





“Don't find fault, find a remedy.”

# WIRED



Brake Clinic



Klarius



Raicam



Turbo Hoses



Top Trumps



New Literature



Aircon Station



Competition



Frecious Plus

# Brake Clinic

## Eicher –R90 Brake Discs

**A**s a lot of you may already be aware of, an EU directive comes into effect in November this year – which states that all brake discs sold within the EU must comply with R90 legislation. There will be many of you wondering what will happen with this legislation with regards to the outcome of the Brexit result, but we believe the Vehicle Certification Agency (VCA) will be replicating the R90 legislation into the UK. So this means that we must be compliant.

Similar to brake pads, brake discs must perform to a minimum requirement before they can legally be sold. As part of the legislation, it is recommended that brake discs are sold as pairs but it is not a legal requirement. Furthermore, the R90 number must be printed on the label of the box as well as on the edge of the discs. Only vehicles that are in production from November 2016 need to be compliant, but Eicher will have R90 for brake discs that don't require it.

We are pleased to announce that we have already received our first shipments of R90 approved brake discs from Eicher. These will be starting to filter through to the network soon so you can start informing customers that Eicher is one of the first (if not the first) to have products off the shelf which are compliant well in advanced.

As we stand currently, 60% of volume of Eicher brake discs are compliant with R90. We anticipate the remainder to be completed by the end of September so that we are fully compliant with Eicher before November.

Work is also ongoing with Brembo and Pagid and we will provide an update on those brands as and when we get them.

# eicher



If you have any queries, then please do not hesitate to contact Aaron Spencer on [aaron.spencer@eurocarparts.com](mailto:aaron.spencer@eurocarparts.com) or Ehsan Arabalzadeh on [ehsan@eurocarparts.com](mailto:ehsan@eurocarparts.com) who will be happy to assist.

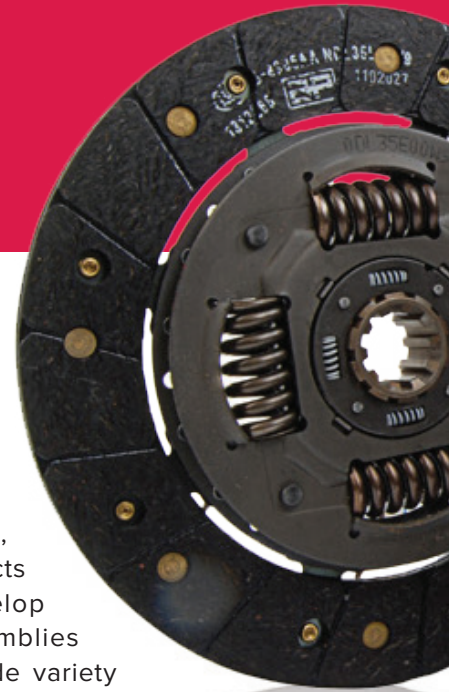
# Raicam

## One hundred years of quality products

**A**P Raicam was originally established in 1920 as a company dealing with the import and distribution of American-made automotive components. From this Automotive Products quickly progressed to become a manufacturer of high quality braking and clutch systems for supply to the global automotive industry.

By 1931, Automotive Products had opened a purpose built factory in Leamington Spa, UK, for the production and distribution of clutch and braking systems – this site is still operational today as the UK clutch manufacturing facility of RAICAM (under the name Raicam Clutch Ltd.), and is still at the centre of premium, original equipment clutch design and manufacture, The Automotive Products Group expanded rapidly during the 1960s and 1970s, opening many offices and manufacturing plants across the globe – AP Italy was founded in 1971, and was the predecessor of the modern day company AP Automotive Products S.R.L. – the Italian clutch manufacturing arm of RAICAM.

Automotive Products was merged into RAICAM in 2009. Sites in Leamington Spa, United Kingdom (Raicam Clutch Ltd.), and Ancona, Italy (AP Automotive Products S.R.L.), continue to design, develop and manufacture clutch assemblies and driveline products for a wide variety of applications, ranging from commercial vehicles to exotic, high performance sports cars. RAICAM also develops and produces friction braking systems for passenger car and light commercial vehicle applications at sites in Turin and Pescara, Italy, under the company name Raicam Industrie S.R.L. The clutch assemblies and braking products which are produced are supplied as original equipment for many of the most modern vehicles on the roads today – a testament to the superior quality of RAICAM engineered components. RAICAM also has a thriving aftermarket arm, which shares the same level of quality as the original equipment components which are produced.







