

Issue 41

WIRED

EURO CAR PARTS PRODUCT NEWS

7th April 2017

CONTENT

**“In order to succeed,
we must first believe that we can.”**

TQX Fragrant Screen Wash	3	NGK Spark Plugs	22
WAT Coilovers	4	Crosland.	24
Swirl Flaps	6	Hidria	26
Gas in Price	8	Get Signing	28
Clutch Clinic	10	New Publications	30
Product Technical Support	12	AdBlue Dispensing.	32
Nilfisk	14	Formula Brembo	34
Aircon Station	16	April Promotions	36
Brake Clinic	18	Leisure Batteries	38
Airman Kits	20	Competition	40

EXCLUSIVE NEWS

TQX SCREEN WASH

Euro Car parts are leading the way by being the first in the UK to release a wide range of fragrant screen wash from our Triple QX brand, these all seasons concentrated fragrance screen washes remove dirt, grease, traffic film and insect deposits easily from your car windscreen, leaving a streak free finish for increased visibility, and also provides weather protection to -7 degrees Celsius for elongated use. The Triple QX range has 6 different fragrances in 2 pack sizes exclusively targeting end user customers.

The fragrances are Bubble Gum, Black Ice, Cola, Tutti Fruity, Cherry & Apple.

To add to the above customers can also buy them in gift packs of 3 x 1ltrs each with mixture of products, we have 2 kits in stock for them to choose from. There is also a summer rain repellent 3-in-one screen wash available with a Lemon fragrance to help with clearer visibility in rain.

These will be dropping on the web very soon, keep an eye out for the launch email.



If you have any queries please contact Pankaj Babbar on pankaj.babbar@eurocarparts.com who will be happy to assist.

WAT COILOVERS

WAT Racing is a Taiwanese manufacturer of suspension and braking products. Established in 1998 their main focus was the development of Subaru Impreza race suspension and now they have transferred high level of R&D into their current growing range.

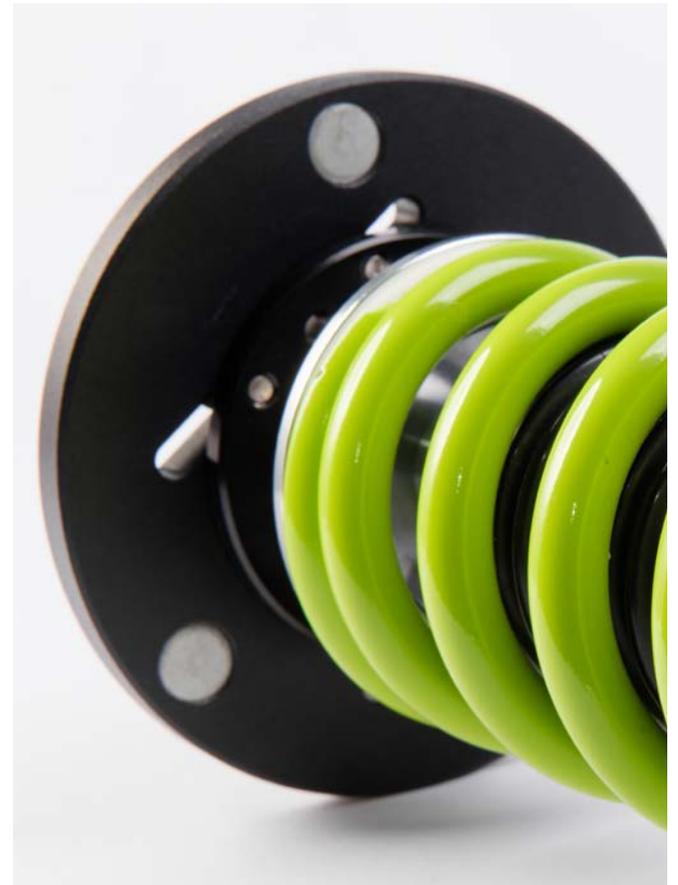
We have introduced, stocked and catalogued a fantastic new range of coilovers for popular vehicles. They are all based around having a pillow ball top mount design on the front and/or rear. On certain vehicles where accessibility permits they also have adjustable camber plates.



The kits are perfect for street, drift and track use with the following spec:

- Pillow ball top mounts (with camber adjustment where permitted)
- MC bearing system on the pillow ball mounts – maintains smooth turning and is USP over competitor products
- 38 levels of damping adjustment front and rear
- Body rotation for height adjustment rather than adjusting the spring perch
- Monotube 50mm shocks (44mm internal)





The product has been designed and spec'd in unique colours for the UK market. There are many competitors out there with this style of product, however most do not use the same quality of parts in their design. The WAT coilovers have a special bearing design to make sure the pillow ball top mounts do not create noise and have a smooth operation. The quality of oil used in the shock is better than most competitors as is the quality of the aluminium and steel parts.

Popular vehicles we have in range:

Japanese: Impreza – Evo 4-9 – Skyline – 350Z – 370Z – S2000 – GT86/BRZ – S14 200SX

European: Mini R53/R56 – Golf MK5 platform – Focus MK2 ST – BMW E90/E92 – Fiesta ST 180

You will find the product in the Coilover Section of TopCat.

If you have a particular requirement, please contact the product team on performance@eurocarparts.com who will be happy to assist.

SWIRL FLAPS

The Forge Motorsport Swirl Flap Blank kit allows the removal of the problematic OE swirl flaps in the inlet manifold commonly found in the Vauxhall 1.9 CDTI (Z19DTH), meaning there is no need to replace the existing manifold, instead it can be modified with this kit.

