



WIRED

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EURO CAR PARTS PRODUCT NEWS



“The only one
you need to beat
is yourself”

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Brake Clinic

It's good to Torque



Applying the incorrect torque on wheel nuts when mounting the wheel can have consequences on the brake discs, especially when tightened more than the manufacturer's recommendation.

In the picture below, the wheel nuts were too tight and caused the brake disc to crack in the

brake disc chamber. Conversely, if the wheel hubs are not tightened enough, then this will have issues with play in the discs. This is paramount when it comes to the rear discs with bearings and ABS rings. Wheel nuts require a set Nm torque setting specific to each part number.

The list of part numbers and the required settings are as follows:



If you require any further information please contact:
Aaron Spencer: aaron.spencer@eurocarparts.com
Ehsan Arabalizadeh: ehsan@eurocarparts.com

ECP	Pagid	Tightening torque Nm
104 73 5328	54333	210
104 54 5608	55021	90 (29° closing angle)
104 54 5628	54687	300
104 73 5408	54941	300
104 74 5518	54422	280
104 74 5528	54544	175
104 74 5538	54414	175
104 74 5838	54757	280
104 74 5858	54537	280
104 74 5508	54598	280
104 74 5828	54545	220
104 74 5548	55232	280
104 74 5998	54957	280
104 74 6218	55317	175
104 74 5868	54540	175
104 74 6098	54960	280
104 74 5948	55529	280
104 74 6018	55396	280
104 74 6158	55326	280
104 74 6248	55435	175

New to range!

Lion EFB (Enhanced flooded Battery)



WHAT IS AN EFB BATTERY?

EFB batteries are primarily used on entry level Stop/Start vehicles, but critically on vehicles that do not have regenerative braking; these are more of your smaller town cars as opposed to your larger Audi, BMW, and Mercedes marques.

EFB batteries are designed and engineered to cope with the continuous on / off actions operated by the stop /start system, very importantly they also power the electrics when

the vehicle is in “sleep mode.” We have recently introduced a further seven references giving ECP unrivalled coverage in the market. To ensure the highest quality of these units, they are all purchased from one factory

that has strong links to OE and OEM manufacturing.

For more information please contact Alan Knight:
Cisco: 7001-091
alan.knight@eurocarparts.com

Part No	Full Description
444 77 9051	027 60AH 560CCA L241 x W175 x W190 0/1 B13
444 77 9061	096 70AH 650CCA L278 x W175 x H190 0/1 B13
444 77 9081	110 75AH 730CCA L315 x W175 x H175 0/1 B13
444 77 9281	005 65AH 590CCA L230 x W173 x H222 0/1 BO
444 77 9321	054 40AH 390CCA L196 x W127 x H220 0/3
444 77 9331	030 70AH 650CCA L257 x W172 x H220 0/1 BO
444 77 9341	158 BATTERY 45AH 420 CCA L234 x W127 x H220 0/3

New to range!

Cataclean: Protect Your DPF

MOT season is nearing us, come September vehicles will be flocking to MOT stations nationwide to get their annual vehicle checks. As DPF removal was banned back in the early part of 2014 it left a great gap for consumables to fix a “blocked DPF.” The advantage of trying these products are clear, mainly the expense, obviously cheaper than a new DPF!

The makers of one of the most well know Catalytic Converter Cleaners on the market right now, Cataclean, have developed “Protect Your DPF” a system cleaner designed to prevent clogging by reducing diesel particulate build-up, actively helping the DPF to regenerate.

The benefits are clear, Cataclean Protect Your DPF could help your customer’s cars:

- Lower Emissions: Cleans the catalytic converter and reduces emissions by up to 60%
- Improve engine performance and fuel efficiency
- Reduce harmful carbon build-up on oxygen sensors
- Safe for all diesel, hybrid cars & vans

This product should have already been profiled into your branch, if you have any questions please contact Lowme:

lowme@eurocarparts.com
Cisco: 7001 – 066



AirCon Station

Testing Times: CLT1 Compressor Testing Tool

The handheld CLT1 controls (by bypassing the vehicle's on board control unit) the clutchless variable compressors that we find on many modern vehicle A/C systems. These compressors use an electronic control valve to regulate the displacement "refrigerant output" of the compressor.

