a water pump replacement only needs a small amount of additional labour when fitting a timing belt kit, it is more cost-effective to invest in a new water pump when the timing belt system is replaced.

INA now offers the 'KIT+', containing all of the components needed to carry out a complete system replacement, including the Water Pump. Every KIT+ water pump is brand new and OE quality, never remanufactured, with absolutely no surcharges attached, featuring high grade Hard Carbon / Silicon Carbide (HC/SiC) seals. All of the components in a KIT+ box have been precision matched to guarantee a speedy, smooth and hassle free fitment, and where our engineers have deemed parts necessary for a professional repair, you will find them in the KIT+ box, right down to the last nut, bolt and washer – sometimes above and beyond the contents of an OE kit!



Before installing your new KIT+, make sure the belts are a match (with the same tooth profile and number of teeth) and check the pulley flange height with that of the old pump. If the height isn't correct, the drive belt system will be misaligned and could lead to component failure. To ensure the pump has the correct rotation, compare the impeller for similarity of configuration and size. Also, make sure that all remnants of the old gasket or sealant have been completely removed from the engine block to maintain the correct fitting tolerances and, of course, prevent leaks. When all dimensions and clearances have been checked, fit the water pump in accordance with the VM guidelines, using the correct specification of coolant.



Leaking seals are the largest cause of pump failure, so it is important to inspect the cooling system for the presence of abrasive particles and other corrosive contaminants, flushing and refilling with the correct specification coolant as necessary. To prevent damaging the new water pump seals, make sure that the engine is filled with coolant to the correct level before starting the engine. To prevent potential damage from thermal shock, allow the engine to warm until the

coolant has fully circulated through the radiator and all air is bled from the system. Lastly, inspect for any leaks and make a final check of the coolant level before releasing the vehicle to your customer.

If you have any queries please contact Alex Fagaras on alex.fagaras@eurocarparts.com who will be happy to assist.

Workshop Solutions

How can you sell more 2 Post Lifts? Ask the right buying questions!

The 2 Post Lifts Guide in the new April- June Workshop Solutions magazine is a prompt to the buying questions to ask.

The Guide is based on common sense and practicality. It will give the customer confidence that some heavy thought has gone on about what lift is right for him. The customer may not have thought at all about some of the areas mentioned.

Some highlights

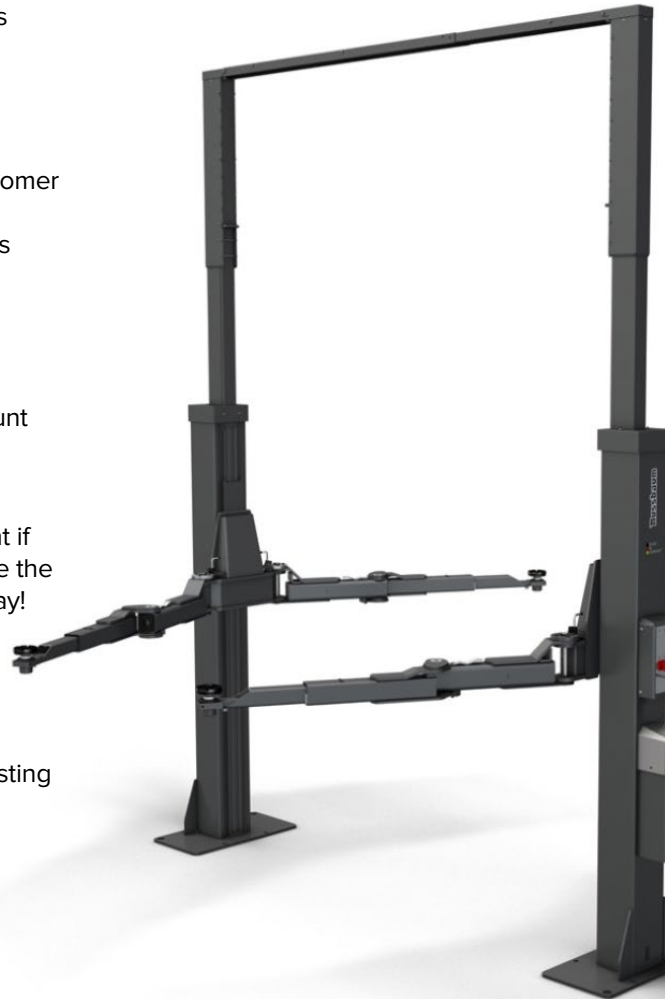
2 Post lifts are the most common vehicle 'workstations' in garages. If the buying choice is purely based on cheapest price without taking into account usability, maintenance etc. The lift might turn out to be relatively quite expensive over the long-term.

Baseless/Baseframe lifts tend to be cheaper, but are much less convenient if oil drainers, transmission jacks etc. are going to be routinely used. Imagine the choice words of someone clunking over that bump six or seven times a day!

Assymetric/Symmetric set up of the lift arms can make a big difference to the convenience of using a lift and even how vehicles are driven on and off.