It is designed to fit the later design Pierberg manifold (7.00373.12.0) that uses the larger 18.5mm swirl flaps. Once the flaps are removed this kit blocks off the holes that remain.

Please note these are not a direct fit to the older design manifold that uses the 15mm swirl flaps, unless the manifold is machined out to accept the larger 18.5mm bungs. It is common for cars that used the older 15mm design manifold from standard have had the manifold replaced to the newer 18.5mm manifold in their life, but your customer will need to check the size of their swirl flaps holes.

Once the swirl flaps have been removed of the manifold will now be free flowing. The flap actuation motor should be left on the vehicle, and

connected electrically, but with the lever arm disconnected. This allows the ECU to recognise that the motor is present, and working, and will not cause the EML light to come on.

Removal of the flap system often results in a much smoother drive, better fuel economy and most of all future proofs the vehicle against future inlet repairs/problems.



Forge
MOTORSPORT



The kit also covers popular Alfa, Saab and Fiat applications using the same inlet manifold.
This kit is made with precision exclusively for ECP by a market leading UK fabrication company called Forge.

It consists of:

- 5 x Taper machined aluminium bushes
- 1 x BondLoc
- The bungs press in easily and have the added security of Bondloc and o-rings.

Part number: 980721001 and can be found in Top Cat
under Fuel & Engine Management > EMS Valve Emissions > Swirl Flap

You will also find our popular BMW diesel Forge swirl flap blanks in this section or simply search “Flap”.



If you have any queries, please do not hesitate to contact the Performance team on: performance@eurocarparts.com

R134a & HFO1234YF Gas in a price

From January 2017 all new OE vehicles AC systems will be charged with the new HFO1234YF Gas (by Law), with the Government quota systems and European HFC laws we are starting to see market prices change for all gases. Please see below the latest news from the major suppliers of gases in UK & Europe.

UK/EUROPE: Refrigerant users face new price increases of as much as 30% as Europe transitions away from high GWP HFCs.

The UK's leading refrigeration wholesaler and one of the world's main refrigeration manufacturers have both announced large increases in the price of refrigerants from next month. The latest increases follow 20% price hikes by a number of suppliers at the beginning of the year and suggestions that there may be more to come this year.

UK wholesaler Dean & Wood, part of the Beijer Ref group, has announced price increases of 30% on high GWP refrigerants like R404A and R507 and the R22 transitional blend R422D. The new prices, which come into effect on April 1, also include 20% increases on a number of common



gases including R134a, R410A and R407C, and so-called interim gases R407A and R407D.

Refrigerant manufacturer Chemours wrote to its customers this month announcing price increases across Europe of 25% on R404A and

R507 and 20% rises on the other base HFCs R134a, R410A, R407A and R407C.

At the beginning of the year, refrigerant manufacturer Mexichem announced 20% price rises on R404A and R507 and 15% increases

changing Market

on R134a, R410A and R407C. Supplier National Refrigerants announced similar increases from January 1.

The “perfect storm” of swingeing cuts in HFC availability next year and suppliers’ needs to juggle production and import quotas is behind the latest increases. Industry leaders have long urged a rapid transition away from high GWP gases and warned of high price rises and possible scarcity of some gases.

The cap and phase down under the European F-gas regulations is based on CO₂ equivalents (CO₂e). This means that refrigerant producers and suppliers, operating under a quota system, are effectively able to place on the market far more low GWP refrigerants than the higher GWP gases.

Latest European Commission figures report that the amount of HFC refrigerant placed on the market in 2015 amounted to 168Mt CO₂e – within the baseline cap amount for the year of 183Mt CO₂e. Next year the industry, faced



with cuts of 37% of the baseline, must make do on 115Mt CO₂e. This is a significant cut, but industry pundits have further warned that as the refrigerant contained in imported pre-charged equipment is also to be included in that figure for the first time, the cut is more like 44%. Speaking at the European Eureka 2016 conference at the end of last year, UK

consultant Ray Gluckman warned of 2018 having the potential to be “an absolute disaster” and called for more attention and action in the transition away from high GWP refrigerants. At the same event, AREA president Per Jonasson warned that time was running out to switch to lower GWP refrigerants and urged users to take immediate action.

If you have any queries, please do not hesitate to contact Aaron Macfarlane on aaron.macfarlane@eurocarparts.com who will be happy to assist.

CLUTCH CLINIC

PEUGEOT/CITROEN/FIAT PULL TYPE CLUTCHES Heavy Pedal, Sticking Release Mechanism

PROBLEM

A high level of pull type clutches are returned with a common fault being reported and following inspection faults cannot be found with the clutch units. The fault is normally described as unsmooth pedal action and heavy pedal feel with loss of adjustment.

In many cases the fault lies with the clutch release mechanism and associated parts, including worn gearbox cross shaft bushes and heavily scored guide tubes.

The release mechanism is easily (and very often) overlooked during a clutch change, if this is not thoroughly checked it can lead to misdiagnosis of the clutch fault. When the transmission

assembly has been removed and the cross shaft is checked for free movement, it can appear to be sufficiently free moving. This is due to the release mechanism not being under load, which does not highlight any wear in the cross shaft bushes.

THE CURE

The problem will re-occur after fitment of a new clutch if the worn parts of the release mechanism are not replaced. A close visual inspection of the guide tube will be necessary to identify if a replacement guide tube is required. Good practice is to replace the tube every time. It is essential the cross shaft is removed to

inspect the condition of the shaft and its pivot bushes. The pin securing the release arm to the cross shaft will have to be removed. Remove the release arm and draw the cross shaft upwards until the shaft is clear of the bottom bush. Slide the cross shaft out of the top bush and withdraw the arm from inside the gearbox.