By controlling this electronic valve manually, independently from the on board computer, a more precise diagnosis may be made on the system. The capacity of the compressor can be manually regulated using the CLT1 from 3% - 100%. The CLT1 is powered by the vehicles battery. Vehicle manufacturers that utilise this clutchless, electronically controlled compressor are (among others): Volkswagen, Audi, Seat, Skoda, Peugeot, Citroen, BMW, Chrysler, Honda, Toyota and Mercedes-Benz.



In contrast to self-regulating compressors, externally controlled compressors have no integrated mechanical valve but they have an electronically controlled valve instead.

TECHNICAL SPECIFICATIONS

- CLT1 tester with 12V power clamps
- Simulator
- Compressor connection for Volkswagen and Audi vehicles
- Compressor connection for Denso compressors
- Hook & Magnet
- Manual
- Carry Case

As always, if you need any help our Air Con team is on hand to answer any questions:

Aaron McFarlane
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Workshop Solutions

Alignment inspiration



Can you imagine if your customer gave you credit for the idea that changed their fortunes and catapulted their business forward?

The Idea – 3D alignment can create fresh sales opportunities for workshops!

3D Alignment opens up the possibility of testing every car that comes into the shop, every visit. The reasoning for this is that every pothole, speed bump, 'kerbing encounter', etc, can affect a car's chassis settings, and every driver knows these

happen in the normal course of using a car.

Customers are also nowadays fully aware that fuel efficiency numbers rely on proper chassis settings. Not only that, poor alignment effects tyre life and handling.

“Alignment testing that is so quick, it doesn't interfere with everyday operations”

3D Alignment is very fast and requires no special skills of the operator. In fact, Bosch claim their FWA4630 takes just 7 minutes from set-up to printing a result. This means that a workshop can realistically set themselves up to test every vehicle that comes in. It's not hard to see how additional work would arise.

Bosch have even gone so far as to design a totally touch-free system that automatically measures every vehicle as

it rolls into the workshop! Needless to say, only very serious workshops will be in the marketplace for this sort of high end solution. Whatever end of the spectrum that a customer chooses to investigate, a team of Bosch Alignment Specialists stand ready to undertake site visits to demo the equipment, carry out “Return on Investment” calculations and to provide technical sales support, alongside our regional Workshop Equipment Specialist.

So whilst everyone expects to work hard, sometimes it is also a case of setting up to **work smart**. Will your customer credit you with planting the seed which changed his fortunes?

For any more information, contact Fred Muraya or the Workshop Solutions Team:

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Performance & Styling

Sports Clutches



We are always asked about what sports clutches we do, or are asked for a specific brand.

Exedy Racing Clutches are perfect for Japanese vehicles, and are our first choice for the beast's from the East. You will find a majority of Stage 1 and 2 clutches listed on Topcat, all the way up to stage 5 triple plate clutches.

Sachs Performance clutches are the perfect accompaniment for German vehicles. Coming as Organic or paddle varieties, and also as module kits for competing vehicles. Range catalogued on Topcat.

Black Diamond clutches focus on the European Hot Hatch market. Their clutches come in 3 flavours, Organic, Kevlar and Paddle, to help meet the demands of the customer.

Their clutches can handle torque from standard to up to 60% increase, and their range is constantly growing.

Advanced Clutch Technology (ACT) are new for ECP. They are well known in the drift/drag/racing scene. Their range may be smaller, but they can handle massive amounts of torque.

There is a clutch that will fit with standard DMF or uprated solid flywheel conversions. They even list clutches for American imports (Mustangs, Pontiac etc).

Clutch Masters are an American brand and are new to ECP. Their range is vast as they dabble in European, American and Japanese vehicles. They have up to 8 stages of clutch, ranging from modified street vehicles to full on track beasts needing twin plate clutches. Look for them in Topcat as our range increases.

WHAT WE NEED TO KNOW?

1. VRM
2. What is the current/potential torque of vehicle (state whether wheels or flywheel torque)?
3. What is vehicle being used for?
E.g. Road/Drag/Track day/Racing

We will work out what you need from this. If customer is unable to give torque, then BHP will suffice, but it needs to be exact as clutches hold Torque, not BHP.