## Some Interesting “AP” Facts

The 10 millionth clutch system was manufactured by AP in 1958.

AP designed and released the first DST clutch, winning the British design council award.

Raicam is working alongside Jaguar Land-Rover on the “provoke” project, a project funded by Innovate UK. Within this project Raicam and JLR are working together to develop the ‘E-Clutch’ system – this particular system is an electromechanical clutch release system, which aims to replace the mechanical release systems which are used in many vehicles at present. Currently, Raicam are developing and showcasing the E-Clutch system using the Range Rover Evoque platform.



If you have any queries, please do not hesitate to contact Trevor Richardson on [trichardson@eurocarparts.com](mailto:trichardson@eurocarparts.com) who will be happy to assist.

# Workshop Solutions

## 4 Tonne Lifts/Top Trumps

### Top Trump 1-Tecalemit SF9207

The SF 9207 is mounted on a heavy duty steel base frame which ensures a stable lifting platform and the minimum lifting pad height of only 100mm ensures that even vehicles with low ground clearance can be accommodated on the lift. The lift has 3 stage arms enabling the lift to be used on a wider range of vehicles.

- Electro-hydraulic operation
- Asymmetric lifting arms 3 stages for lifting a wide range of vehicles
- Rapid lifting time
- Structural base frame
- Electronically controlled safety latches

### Top Trump Card 2- Bendpak XPR9

The XPR9 has an incredibly rapid lifting speed and a robust menu of features to increase efficiency and productivity, but with fewer serviceable parts and reduced necessary maintenance. The results are lower operating expenses and higher productivity. If you're looking to do more in less time than ever before, you'll find that the short-style XPR9 is the perfect addition to your shop.

- Wide or narrow configuration
- Single point safety release

## TECALEMIT SF9207



4 Tonne lifting capacity

Fixed width configuration

1 or 3 Ph, Power unit always on the same side

Structural base frame

Asymmetric 3 Stage Arms

Reach mm (front arms) MIN/MAX 600/1100

Reach mm (rear arms) MIN/MAX 750/1330

Minimum Pad height mm 100

Electrical single point safety release

4 piece 4x4 and van adapter kit included

# BENDPAK XPR9



4 Tonne lifting capacity

Adjustable width for narrow or wide configuration

1 or 3 Ph, Power unit can be fitted either side

Aesthetic cover plate

Symmetric 3 Stage arms

Reach mm (front & rear arms) MIN/MAX 698/1308

Minimum Pad height mm 102

Cable operated single point safety release

**8 piece 4x4 and van adapter kit included**

## Why do customers need a 4 Tonne lift?

The increase in Hybrid / Electric cars – These are heavier than standard cars due to the fuel cells (batteries) increasing the weight

Speciality and specialist vehicles e.g. caravans, ambulances require heavier-duty lifts. This sort of vehicle may not be a customer's bread-and-butter work, but enough of them seem to want to cover all their bases if given the opportunity with great offer prices.

There is a general perception that vehicles are getting bigger. Just compare the new mini from when it was introduced in 2006 to the current range. They are certainly getting longer and wider, maybe not heavier.

If you have any queries, please do not hesitate to contact Fred Muraya on [fred.muraya@eurocarparts.com](mailto:fred.muraya@eurocarparts.com) who will be happy to assist.



# Aircon Station

## Aircon Compressor Fitting Instructions

### Here are the step by step Aircon compressor fitting instructions:

- Visually inspect the new unit for any damage ensuring that all fixing points are complete and that the pulley moves freely. Visually check the replacement unit against the item on the car to ensure they are the same (before removing unit).
- (Once unit is removed) Check new compressor against old compressor ensuring units are the same and that the pulleys align correctly, in certain systems it is possible that different makes of compressors are interchangeable they may look slightly different however upon matching the fixing points, clutch and plug should all match.
- If completely flushing the system you will need to check the compressor and ensure the correct charge/type of oil.(replacement compressors do not always come with oil charge!).
- If you are not flushing the system (and the system is completely clean with no debris) you can drain the old compressor of oil measuring then ensure the new compressor has the same



amount of oil 1-2fl oz unless GMA6/YORK (replacement compressors do not always come with oil charge!). Be careful not to over tighten the drain/fill plug as you will strip the thread! You must not over oil charge the system!