Prise out the bushes and renew. Check the cross

shaft for excessive wear, and renew if required. The bushes are self lubricating but a small smear of disulphide grease can be applied. Re-fitment is the reversal of removal.

NOTE: It is recommended that the cross shaft bushes are replaced on fitment of a new clutch, and the arm is also replaced if wear to the shaft is evident.



Typical worn guide tube – REPLACE



Cross shaft bushes worn – REPLACE



When models are fitted with a pull-type clutch this is unlike a traditional clutch unit, as the release bearing in this system is locked into the pressure plate and fixed to the release fork. For this reason, the transmission cannot be removed in the usual manner. It can be separated from the engine only after the pivot pin of the release fork has been removed. In most cases the pivot pin can be firmly fixed in the transmission housing and can be difficult to remove with standard tools. That's why Euro Car Parts recommend using a suitable puller, (Klann KL-1600-10).

ECP Part Number 528990610

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

PRODUCT TECHNICAL SUPPORT



The Product Technical Support team was formed just over three years ago. Specifically to assist branch sales staff with the identification of ECP part numbers. In addition to this, the team now look after FPS part number creation on K8. Our Performance and Styling team can now also be contacted via the webchat system. If you wish to contact the Performance & Styling team, please open a chat and include the word “Performance” in your initial question so that we can then route the chat to the correct member of staff more quickly.

The Product Technical Support team currently consists of seven staff, each of which have their own areas of expertise – ex main dealer, ex mechanic, ex product manager, etc. They have all received extensive training since joining the team. The team currently receives around 3500 chats per week.

When opening a webchat, you will need to enter a few pieces of information:

1. Your full eurocarparts.com email address (private email addresses are not permitted)
2. Branch number
3. Registration number (preferably without a space in the middle)
4. Description of items required (please refrain from using three digit ECP codes – this slows the process down)

If you do not have a registration number, leave this section blank and give a chassis number and vehicle manufacturer in the question section instead.

WEBCCHAT



Whilst the Product Technical Support team are happy to assist with ECP part number identification, it is generally faster for staff to identify ECP numbers in-branch. In future editions of Wired, I will be publishing a series of articles detailing the catalogues that you should have access to and guides on how to use them.

The team should be your first means of contacting head office for all ECP number identification assistance, FPS number creation and Performance & Styling enquiries – **with the exception of those products listed below:**

PORSCHE

Jim Symons – jsymons@eurocarparts.com

TOOLS

Rick Newman – rick.newman@eurocarparts.com

Baron Crilly – baron.crilly@eurocarparts.com

GARAGE EQUIPMENT

ge-orders@eurocarparts.com

If you have any queries, please contact Steve McDermott on smcdermott@eurocarparts.com who will be happy to assist.

NEW TO RANGE – NILFISK



We are delighted to announce that Euro Car Parts will now be stocking a new professional range of cleaning equipment, from Nilfisk. We will be taking a range of cold, hot, and hot with steam mode pressure washers as well as a cordless battery powered floor scrubber drier, and both dry and wet and dry vacuum cleaners.

Nilfisk are proud to be one of the world's leading manufacturers of professional cleaning equipment. Nilfisk have been developing and supplying cleaning machines for over 100 years and their products are recognised for their high quality and reliability. Nilfisk manufacture a high quality range of pressure washers,

floorcare and vacuum solutions for automotive applications.

Nilfisk cleaning equipment is designed to make your customer's workshop more sanitary and their cleaning practices more productive. From indoor to outdoor areas – Nilfisk can offer the perfect solution for both interior and exterior cleaning so you can keep your focus on your customers.

CORPORATE PROFILE:

Nilfisk was founded on a vision of producing and selling products of the highest quality worldwide. For more than a hundred years, Nilfisk has responded to the changing needs of markets and customers with innovative products and solutions. Over the years, we have acquired companies to strengthen our footprints, and today we stand strong, together. They are united on the promise of being innovative and committed to deliver the best products available. Today, their founder's vision has come true.



The Nilfisk Group is headquartered in Denmark, and they have sales companies in 45 countries. With an additional strong distributor network Nilfisk markets and sells its products through distributors in more than 100 countries. Their production facilities are located in Asia, Europe and America.

Nilfisk products are primarily focused on the commercial cleaning market, which includes automotive, institutional and industrial customers, as well as professional contract cleaners. Main product lines are floorcare equipment such as professional scrubber-dryers and sweepers, vacuum cleaners, high pressure washers, and outdoor utility machines.



If you have any queries, please do not hesitate to contact Rick Newman on rick.newman@eurocarparts.com who will be happy to help

Aircon station The MARKSMAN II

The Marksman II is the ultimate tool to find leaks in vehicle air conditioning systems- It is quick and convenient to use, and simple to operate. Ultrasonic technology for fast, accurate and effective leak detection, the tool integrates into the air conditioning service process.



TECHNOLOGY

Featuring advanced heterodyne circuitry and sound signature technology, the Marksman II converts and amplifies inaudible ultrasonic sounds into audible natural sounds. Leaks and defects can be diagnosed early before they result in more serious breakdowns.

APPLICATIONS

The Marksman II is suitable for use in any vehicle servicing or accident repair environment – its operation is unaffected by external noise. The tool has the capability to check for leaks of both refrigerant and vacuum, and it integrates easily into a standard A/C service routine.

COMPLIANCE

The tool supports the legal requirement* that it is a criminal offence to charge an air conditioning system with R134a refrigerant without reasonable due diligence being undertaken to ensure that there are no leaks in the system.