For more information on performance upgrades and Performance Clutches, please contact the Performance team:

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David Kracke: Cisco: 7001 – 466
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Know your product

DSG Clutch Order Process

We have been getting numerous IBT requests from branches for DSG Clutches. Below is a refresher on ordering DSG Clutches. Remember we will not supply a warranty to a non-approved garage.

LUK had to design a very sophisticated double clutch to match the DSG gearbox technology, and it will be no surprise to you that special training and tools to change a DSG clutch, in fact LUK will not supply a DSG clutch to a garage that cannot prove it has been certified to carry out this repair.

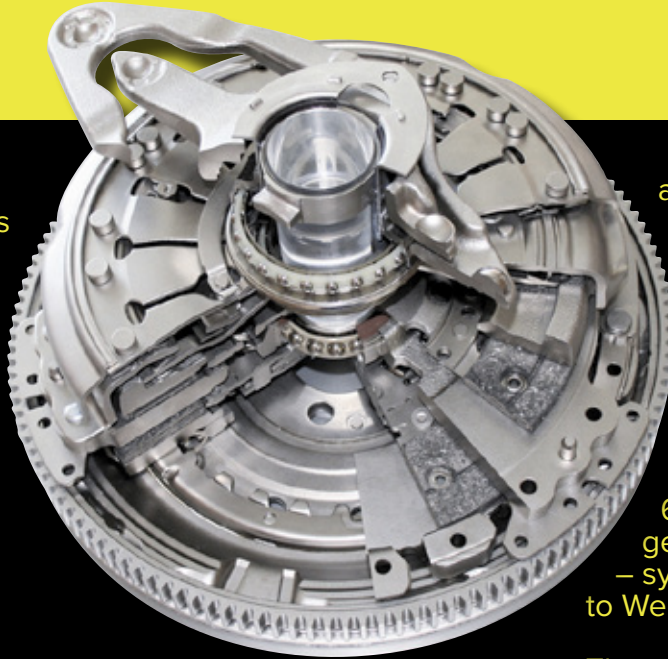
You will need to follow the following process in order to get a DSG clutch to your customer.

1. Branch receives clutch enquiry from Customer on DSG clutch;

2. Branch must verify that customer is a certified DSG garage.
a) This can be done by checking on customer database (provided by LUK)

2. Branch raise special order enquiry via Marce

4. Special order double checks customer's details and releases the stock;



a) If there is no stock available at Wembley, special order will raise purchase order to LUK and part will be supplied directly from LUK.

5. Part gets delivered to respective customer

6. If the part does not get sold for any reasons – system will recall it back to Wembley on next day.

The most prolific users of DSG systems are VAG who offer them on their Audi, Skoda, Seat and Volkswagen vehicles, and their popularity is continually increasing.

For more information, please contact Hardik Solanki:
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Know your product

TQX Wall Chart

We have received plenty of feedback from the field over the years saying that customers who mainly buy 199Ltr, 20 Ltr or cases of 5 ltrs generally do not refer to the application guide for engine oil cross references and sometimes end up making their own judgement call. This can potential lead to the wrong oil being selected, especially where vehicles are equipped with a DPF or a TWC.

Tools such as Top Cat or the Triple QX Oil Catalogue are available to guide for best information - however for speedy checks we have developed a "Triple QX Wall Chart" for our customers. The chart works as a quick reference guide indicating the type of oil required for the relevant application. The grade and type of oil will have an effect on the car's economy, emissions and

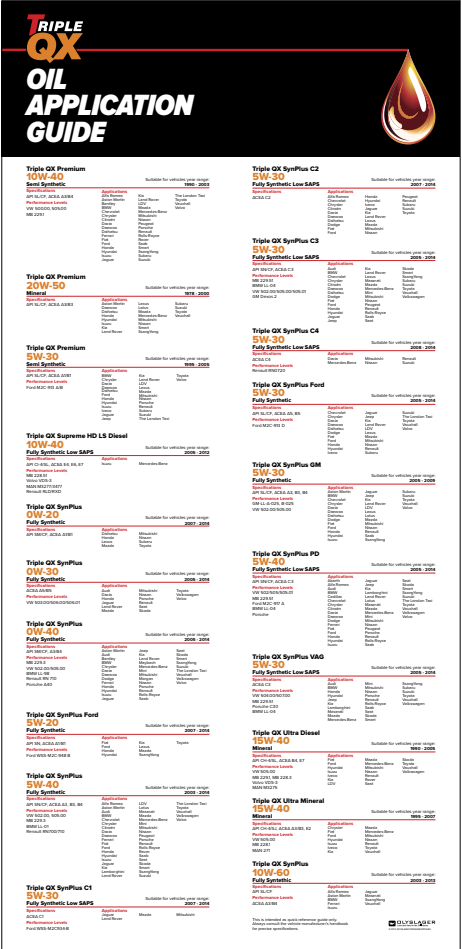
longevity so it is important to make sure right kind of product is used.