Buying a new 2 post lift might also be a good time to consider moving existing lifts to improve the use of workshop space.

If you have any queries please do not hesitate to contact Fred Muraya on fred.muraya@eurocarparts.com who will be happy to assist.

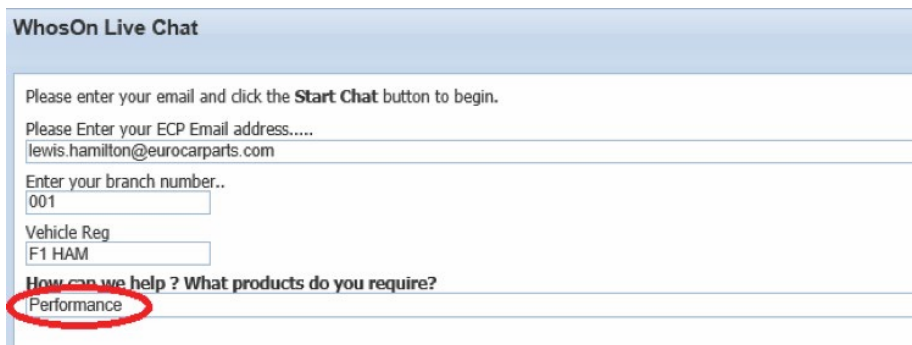


Performance and Styling

Performance Parts Lookup help

Until now internal performance parts lookup help has been handled by phone calls and by email. This has now been changed so you make contact through the usual Web Chat form.

Please start your enquiry in the usual manner however you need to make sure you set the products you require as 'Performance'.



WhosOn Live Chat

Please enter your email and click the **Start Chat** button to begin.

Please Enter your ECP Email address.....
lewis.hamilton@eurocarparts.com

Enter your branch number..
001

Vehicle Reg
F1 HAM

How can we help ? What products do you require?
Performance

This is important so the Web Chat team can allocate the enquiry to the Performance team. Yes it is still the same team you have grown to love handling the enquiries, just in a different way!

You need to follow this process instead of emailing or phoning the team. It is a more effective way for us to monitor/store and answer any enquiry you have related to Performance and Styling products.

If you have any queries, please contact **Miles Corrick** or **David Kracke** in the Performance Team, who will happy to help on performance@eurocarparts.com

The New Guide

Window Regulator

Did you know we sold over £4 Million of Window Regulators last year? We have a market leading range, price points, and supply chain. We have created a new guide that is designed to increase your product technical knowledge, and knowledge of ECP's product offering to our customers, so with confidence you can increase your sales and reduce returns, leading to higher customer satisfaction. You can view the new guide via the Flipping Book link: <http://bit.ly/windowregulators1>

Regulator Systems

There are 4 types of Window Regulator:

Cable, Scissors system, Bowden and Double Bowden. See PDF for images.

Component Type

They are catalogued in 3 ways, based around the Motor and the 'Comfort Function' (the one-touch up/down button)

Window Regulator WITHOUT Motor

- These are essentially the mechanism only to keep the cost low for the customer. The customer would have to re-use the original motor from the vehicle or purchase a new motor separately.

Window Regulator WITH Motor, WITHOUT Comfort

- These are window regulators that come with a 2 pin connector for the motor. This version tends to be used for basic model or lower budget vehicles. The 2 pins or wires are for up and down function whilst holding the window switch - Not auto closing. In most cases, the 2 pin connector is attached to the motor via 2 wires.

Window Regulator WITH Motor, WITH Comfort

- These are window regulators that come with a 6 or 7 pin connector for the motor. This version tends to be used for higher spec models or higher budget vehicles. The Comfort Function means one touch up and down; you do not have to keep your finger on the window switch. You can easily identify a Comfort Function motor as the connector is a larger block connector and is always attached to the motor



OE Vs Aftermarket types

A common comment made by customers when trying to return a window regulator is “it looks different to the one on the car”. In many cases this statement is true, a high percentage of the window regulators sold in the Aftermarket look different to the OE part on the vehicle. This DOES NOT mean the part is incorrect and needs to be returned; note that manufacturers of window regulators will use the exact fitting locations and mounting points from the OE design but then modify the mechanical parts to make them stronger, more efficient, or economic. So whilst visually these ‘Aftermarket Style’ differ from the OE, they are perfectly interchangeable.

Important: Note also that these ‘Aftermarket Style’ regulators sometimes have to be fitted in line with manufacturer instructions, and that this may make wiring changes necessary.

For more information on Window Regulators view the new guide via the link: <http://bit.ly/windowregguide> or contact Gareth Rhodes on GRhodes@autoclimate.com

Diesel Injectors

To code or not to code? that is the question.

In days gone by, diesel injectors although cumbersome to fit, were generally seen as plug and play. However, since the advent of common rail diesel systems, and in turn common rail injectors, the garage can often be left confused or unsure as to whether an Injector needs coding or not.

