

Issue 23



WIRED

29th Jan 2016

EURO CAR PARTS PRODUCT NEWS



“If you are not taking care of your customer, your competitor will”

WIRED



Autologic



Brake Clinic



New Publications



Clutch & DMF



Supa-Fix



Aircon



Mounting Kit



Wired Competition

Autologic

10 Reasons Why Your Customers Need Autologic



- 1. Repair Cars Quicker** – With Autologic your customer can get to diagnose the fault quicker, and if they get stuck Autologic is on hand to help!
- 2. Repair Cars More Accurately** – With the Assist side of Autologic your customer will be able to diagnose the fault first time, Meaning no more false warranty claim and used returned parts!
- 3. In Depth Coding** – With Autologic your customer will be able to do tasks they could never do before like ECU replacements, Key Coding, Retrofits and much more.
- 4. Quick Reports** – With Autologic your customer can print or e-mail and full report of the car, Giving their customer more confidence in the garage.
- 5. Fully Connected** – With Autologic your customer can request support from the tool, Use web browsing, Youtube and read PDF's without leaving the car.
- 6. Simple to use** – Autologic even being the most in depth tool in the aftermarket it's also one of the easiest to use.
- 7. Increased Business** – With Autologic your customer will be able to take on more jobs from other garages with jobs only Autologic and OE tools can offer.
- 8. Return on Investment** – With Autologic only costing £70.56+VAT* a week on a 5 year lease with 5 year updates and support your customer will quickly make their money back.
- 9. Future Proof** – With Autologic being the leader of Aftermarket diagnostics your customer is in safe hands with new and ever changing diagnostic on modern vehicles.
- 10. Backwards Compatible** – With Autologic your customer can purchase additional older OBD plugs to perform OE level diagnostics on older vehicles**

If you would like more information on Autologic please contact the GE Team on ge-orders@eurocarparts.com

New Publications

Workshop Solutions & Diesel Brochure

The New Workshop Solutions magazine is here! The latest edition covers everything from the conception of a workshop through to the equipment itself, equipment maintenance and technical training.

Please make sure that you check the new issue of Workshop Solutions for the new prices, as some prices may have changed from the last issue.

We have also produced a 6 page Diesel Brochure titled 'unlock the profit in Diesel' to help your customers understand more about the profit and Business benefits involved in diesel. These go hand in hand. Great tools to help generate extra for your branch.

So, what's in the new Workshop Solutions magazine? Trade nights, Diagnostic & Diesel Equipment, Diagnostic

& Diesel Training – Make sure your customers know about Technical Trade Events in your area. This will lead to Training and Equipment orders.

Projects – Our Projects Team are on hand to advise on any project, from a one or two bay workshop to the largest independent or dealer site, on everything from fast fit services to bodyshop. They will give no obligation advice on the best workshop layout, the most suitable equipment and all the regulations. They can also undertake the whole project for the customer and are very proud of their motto "on time and on budget". Not only that, but we can look after the equipment throughout its service life too!

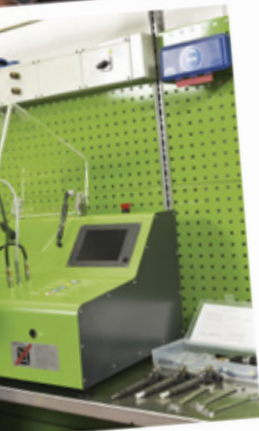
Emissions – For customers looking for new equipment, we have exclusive deals and extended care packages. For customers with Bosch or Crypton



analysers our own engineers can now carry out their calibrations!

Lifts and Wheel & Tyre Equipment – We offer something to suit every

solutions
the peace of mind



profit in diesel
tools • Equipment



Workshop Solutions

One call for complete peace of mind



Unlock the profit in diesel

Training, Tools & Equipment



requirement from entry level to the heavy duty, with many exclusive and package offers!

Heaters – With temperatures dropping, heating is bound to

be on the mind! We exclusively offer one extra year longer warranty on Thermobile and SIP heaters. Why would anyone go elsewhere? Get the message out, and get the orders in.

Compressors – Use the handy guide to make sure your customer gets exactly the compressor they need!

Copies of both the new Workshop Solutions magazine and the Unlock the profit in diesel brochure should be at all branches now.

You can now view both publication via Flipping Book by clicking the links:

**Workshop Solutions
January 2016 Magazine:**

<http://bit.ly/workshopsolutionsjan2016>

**Unlock the profit in Diesel
Brochure:**

<http://bit.ly/UnlockDiesel>

If you have any queries about any of the Workshop Solutions products please contact the GE team on ge-orders@eurocarparts.com



Supa-fix

New To Range

SupaFix is the latest development in cyanoacrylate adhesive technology, which is capable of repairing in just 7 seconds.