FEATURES

- Detects frequencies in the ultrasonic (40.5kHz) range – filters ambient noise
- 5 LED signal intensity indicator and audible alarm to pinpoint source
- Internal Noise Control ensures that it is unaffected by ambient noise
- Self-adjusting Automatic Gain Control circuitry enhances sensitivity.
- Precision-engineered air probe optimises versatility
- Adjustable touch-control sensitivity pad and power switch
- Comprises ultrasonic receiver, air extension probe, headphones and rugged carry case



If you have any queries please do not hesitate to contact Aaron Macfarlane on aaron.macfarlane@eurocarparts.com or Autoclimate on 01827 838482 and they will be happy to assist.

BRAKE CLINIC

The Choice Is Theirs



It is crucial to offer all choices for braking (Pagid, Eicher and Brembo) on every call. We have the best stock availability and brand choice in the UK, so there is no excuse for anyone not buying their braking from us. Offer all the brands available and the relevant price.



Brembo – has been introduced as an additional brand for additional business and help grow sales. Brembo is not just for high end applications, it is for all applications. “Every customer deserves Brembo” – irrelevant of whether it is a Range Rover Sport or a Ford Fiesta. Pads and discs warranty – **24 months / 24,000 miles warranty.**

Pagid – it is to OE specification with OE content and exclusive to ECP. We also have over 99% coverage for all applications with the best price for quality and stock holding. Pads and Discs warranty – **25 month / 25,000 mile warranty!**

Eicher – is our aftermarket brand. It is priced to target Delphi and Apec. Eicher is ECER90 approved, which means it must perform to + or – 15% of the OE pad with excellent value. With over 1 million satisfied customers, Eicher is the fastest growing brand in the UK market. Pads and discs warranty – **24 months / 24,000 miles warranty.**

By offering the choice, we stand a better chance of closing the sale. Our competitors will offer choice so we must not give them the edge. Furthermore, we don't know the end user and what their requirements are. By offering all the choices, it will keep your customer to choose every time and satisfy their needs.

If you have any queries, please do not hesitate to contact Aaron Spencer on aaron.spencer@eurocarparts.com or Ehsan Arabalizadeh on ehsan@eurocarparts.com who will be happy to assist.

AIRMAN KITS

Roadside Emergency Tyre repair kit is now part of all new vehicles on the road, and ECP have now got Airman Kit and individual refill kits in stock





- 539773630 Airman ResQ Emergency Tyre repair Kit including 450ml Tyre sealant**
- 539773631 450ml Universal Tyre Sealant**
- 539773632 300ml Universal Tyre Sealant**

AirMan is the aftermarket brand of Active Tools, the world's largest OEM supplier of roadside emergency tyre repair kits. The sealants and compressors offered by AirMan are the same solutions supplied directly to nearly all of the

world's leading vehicle manufacturers. This makes AirMan one of the few aftermarket repair kit available which is fully certified and approved by vehicle manufacturers.

AirMan's most popular tyre repair kit, the ResQ Repair, is featured in bestselling vehicles such as Vauxhall Insignia, VW Golf and Audi A4. This two part kit comes complete with a 450ml sealant bottle and powerful 12v compressor.

AirMan's water based Particle Gel Sealant can be used with **any** standard car compressor and is pumped directly through the tyre valve. This makes repair simple and fast as the valve core does not have to be removed at the roadside. Simply connect the compressor hose to the valve on the bottle, and attach the hose from the bottle to the tyre. Within approximately 5

minutes, the sealant will be pumped through the tyre valve and the tyre inflated at the same time. To comply with strict OEM guidelines, all AirMan sealants are non-corrosive, TPMS safe and easily rinsed out of the tyre to allow for full repair. Furthermore, AirMan sealants can also be used with Run Flat tyres and is guaranteed

to last for 125 miles of driving. With over 30% of new cars now sold without a spare wheel, the demand for affordable replacement kits and sealants is rapidly increasing. Because AirMan Solutions are universally compatible and OEM approved, they make the ideal drop in replacement to offer OE quality at a fraction of the main dealer price.

If you have any queries, please do not hesitate to contact Pankaj Babbar on pankaj.babbar@eurocarparts.com who will be happy to assist.

NGK SPARK PLUGS

BoxClever
It pays to fit the best

customer courtesy car

THIS CAR COULD HAVE YOUR NAME ON IT

Imagine what a free courtesy car could do for your customer relations! Enter our BoxClever prize draw and you could land the keys to this nippy little number. But if you're not in it you can't win it, so join today at ngkboxclever.com

facebook.com/ngksparkplugsuk
twitter.com/ngk_uk
NGK UK YouTube
ngkntk.co.uk

NGK IGNITION PARTS
NTK VEHICLE ELECTRONICS

NGK will be promoting the launch of its new MAF & MAP sensors and BoxClever prize draw at two forthcoming UK exhibitions

There are exciting times ahead for NGK Spark Plugs customers. The ignition specialist is running a prize draw for garages to win a fantastic Suzuki Celerio five-door hatchback city car worth more than £7000 and is also launching two new NTK sensor ranges.

The company will highlight both initiatives when it exhibits at the forthcoming MechanEx Show at Event City, Manchester on May 16 & 17 and at Automechanika Birmingham, which is being held at the NEC on June 6-8.

The prize draw is open to members of the company's BoxClever garage loyalty scheme in which, following the purchase of NGK spark plugs, glow plugs, NTK sensors and ignition coils, scheme members are encouraged to collect the single boxes that the products come supplied in and these are then returned in exchange for prize points.

Every time a member banks boxes from the beginning of April until the end of June this

year they will receive an entry into the Suzuki Celerio prize draw with an additional bonus entry being awarded for every NTK Lambda banked in the promotional period.