This chart is really simple to use and all the customer needs to do is to check the grades of oil available in the garage and cross refer the relevant application by make and age against these grades for quick reference guide. Matches found will be nearly 75% accurate to the actual catalogue. For precise results always consult the catalogue or Euro Car Parts website.

This wall chart also show case the range of grades and specifications as offered under Triple QX and will let our customers know other grades we can supply them too.

For more information, please contact Marta Chmielewska:

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Cisco: 7001 - 070



The image shows a 'Triple QX Oil Application Guide' wall chart. It features the Triple QX logo at the top left and a large oil drop graphic at the top right. The chart is organized into a grid of sections, each representing a different Triple QX oil grade. Each section includes the oil name, grade, and type (e.g., Fully Synthetic, Low SAPS, Mineral). Below each section is a table with columns for 'Application' and 'Vehicle' details. The 'Application' column lists engine types like Petrol, Diesel, and Gas. The 'Vehicle' column lists various car models and their corresponding engine specifications. The chart is designed to be a quick reference tool for customers to identify the correct oil for their vehicle.

IPM Message



Dear Branch Managers, Sales Managers,

Please see below and relay to your Sales Team – we really need 100% cooperation with this to avoid delays on the IPM system. It's been 7 weeks since the full launch of IPM! Overall its working very well, but there are a few areas where if we all follow some simple steps we could avoid some lengthy delays!

Please see below some “golden” rules to be followed:

1. **DO NOT SUSPEND THE ORDER!!!** – This is the number one cause of delays, around 8% of all IPMS submitted get suspended. Suspended orders cannot be actioned by us!
2. Do not Submit an IPM if the EQ Term box popped up – again these cause a big delay.
3. Do not submit an IPM if the customer is near the credit limit
4. If using OTHER – ensure a manually typed reason is also supplied.
5. If using PREVIOUS – ensure that the requested price is actually a previous price!
6. BM/SMs should be using the IPM Approval screen

Some branches have got to grips with this perfectly and are enjoying a near instant price match across all their request – Other branches aren't authorising any and are allowing them to default to 10 mins when they appear on our Head Office screens – this has automatically added a 10 minute delay to your customers request which is avoidable (to help give branches more control on pricing this might increase to 20 mins in the future – please adapt to using it ASAP else the delays to HO will be 20 mins.

At the moment only around 20% of the BM levels get approved by BM's – the rest overflow to HO.

Also – ensure your SAs are comparing like for like and are giving us the correct brand and competitor information – this information is vital to our market/pricing intelligence.

By following the above, ALL delays can be avoided, IPM handles around 10 price matches per minute – there isn't time for HO to be chasing up locked/suspended orders.

GUESS THE CAR

**LAST WEEK WE WANTED YOU TO GUESS
THE BLACKED OUT CAR! THE ANSWER WAS
A BMW 5 SERIES, SPECIFICALLY THE E60 M5,
CONGRATULATIONS TO ALL WHO GUESSED CORRECTLY!**

**THIS WEEK WE WANT YOU TO GUESS WHAT CAR
THE CLOSE UP COMES FROM.
IF YOU THINK YOU KNOW WHAT CAR THIS IS,
PLEASE EMAIL THE MAKE AND MODEL TO
JASMEET.MARWAY@EUROCARPARTS.COM**

**3 LUCKY WINNERS, PICKED AT RANDOM, WILL WIN A
STAR WARS STORM TROOPER MUG! THESE ARE NOT
THE DROIDS YOU ARE LOOKING FOR ...**