- When fitted to the vehicle rotate the front hub of the compressor by hand 10 times clockwise/anti-clockwise to ensure that the oil is distributed.



- Upon installation in certain circumstances it may be necessary to swap the fitting plate from the existing compressor to the new unit (this is the plate where the hoses go into).
- On remanufactured compressors it may be necessary to swap the wire plug from the old unit to the replacement unit.
- After installing ensure that the last component installed is the receiver drier/accumulator, then evacuate the system for 30 minutes minimum prior to leak testing. Ensure no leaks are present, check system operating pressures and temperatures ensure that the radiator/condenser fans work correctly. You must ensure that the high side pressures are not excessive and that the low side is not too low.
- Please remember that compressors do not just fail, there will be a reason why it originally failed and you MUST find and rectify this underlying fault otherwise the replacement WILL fail. .
- When fitting clutchless type compressors it is sometimes necessary to have the fault codes removed from the computer memory

otherwise the compressor may not receive the correct feed and will not pump. **YOU MUST ALWAYS FLUSH THE SYSTEMS TO REMOVE EXCESS OIL.** Should the compressor not pump immediately then remove control valve and sump drain plug, then blow through the control valve port ensuring that air is felt at the drain plug, this action ensures that the refrigerant bleed from the control valve to the swash plate is free and will then allow for the correct control valve operation.

**You must ensure that the compressor is fitted correctly and to the above instructions when fitting any compressor, otherwise there will be no warranty.**

If you have any queries please do not hesitate to contact Khurshid Rumi on [khurshid.rumi@eurocarparts.com](mailto:khurshid.rumi@eurocarparts.com) who will be happy to assist.

# New to Range

## Frecious Plus

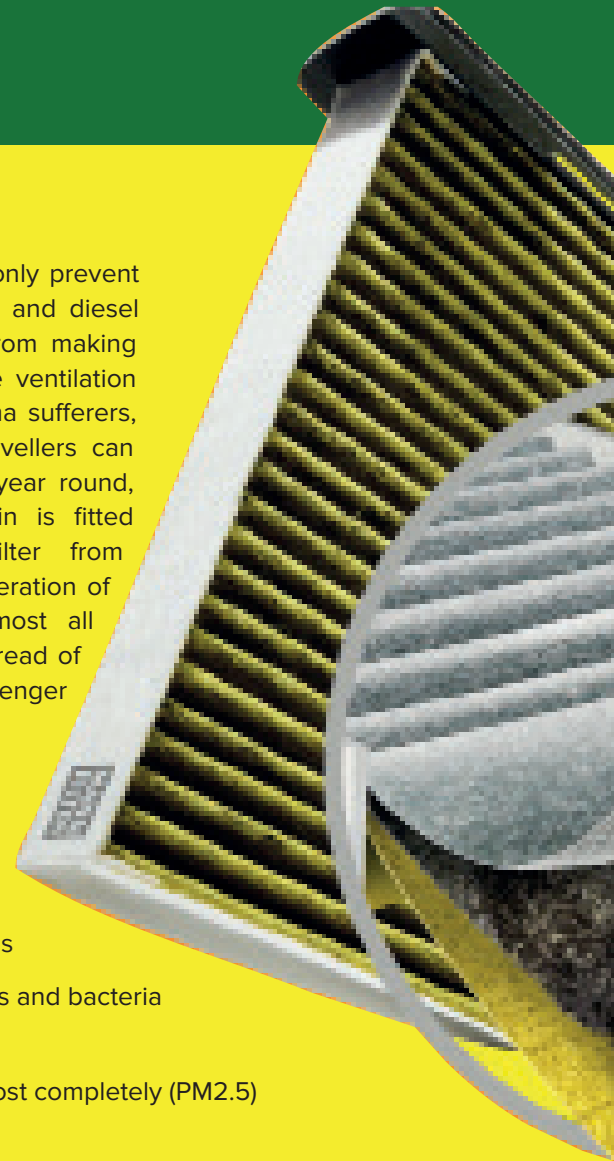
Cabin air filters ensure that drivers and passengers breathe in as few pollutants as possible from the outside air. And depending on where you happen to be, the levels of these can be very high. The air that flows into the vehicle through the ventilation ducts during driving, which can be as much as 540,000 litres per hour, contains around five times more exhaust gases, pollutants and allergens than the air by the side of the road. The sole and, therefore, the most important barrier between this cloud of pollutants and the occupants of the vehicle is the cabin air filter in the ventilation system.