Also, in May NGK is launching a range of 87 Mass Air Flow (MAF) sensors and 69 Manifold Absolute Pressure (MAP) sensors.

For maximum efficiency in engine operation and to ensure effective exhaust gas treatment, the engine control unit (ECU) needs to precisely regulate the air-fuel ratio.

NTK has been proving its excellence and know-how for decades as a leader in the production of original equipment (OE) Lambda sensors for vehicle manufacturers (VMs).

MAF and MAP sensors are essential elements in this process. Both provide the ECU with a signal needed to calculate the amount of air aspirated by the engine.

Mark Hallam, Marketing Manager, NGK Spark Plugs (UK) Ltd, said: "We are delighted to announce these new initiatives. BoxClever members have the opportunity of winning a



Suzuki Celerio which is an ideal vehicle to be used as a courtesy car for their businesses. “The three-month draw is sure to prove popular and we will be promoting it over the coming weeks at MechanEx in Manchester and at Automechanika in Birmingham. “Now is the ideal time for independent garages who are not currently members to join the

BoxClever scheme and we are hopeful many will come on-board at the two shows. “In addition, with the launch of MAF and MAP sensors, NTK Vehicle Electronics is again strengthening its positioning in the market. NTK has incorporated experience from more than 40 years in the sensor business into the new MAP and MAF sensor offering to make it

exactly what our customers need and I am sure they will be keen to learn more about our new products.” Alongside NTK Lambda and other engine management sensors, NGK Spark Plugs (UK) Ltd is a leading supplier of OE spark plugs and glow plugs, plus ignition coils, to the independent automotive aftermarket.

For more information, please visit the website www.ngkntk.co.uk Also you can check out its blogzine at www.ngktorque.com

CROSLAND IN THE EASTEND

Our own brand makes an appears in Phil's garage in Eastenders. Even they use Crosland in their garage.

But did you know.....

Originally founded in 1955, Crosland has significant OE heritage and was a major supplier to automotive manufacturers including Rolls Royce, Bentley, Ford and General Motors during the heyday of British automotive manufacturing. After a period spent on the shelf, Crosland was reawakened and is now exclusively available from Euro Car Parts in the UK. The brand works hard to ensure it meets the quality standards it was always known for and supplies a premium filter at a competitive price.

That is why Crosland Filters are manufactured in the best filter factories around the world, complying with tough quality standards. The filters meet the strict requirements set by every engine and vehicle manufacturer, and have the same warranty rate as the three leading OE filter manufacturers. To further demonstrate Crosland's commitment to quality, each filter



is labeled with its manufacture date and which factory produced it. This enables the company to have a robust audit system for all the filters it produces and mirrors the practices of all the leading Original Equipment (OE) filter manufacturers.

What's more, each Crosland manufacturing facility needs to be ranked top three for quality in their country of origin and have its own Research & Development Laboratory that constantly refines and develops the materials and process used in manufacturing. They must also have approved quality testing processes and hold appropriate ISO or TS Certification. This focus on quality makes Crosland a great alternative to OE brands.

Crosland is a premium part sold at a competitive price and demonstrates Euro Car Parts continued commitment to supporting market-leading independent workshops.



For more information on Crosland, please do not hesitate to contact John McCulloch on john.mcculloch@eurocarparts.com who will be happy to assist.

HIDRIA

Why would you sell any other brand and invite competition?

TOP REASONS TO SELL HIDRIA:

- Exclusive to Euro Car Parts – means no competition!
- OE Manufacturer on Glow Plugs (estimated to have 50% worldwide share by 2020)
- 5 Years Warranty (longest out of all brands)



The brand may not be a familiar name to people in the UK at the moment but be assured that vehicle manufacturers like Ford, Citroen, Peugeot, Renault, Vauxhall, Land Rover (Evoque) Nissan, and VW/Audi are already being supplied by Hidria to their production lines across Europe.

Hidria Glow Plugs are a premium quality product and are manufactured in Slovenia. Many of the new PSG (Pressure Sensor Glow Plugs) are manufactured by Hidria and they own the patents, which means they cannot be copied by anyone else.



RANGE

The complete Hidria range of glow plugs for cars and light commercial vehicles will be exclusively available through Euro Car Parts and offers 97% market coverage for all diesel applications in the UK.

PRICE

We are offering this premium quality product at highly competitive prices and are considerably cheaper than other premium brands on the market. This gives us a huge opportunity to take business from competitors.

WARRANTY

Hidria offer a 5 year warranty on all glow plugs although vehicle manufacturers service interval for glow plugs must be followed and not exceeded.

STOP

THINK

The Hidria logo consists of the word 'Hidria' in a bold, sans-serif font. The 'H' is grey, and the 'idria' is blue. Below the text is a thick grey horizontal bar.

For more information do not hesitate to contact John McCulloch on john.mcculloch@eurocarparts.com

GET SIGNING

Euro Car Parts is in support of maintaining the current 3-1-1 MOT test. Joining industry voices such as the IAAF, we have voiced concerns that road users' safety will be compromised if the date of a car's first MOT is extended to four years.

To draw public attention to the issue, we have registered an official government petition to urge decision-makers to rethink the proposed changes to current MOT legislation. We're asking YOU, workshops and workshop's customers to sign the petition to help highlight the level of concern.

We need your full support on this campaign. We have prepared a flyer for your top 50 customers which will be arriving at your branch in the next few days. You will receive 50 bundles of 100 flyers and should give 1 bundle (of 100) to each of your top 50 customers, who then hand the leaflets out to their customers. There is a letter with each bundle explaining ECP's support to maintain the first MOT.

**INDEPENDENT
AUTOMOTIVE AFTERMARKET FEDERATION**

FOUR-YEAR MOT PROPOSAL WILL FAIL UK MOTORISTS!