Common rail diesel systems offers a number of benefits over traditional diesel systems such as improved performance, lowered fuel consumption and quieter engines. Another significant advantage of a common rail system is its ability to uniquely reduce emissions, the buzz word on the lips of every Eurocrat.

So why code injectors? An injector code, typically known as an IMA code (Bosch and Siemens) or a calibration code (Delphi), is a code that is programmed to the ECU for accurate communication and Injection control. With ever increasing emissions legislation and tightening of limits, vehicle manufacturers have been forced to more accurately control the flow of fuel going into the engine to optimize the efficiency of the combustion process and control emissions within acceptable limits..

The IMA coding is an industry standard: Injector Menge Abgleichung (injector Quantity Offset). When an injector goes through the OE test it generates an IMA code which identifies where in the tolerance range the needle and nozzle assembly fit, this allows the ECU to vary the fueling accordingly and optimize the engine performance. Failure to code in the injectors can result in several issues:

- Performance – In some systems it may be possible to drive away and not notice any difference. In reality, if the injectors have not been coded, it is unlikely that the customer will be getting the optimum performance from the vehicle and may well end up back at the garage with an increase in fuel consumption or black smoke etc.
- Non start – In newer systems if you do not code in the injectors the vehicle will not start
- Poor / lumpy running – as the injectors are not coded, the ECU will carry on fueling as if the previous injector was still present, which can cause poor performance. The engine management light is also likely to come on necessitating another visit to the garage.





How do I know if the injector I have bought needs coding?

DELPHI Common Rail Injectors – All require coding to the engine. Typical code is 16 alphanumeric characters (C2i Injectors) or 20 characters for more recent applications (C3i injectors). Code typically found on Injector head.

DENSO Common Rail Injectors – As a rule, all require coding, although some very early releases may not. Typical code length is 16-24 alphanumeric characters dependent upon vehicle marquee. Code typically found on Injector head. You can also use the QR code found on the injector for this information.

VDO/Siemens Common Rail Injectors Injector's – Only VW applications at this moment require coding. Typical length is 6 digits and found on the injector head.

BOSCH Common Rail Injectors – As a rule all require coding, although some earlier releases may not, in simple terms if an IMA code is present then the injector will need coding. Typical length of code is 6-10 digits and found on Injector head.

N.B. – The coding information above is related to new Injectors.

Our Diesel Tech range of remanufactured Diesel Injectors also come with a brand new calibration code where required. This code can typically be found on a silver sticker or label affixed to the body of the Injector. We have had cases of the garage fitting our remanufactured injectors and thereafter searching for the code which has resulted in them having to remove and refit the injector.

If you have any queries please contact **Vinny Patel** on v.patel@eurocarparts.com

Aircon Station

F-GAS LOOPHOLE 'A MOCKERY' OF CERTIFICATE SYSTEM

Confusion has taken hold in the Mobile Air Conditioning (MAC) sector as products containing R134a refrigerant are being sold by accessory shops and over the internet, without the need for the buyer to be certified.

R134a is a highly polluting gas and so its sale has been restricted in the UK to professionals that hold a competency qualification known as F-Gas. Part of the training includes the knowledge that it is a criminal offence to top-up a system that is known to be leaking.

However, a number of top-up aerosol products aimed at DIY and very small workshops remain on the market. All of these contain R134a and are sold under various names including AC Pro Cold, EZ Chill and Auto Freeze. Retailers do not need to take any details of the person who is buying it, or the vehicle they are working on, although in each case a £10 refundable deposit is taken for the container.

Despite this appearing to be a violation of the December 2014 F-Gas Record Keeping and Qualification law, documents seen by CAT suggest that Defra and the Environment Agency are well aware of the situation. In the document, a government spokesman states: "When the Regulation was first published, the Environment Agency (England) and Defra followed the advice of the European Commission that suppliers of gas for servicing MAC were required to obtain evidence of certification when selling gas. As the only qualification within the MAC sector related to recovery, this is what was requested by suppliers".

The suggestion that F-Gas regulations only apply to recovery has provoked fury from professionals who have spent considerable time and money on compliance. Euro Car Parts Trade Sales & Marketing Director Bill Stimson said: “This makes a complete mockery, of the EU December 2014, F-gas ruling for selling mobile air conditioning gas such as R134a”.

“Once every workshop in the UK hears about this exception ruling, they will simply use it when requested to provide F-gas qualification criteria to every motor factor in the UK selling R134a refrigerant.”

If you have any queries please contact
Aaron Macfarlane on aaron.macfarlane@eurocarparts.com
or **Autoclimate** on **0345 50 50 900**



Wired Competition

Want a chance to win £80 Worth of Love2Shop Vouchers? All you have to do is answer all questions correctly in the pop quiz, 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. All answers must be submitted before 27th April 2016.

The winner from Wired 25 was Darren Starnes.



- 1) How many new publications are featured in this issue of Wired?
- 2) In relation to batteries what does AGM stand for?
- 3) Before installing a new INA Kit+, what must you make sure matches first?
- 4) What is the value of Window Regulators sold last year?
- 5) What does IMA coding stand for?