The Frecious Plus features an additional 'Biofunctional' media layer, it delivers ultimate in-cabin protection for drivers and passengers. The Bio-functional media layer is coated with Polyphenol - a natural barrier against Proteins. Polyphenol 'binds' Allergens together achieving almost 100% retention efficiency and optimum protection for all vehicle occupants.

Conventional cabin air filters only prevent particles such as dust, pollen and diesel soot, together with odours, from making their way into the car via the ventilation system. But allergy and asthma sufferers, children and frequent car travellers can now breathe more freely all year round, if the car they are sitting in is fitted with the Frecious Plus filter from MANN-FILTER. This latest generation of cabin air filters absorbs almost all allergens and prevents the spread of bacteria and mould in the passenger compartment.

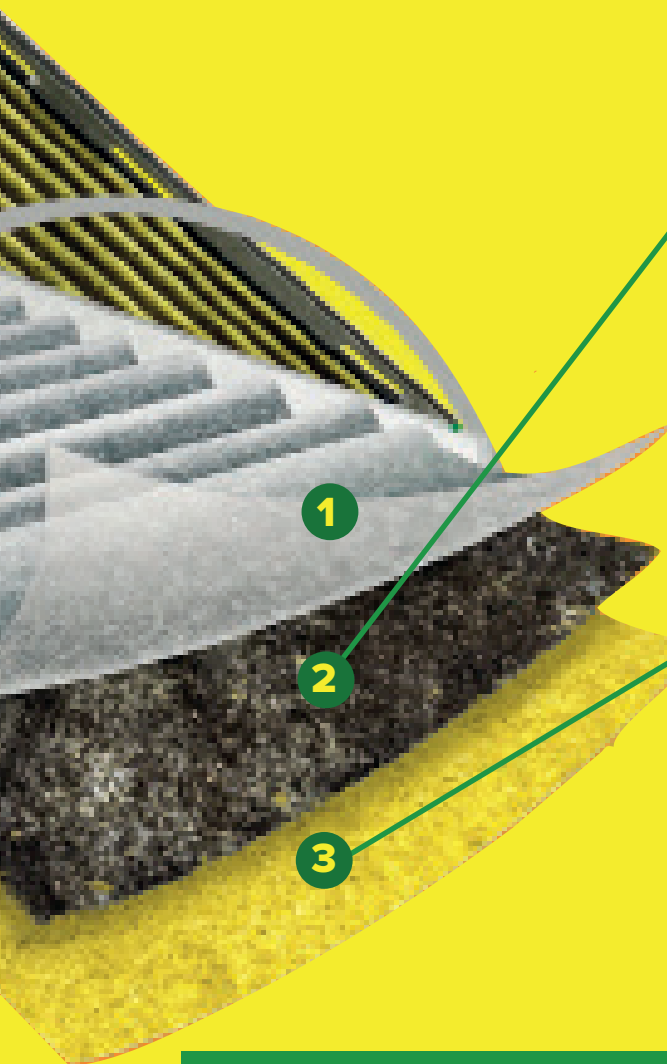
### With FreciousPlus, your health has priority

- Traps almost 100% of allergens
- Reduces the growth of moulds and bacteria by more than 98%
- Blocks particulate matter almost completely (PM2.5)





# MANN FILTER



## Layer 1 + 2

### Reinforced particle and activated carbon media

Effective filtration of pollen and dust particles

Effective in retention of allergy forming molds and bacteria

Absorption of odour generating gases and Ozone

## Layer 3

### Bio-functional media

Anti-microbial fabric blocks development of molds and bacteria

Natural Polyphenol coating retains Proteins (Allergens)

If you have any queries please do not hesitate to contact John McCulloch on [john.mcculloch@eurocarparts.com](mailto:john.mcculloch@eurocarparts.com) who will be happy to assist.