**Sign online petition to
prevent unnecessary accidents**

 Whatever its supporters may say, the proposal to extend a new car's first MOT to four years won't protect car owners or road users.

In fact, figures reveal that nearly 17% of cars fail their first MOT on their initial attempt, so extending to four years will result in even more unsafe cars on the roads – and the risk of even higher accident rates.

The current law of first MOT test at three years ensures vehicle defects are picked up and remedied quickly to ensure drivers' and other road users' safety. The reasons to stick with this approach are plenty:

- 2016 recorded a fall in road deaths that has been attributed to improved vehicle safety – a standard enforced by the current MOT test
- MOTs identify potentially fatal vehicle defects, including suspension (24,000 first MOT failures) and brakes (47,000 first MOT failures)
- More than 85,000 first MOT failures are due to tyres – and a blow-out on a motorway could be disastrous. TyreSafe, in partnership with Highways England, found that millions of motorists only replace tyres when required to do so in order to pass the MOT
- People may fail to undertake routine maintenance without a MOT deadline (TRL, 2011) – which could result in increased road accidents
- And, with 29 million MOT tests carried out at 22,000 garages every year, the four-year MOT proposal represents a real threat to jobs

IAAF
IAAF IS A TRADING NAME OF AUTOMOTIVE DISTRIBUTION FEDERATION LTD.,
A COMPANY REGISTERED IN ENGLAND (NO. 4036823) AND LIMITED BY GUARANTEE

Why the first MOT should remain the same
Official figures from 2015-2016* reveal that around 17% of cars fail their first MOT on their initial attempt, so extending a car's first MOT to four years could result in an extra 411,958 unsafe cars on the roads and risk higher accident rates. The current three-year-for-first MOT system ensures vehicle defects are picked up and remedied quickly, to ensure the safety of all road users.

In 2016, technicians identified over 400,000 potentially fatal vehicle defects, including 24,628 suspension failures and 47,138 brake failures. In the same year, 92,938 fewer car accidents were recorded in the UK compared to the same 2005 statistics, a result that has been attributed to improved vehicle safety, a standard that is enforced by the current MOT standard.

Furthermore, 85,720 failures on cars taking their first MOT are due to tyres. Tyresafe, in partnership with Highways England, found that millions of motorists only replace tyres when required in order to pass the MOT. If the MOT deadline is extended by an additional year, this could mean 28,573 extra unsafe tyres on UK roads.

**WHEN SIGNING THE PETITION PLEASE
USE YOUR PERSONAL EMAIL ADDRESS**

To sign the petition to keep the current first MOT test at three years, visit:

<https://petition.parliament.uk/petitions/190843>

If you have any queries, please contact Aine McCarthy on aine.mccarthy@eurocarparts.com who will be happy to assist.

NEW PUBLICATIONS

We have three big publications that you should all be aware of.

The Workshop Solutions magazine, Workshop Solutions: Bodyshop Edition and the 2017 Aircon Catalogue.

Workshop Solutions magazine just got bigger and better with 64 pages packed full of the latest Garage Equipment, Tools, Training and technology. This edition is bursting full of new products and must haves!

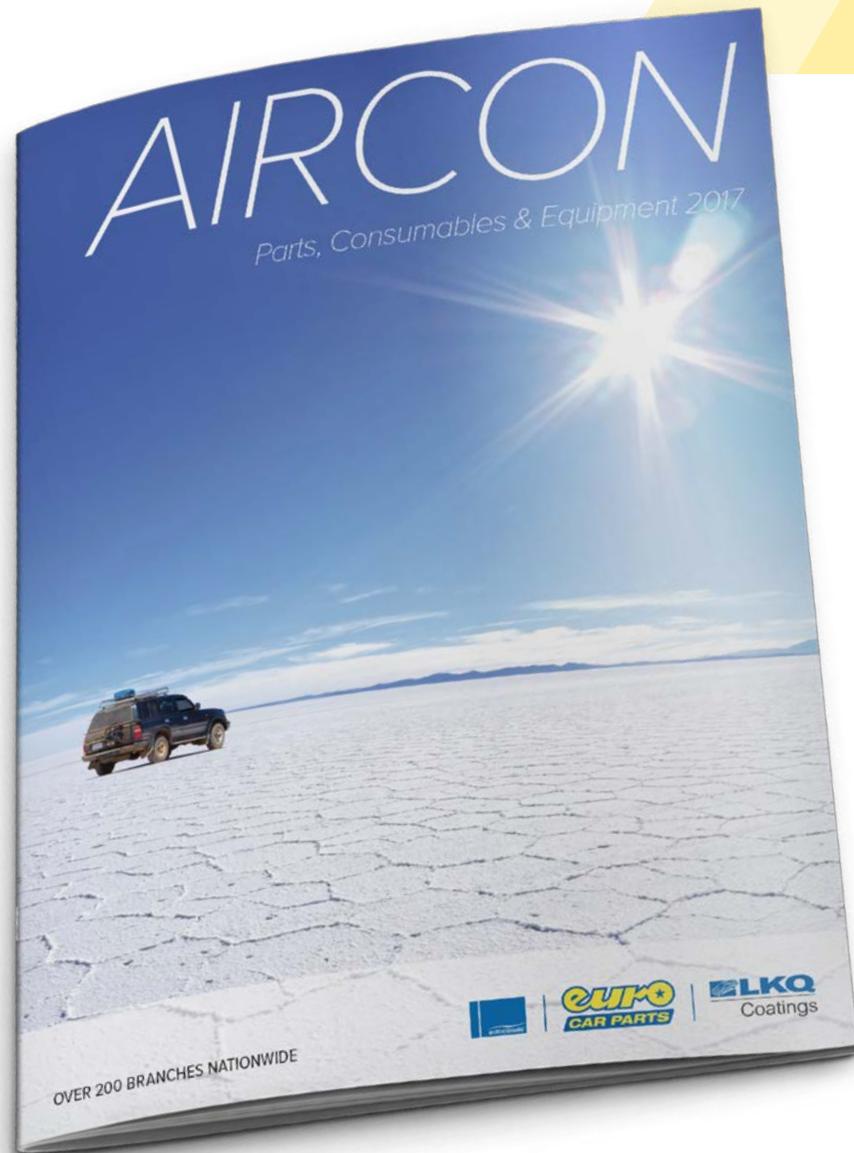
You can view and download the new magazine via the following link – <http://bit.ly/WorkshopSolutionsMarch2017>