The adhesive is 98.4% pure cyanoacrylate meaning it's incredibly strong, but what makes it so different is that it comes supplied with both a black & grey filling/reinforcing powder.

When either powder is combined with the adhesive it sets rock solid in just 7 seconds. Once set you can then file, sand, grind, drill, screw and paint it, to leave a perfect repair.

Unlike other 2-part component adhesives, it is impossible to get the mixture wrong making it extremely easy to use.

You can see the Supa-Fix in action in a short video just by clicking the following link:
<https://youtu.be/uoLUSM9zdkA>

SupaFix will successfully repair the following materials:

- Steel
- Stainless Steel
- Aluminum
- Copper
- Brass
- Iron
- Wood
- Plastics
- Ceramics
- Aggregates
- Stone
- Marble
- Granite

If you have any more queries please do not hesitate to contact Pankaj Babbar on pankaj.babbar@eurocarparts.com



545 77 0475



Mounting Kit

Save a call,
delivery and time

Fitting kits, an essential part to do the job correctly, saves a call, saves a delivery, and saves time. By offering and supplying the correct fitting kit the end user will always be able to do the job correctly and will therefore reduce any potential product issues, premature failures and warranty claims. You will always require a fitting kit to keep the products warranty validated, it will also increase your daily average sales invoice and margin, especially when a mounting kit will typically cost us on average 0.65 pence so when we're selling them we will be making some very good margin and it will also increase your emissions sales.

Klarius have recently been going through every branches stock profile and range of mounting kits and adding/increasing stock of these so

REMEMBER

Always supply a mounting kit with every Exhaust, Catalytic Converter or DPF ordered.



DON'T FORGET!

All the essential components in one convenient pack.
Save a Call – Save a Delivery – Save Time.
Your customers will love you for it!

EURO CAR PARTS **rzáct** **Klarius**

you have the stock to sell and to increase your fitting kit sales.

Every branch will start to see come through a copy of this poster if you haven't already. Can you please ensure that this

is put up on your sales wall for everyone to see as a reminder to ask the question and upsell.

If you have any queries please contact Gary Wood on gary.wood@eurocarparts.com

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Brake Clinic

Brake Caliper – Leading & Trailing Guide

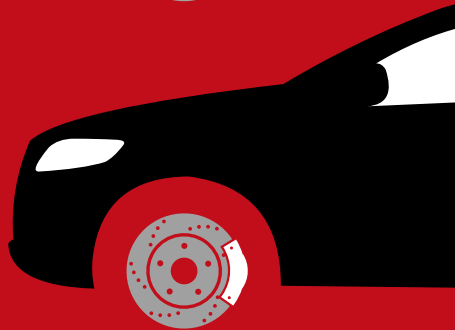
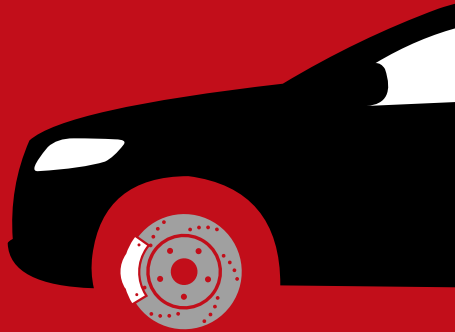
Brake Calipers can be mounted on either the front or at the rear of the axle depending on the brake system design and individual model.

IN FRONT OF DISCS

Calipers mounted at the front of the axle are classed as **LEADING**

BEHIND THE DISCS

Calipers mounted at the rear of the axle are classed as **TRAILING**



Please Note: It is possible to have the same caliper in either leading or trailing positions on different applications and even possible on SAME applications as the table shows.

There are numerous options for the front left caliper on an LDV Convoy. The 1st question should be, “Does the vehicle have solid or vented discs?” The second question should be “Does have a single or twin inlet?” Then if the application has a single inlet and solid discs, the piston diameter should be provided by the customer.

If the customer is after only one side, then you need to ask the customer whether it is leading or trailing to determine the correct caliper. If you supply a pair, then there will be no issues.

If you receive a complaint from the network about a caliper being incorrectly boxed, just

MAKE	MODEL	POS	SYSTEM	LD / TR	LH	RH
FORD	MONDEO 93-00	F	ATE	LEADING	133 59 0211	133 59 0221
FORD	SCORPIO 95-98	F	ATE	TRAILING	133 59 0221	133 59 0211
LDV	CONVOY	F	ATE	TRAILING	133 75 1171	133 75 1181
LDV	CONVOY	F	ATE	LEADING	133 75 1181	133 75 1171



check on TopCat and the customer to see which position that the caliper is in. Do not keep sending out calipers hoping that the correct one will be supplied. It will only infuriate the customer and waste valuable time.