# Klarius

## New warranty, new VOR ordering

### KLARIUS EXHAUSTS NOW WITH A 3 YEAR WARRANTY (WAS PREVIOUSLY 2 YEARS)

**K**larius Exhaust VOR orders have moved away from the NDC to Klarius direct.

There are two main reasons for this:

1. The volume of exhaust VOR's received by the NDC are at such a massive level that the NDC is struggling to cope
2. The NDC is extremely short of space

As Klarius already deliver stock orders to the branch network on a daily basis, it makes sense for them to deliver your VOR's direct to you as well. This means that you will have to

place VOR orders directly with Klarius through the SOP screen. The process is very simple, but it does require a little effort from you.

Begin with going on to ECPedia and checking the stock.

Go to the ECPedia Home screen. In the Product section, the dropdown menu will show Klarius Stock.

Click on Klarius Stock and this will take you to another screen. On the left is a link STKWECP.

Click on this link and it will open up into an Excel spreadsheet.

The Spreadsheet shows the Klarius and ECP Part number with the current stock.

If there is no stock at Klarius, then put a request through to Special Orders to see if the part is available from an alternative supplier. Please note that the Klarius file is updated every hour, so it is as accurate as possible.

For further information on how to book out Klarius please contact Paul Reynolds on [paul.reynolds@eurocarparts.com](mailto:paul.reynolds@eurocarparts.com)



# Turbo Hoses

**ECP lead the way in the Independent Aftermarket.**



**H**istorically considered a dealer only product, ECP now has a 500+ part number range of Turbo Hoses for both European and Asian vehicles available to the aftermarket. We have teamed up with 'FIRST LINE' offering customers a solution for Turbo Oil hoses, Air Filter hoses, Emission control hoses and Intercooler hoses.

Our new ranges are manufactured using only premium quality rubber, and supplied using the exact OE Connection, so both the garage and end user alike, can have total confidence that they are getting a very high specification product coupled with competitive pricing.

In days gone by, identifying what hose a customer required, had typically been a 'showstopper' for aftermarket suppliers who have been reluctant to get involved in a range where product

identification can be both challenging and complex. To overcome this, we have introduced 'exploded view' technical layout drawings available to our in-house TOPCAT system, which ensures that you as the sales advisor can pinpoint the hose required in a simple, fast and confident manner.

Our 'First Line' range of hoses are tested under rigorous and hostile test conditions ensuring that only the highest levels of safety are accepted. As always, ECP goes the extra yard on our warranties offering the customer a 2 year 24,000 mile warranty.

## KEY BENEFITS::

- Manufactured from premium quality rubber
- OE connectors
- Technical layout drawings within catalogue
- Competitive pricing

If you have any queries please do not hesitate to contact Vinny Patel on [v.patel@eurocarparts.com](mailto:v.patel@eurocarparts.com) who will be happy to assist.

# New Literature

## Workshop Solutions – Bodyshop Equipment Magazine

**T**he highly anticipated Bodyshop version of Workshop Solutions magazine is here and should be at all branches by now. It's only the second issue dedicated to Bodyshop products and there's even more to choose from this time with the latest edition now loaded with a full 56-pages worth of products and offer prices sure to impress repairers.

You can also view and download a copy via the following link - <http://bit.ly/BodyshopWorkshopSolutions>

A one-stop shop for collision repair, the all-new magazine features a huge range of big bodyshop brands. Inside you'll find products for wheel repair, spray guns, spray booths, abrasive tools and intelligent repair equipment plus plenty more. Check out a few popular picks below:

### **Spray Guns**

The Devilbiss GTi PRO-LITE, now available in blue, black or gold (as featured in use on the front cover) and SATAjet 5000 B are two of the leading spray guns for automotive refinishing. A full range of spray guns from Devilbiss, Sata and Iwata is included inside plus accessories and spray gun cleaning products.