The brand new Bodyshop Equipment Edition of Workshop Solutions is finally here. It's the third issue focused on collision repair and it's filled with another 56-pages worth of essential equipment.

A body repairers dream, the new issue caters to bodyshops of all sizes featuring a broad choice of big brands professionals can trust to get the job done right. Inside you can find equipment for intelligent repair, wheel repair, sanding, painting, polishing and floor cleaning plus much more.

You can view and download an online copy via the following link – <http://bit.ly/Bodyshop2017>





Aircon season is here, and so is the new Aircon Catalogue. This comprehensive guide is packed with over 300 products. A new look and design which will make it easier for customers and our own team to navigate their way through it.

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 Aircon can be seen in the new catalogue; from machines to essential consumables and equipment. You can have the first look at the catalogue via the following Flipping Book link: <http://bit.ly/ECPAircon2017>

If you require any extra copies please email marketing@eurocarparts.com

NEW TO RANGE

ADBLUE DISPENSING

On 1st October 2006 the Euro IV was introduced for new vehicles. This was an update from the EU guideline on the control of toxic fumes from heavy-duty diesel powered vehicles.

We have introduced a new range of pumps and dispensing units to supply UREA/AdBlue solution AUS 32. The Materials used are compatible with the solution. Our kits have differing features to satisfy varying requirements.



Teflon Lever Adblue Barrel Pump
(536771570)

Comes with 2" BSP Adaptor for most Plastic Barrels
These 4 new to range products are from Lumeter Limited, established in 1978, who now boasts over four decades in the trade and has since become a widely appreciated market leader in the supply and manufacture of fluid handling. Lumeter also supply our range of oil barrel pumps, taps and grease guns.



4mtr AdBlue Gravity Kit for IBC
(536771560)



12v Self-Priming AdBlue Pump kit c/w Manual Nozzle

(536771580)

Flow: 32 Ltr/min.

Motor 12vDC.

IP-55 Protection.

Continuous duty.

Maximum dry running = 3 minutes.

Carrying handle.

On/Off luminous switch.

1.8 metre battery cable and clips.

Pump kits for barrels comprising:

Pump, 4m outlet hose, 1m inlet hose, foot valve, strainer and nozzle



240V Pump kit for AdBlue c/w Auto Shut-off Nozzle

(536771550)

240v Adblue Pump 35Ltr/Min Flow Rate,

On/Off Switch,

Protection Grade - IP55, Incorporated By Pass.

Max suction length 4m,

Suction height 2.5m.

Motor 230v, 50hz, single phase.

IP-55 protection.

Maximum dry running = 3 minutes,

On/off luminous switch.

Pump kits for barrels comprising:

Pump, 4mtr outlet hose, 1mtr inlet hose, foot vale, strainer and nozzle.

If you have any queries, please do not hesitate to contact Rick Newman on rick.newman@eurocarparts.com who will be happy to assist.

FORMULA BREMBO PROMOTION 2017

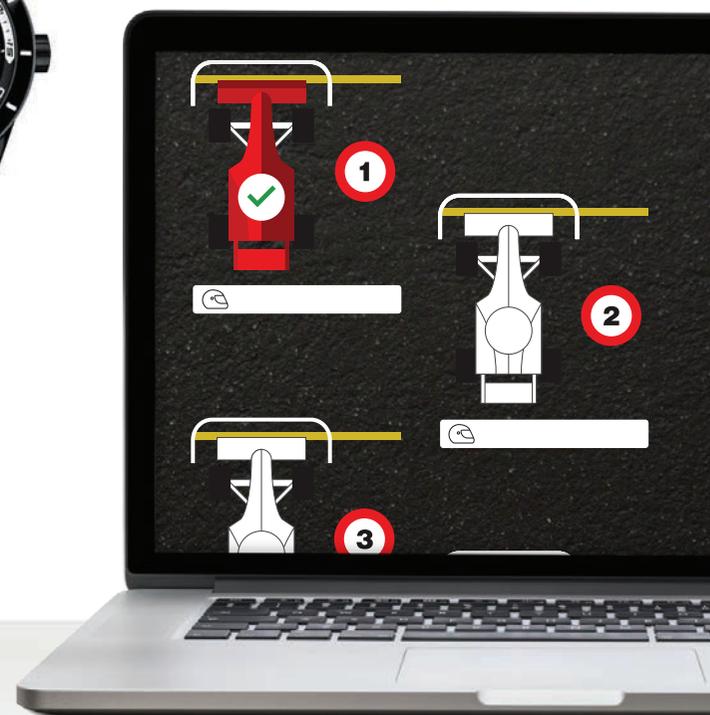
Brembo invoice flyers along with A3 posters will be landing at branches this week. Get the flyers out to all customers who buy Brembo products. ie a flyer with every sale of Brembo pads and discs...