There are applications on TopCat which denotes whether leading or trailing calipers are on the vehicle. In this instance, there are numerous options for the front left caliper on an LDV Convoy. Each bit of information is vital that the customer needs to clarify to ensure the correct caliper. If you receive a complaint from the network about a caliper being incorrectly

ABOUT BRAKE CALIPERS

The brake caliper applies pressure to the brake pads which creates friction to help to bring the car to a safe stop when you push the brake pedal. While brake calipers can come in different shapes, sizes and even colours; they all perform the same function. Over time, like most car parts, the brake caliper can start to display signs of wear and tear, often caused by frequent on-off braking and general daily use. Remember to let your customers know that we stock a wide range of calipers and brakes for all makes and models.

boxed, just check on TopCat and the customer to see which position that the caliper is in.

trailing is an issue, then please contact the PM team.

Either Aaron Spencer on aaron.spencer@eurocarparts.com

If you are unsure which caliper to supply where leading or

or Ehsan Arabalizadeh on ehsan@eurocarparts.com

Part Number	Component	Fitting Position	Brake System	Caliper Type	Number of Inlets / Outlets	Piston Diameter (mm)	Other Information
13367015	Caliper	Front Left	Lockheed	4 Piston	1	46	Solid Discs, 1 Inlet, Trailing , 46mm
13375117	Caliper	Front Left	Lockheed	4 Piston	1	41	Solid Discs, 1 Inlet, Trailing , 41mm
13375119	Caliper	Front Left	Lockheed	4 Piston	2	41	Solid Discs, 2 Inlet, Leading

Clutch & DMF

Get to know your specialists

Many calls are received from branches requiring specialist technical advice, we have the specialist teams who can answer these queries. Euro Car Parts are the only aftermarket parts distributor in the UK who can offer you a field based technical support team for transmission products. The ECP team has over 50 years of combined transmission experience and can provide you with expert guidance on any Gearbox, Clutch or Dual Mass Flywheel issue. Euro Car Parts specialist sales teams are there to provide your customers with a complete hands on technical support program. Click the following link to view your branches specialist for clutch and DMF: <http://bit.ly/DMFtechnicalsupport>

Make sure that you have read a copy of the "Clutch Best Practice Guide". This guide had been described by more than one

major OE clutch manufacturer as the best and most informative transmission guide for garages and fitters available today. There is a wealth of information regarding clutch, DMF, CSC, and specialist tooling together with a section covering the latest DSG clutch systems – Contact your FBT for additional copies or view the guide via the following link: <http://bit.ly/Clutchguide>

NORTH – MICK BEDFORD
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MIDLANDS – CRAIG WATERALL
07580 995 411
craig.waterall@eurocarparts.com



SOUTH WEST – SITI ABDULLAH
07837 533 728
siti.abdullah@eurocarparts.com

SOUTH EAST – STUART MANN
07580 995 406
stuart.mann@eurocarparts.com

For further information or if you have any queries contact Trevor Richardson on trichardson@eurocarparts.com

AIRCON

Electronic Aircon on Hybrid Vehicles

Electronic A/C systems are now appearing in hybrid vehicle applications. You're more familiar with these systems than you might first realise. They are air conditioners, refrigeration units, powered by electricity.

The basics of refrigeration apply whether it is an automotive air conditioner, a window air conditioner or a kitchen refrigerator. Let's use the Toyota Prius system for our example, since the Prius is the most popular of the hybrids and typical of what you will see in the shop.

Hybrid vehicles have special needs when it comes to heating, ventilation and air conditioning (HVAC) operation. Since an electric motor propels the car, normal belt drives won't cut it when the engine isn't running. We need another way to power the compressor.

NOTE: If there is a problem such as a short circuit or broken wire in the compressor wiring, AC power is turned off.

Incidentally, the heater core in the HVAC system doesn't get heated coolant soon enough or consistently enough because the engine is not always running. Cabin heat is backed up with an electric heater.

Of course, any power used for heating and air conditioning comes from the car's high-voltage battery system. That can have a negative effect on fuel economy. To minimize the electrical power draw, the air conditioner compressor's motor is controlled by an electronic control module (ECM).

The information is processed and a signal is sent to the car's high voltage electronic control unit which tells the AC inverter



Evaporator sandwich, the ejector tube is located inside one of the evaporator tanks

how much power to send to the compressor's electric motor.

Since the 2004 model year, even the blower motor uses less power by running on a pulsed, duty cycle electrical input. The duty cycle is controlled by the HVAC control module.

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 an Amazon Fire HD? 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 10th February 2016. The winner from the Wired competition last week was Domenico Cosenza, well done!

WIRED POP QUIZ

- 1) Will Supa-fix work on plastics?
- 2) Which two publications work hand in hand?
- 3) Electronic A/C systems are now appearing in what type of vehicle?
- 4) How can garage owners use Autologic to give their customers quick reports? (give two answers)
- 5) Which specialist for clutch and DMF looks after your branch?