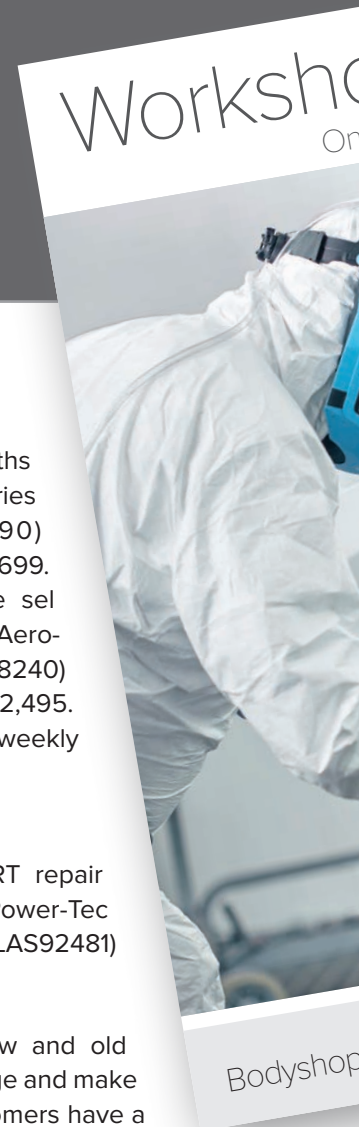
### **Spray Booths**

There's a wide range of spray booths on offer starting with the Junair 1 Series Spray Booth Oven (597 77 8190) at only £144.64 weekly or £28,699. There's even more choice as the selection continues with the Rowley Aero-Eco Spray Booth Oven (597 77 8240) starting at just £62.97 weekly or £12,495. System (LAS92481) for only £5.01 weekly or £995.

### **Intelligent Repair**

You'll also find a variety of SMART repair solutions including the new Power-Tec Hotspot 2 Dent Reduction System (LAS92481) for only £5.01 weekly or £995.

This is a great tool to pull in new and old customers so use it to your advantage and make sure all of your collision repair customers have a fresh copy to look through.



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# Workshop Solutions

One call for complete peace of mind



hop Solutions  
One call for complete peace of mind

Equipment

Bodyshop Equipment



Each branch will have received 150 copies.  
All prices are valid until 28th February 2017. If you need more copies of the Bodyshop Workshop Solutions, please contact the Marketing Team on [marketingteam@eurocarparts.com](mailto:marketingteam@eurocarparts.com) who can supply additional copies when necessary.





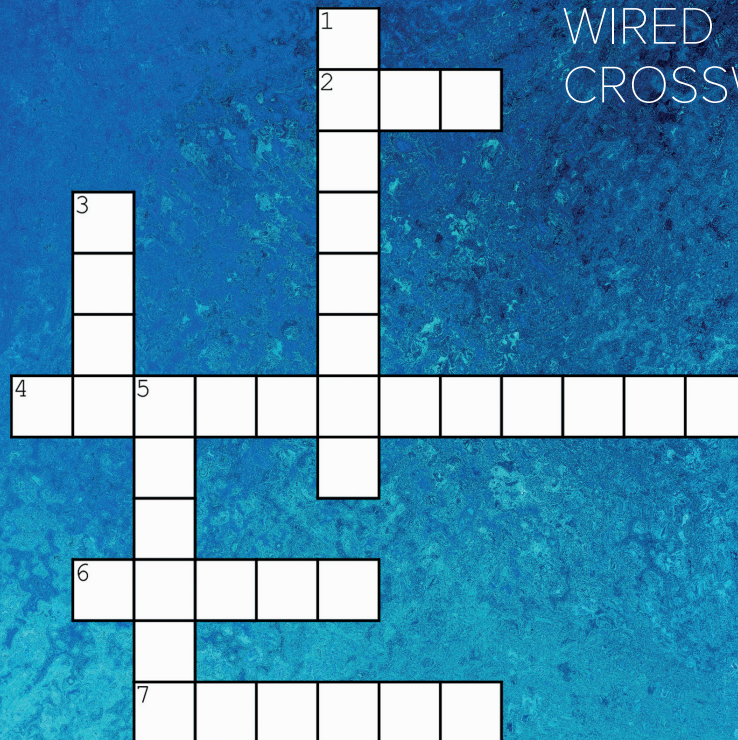
# Wired Competition

Want a chance to win a pair of Beats Headphones?

All you have to do is fill in the cross word , and email your answers to [wired@eurocarparts.com](mailto: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 Jason Adams



WIRED  
CROSSWORD

## ACROSS

2. How much warranty is on the Tecalemit SF9207
4. What is the name of the new Cabin filter
6. How much warranty does Klarius Exhaust have
7. Which brand was established in 1920

## Down

1. The new Workshop Solutions magazine is based on what type of product
3. How many tonnes does the Bendbak XPR9 weigh
5. What brake brand is featured in Wired