Chinese Grand Prix this weekend and it's a great opportunity to get them in the driving seat. Branch A3 posters – stick them in the office windows so everyone can see them. This is exclusive to ECP so get the message out there and get the customers signing up. There are some fantastic prizes up for grabs in every race including limited edition Brembo watch, remote control Ferrari, Ferrari Sunglasses and a Ferrari watch. Don't forget customers can win pairs of all expenses paid tickets to Silverstone, Monza or Abu Dhabi.

It's easy to register and participate www.formulabrembo.co.uk and customers can play as many times as they like to increase their score!



PREDICT THE STARTING GRID AND WIN PRIZES



For more information, please do not hesitate to contact Aaron Spencer on aaron.spencer@eurocarparts.com who will be happy to assist.

APRIL PROMOTIONS

Over April we have lots of customer and staff promotions. These were highlighted in the webinar last week.



PERFECT TIMING

Customers get a scratch card with EVERY timing belt, timing belt kit, and timing chain kit. We've also added Track Control Arm or Suspension Wishbones to the promotion. There's over 130,000 cards to give away, so we have plenty to go around. And the good news doesn't stop there, because every card is a winner!

All the customer needs to do is scratch, reveal and enter the website. Really simple stuff which I will go back to shortly
Plenty of amazing prizes waiting to be won, including Sony wireless Headphones, the latest

Amazon Echo, Bose Speakers, HD cameras. The top prize is the TAG watch, this will be awarded based on a random draw by an independent person, from all valid submitted entries. Every scratch card registered on the website will be entered into a draw to win the TAG watch.

Up for grabs is the latest in TV tech, an ipad, Sonos Speakers and Fitbit for the top salesman in each region.



£1 MILLION SPRING FEVER

We have £1 Million in Lifestyle Vouchers to give away to selected customers this spring. It's pretty simple and we have selected 10,000 customers that have an average spend of

between £100- £500 per month.

The aim is for you to get the selected customers to spend £1000 in April and they get £100 in Lifestyle vouchers.

Anything over £1000, customers will get 20% of that. For example if a customer spends £1500 in April they will get their £100 Lifestyle vouchers plus 20% of £500 which is another £100 in vouchers!



AIRCON BULLSEYE

Summer is on its way, we've already hit 20 Degrees in some parts of the UK and vehicle drivers are reaching for the AC button
This is all about Aircon machines! The more you sell, the more you get!
Pay out levels increase as each branch sells more machines, the payouts are all based on the following banding.

- sell between 1- 5 machines you get £20 a machine
 - sell between 6-9 machines you get £30
 - sell between 10-15 machines you get £40
- And if you sell 16 machines or more you hit the Bullseye with 50 crisp notes a machine.



CLUTCH PRICE MATCH PROMISE

We're that confident it can't be beaten we are offering a Clutch Price Match Promise! If for some remarkable reason a competitor is cheaper, we will double the difference! When quoting on a clutch, quote in the normal way and tell the customer, "if they find it cheaper elsewhere – come back to us and we will match it! If we are unable to match we will credit back **DOUBLE** the difference!" – On like for like parts/ quality.



£2 A CLUTCH DRIFT

We're going to pay you £2 for every clutch sold to a target list of customers. Use the price match promise and earn big.

Clutches have a fantastic invoice value and I want to see everyone getting a piece of the action.

The target list will be sent over very soon, use this wisely to target customers, there's a potential sale with each customer on the list!



£500 OMNIPART CHALLENGE

Earlier this month our new trade website called Omnipart was launched. The aim of the game is

to get as many trade customers ordering online as possible.

Pretty much everyone in the UK buys online so why should we be any different? It's faster, we get less returns from customers, it frees up your time to prospect for more business and all sales will count towards your targets!

All you have to do is to get your customers to achieve an online SPD of £500 or more during any month between March and December to pocket £500 bonus.

If you have any queries about the promotions, please do not hesitate to contact Mark Page on mark.page@eurocarparts.com

Pre-Easter Leisure Battery Sales

Leisure, Marine, Motorcycle, Motorcycle Lithium, Golf, Mobility and Garden Machinery

This year we have expanded our offering of these products even further to help develop these markets and increase our customer base.

A leisure leaflet has also been produced to assist and is packed with UK references, dimensions, specifications and ECP reference along with trade prices, these are designed for ECP use and to give to customers so they can see the depth of our leisure portfolio and what we have to offer. Copies will be arriving at branches soon, but you can take a sneak peek via the following link: <http://bit.ly/BatteryPriceList2017>

BatteryPriceList2017

Market leading brands, Exide, Bosch Duracell and a comprehensive Lion offering gives ECP a range of brands second to none in the UK





Check which customers purchased these items last year, they should be first on your call list for repeat business, im also a great advocate of using google quick and easy to help expand your customer base, and leisure battery customers rarely purchase in less than 6 so your invoice value will could be circa £300.00 a sale.

Two targets per branch will be set, one for leisure the other for motorcycle, these can be viewed on MIS and will be released overall to RSMs on a weekly basis

This is not a specialist market, it does not require specialist knowledge and the leisure leaflet will answer most customer's questions, if not I'm always on hand to assist.

LION
BATTERIES

EXIDE[®]
BATTERIES



BOSCH
Invented for life

LEOCH

If you have any queries, please do not hesitate to contact Alan Knight on alan.knight@eurocarparts.com who will be happy to assist.

WANT A CHANCE TO WIN THE FAST AND FURIOUS BOX SET & VOUCHERS TO SEE THE NEW MOVIE?

All you have to do is answer all the questions correctly 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 40 was Chantal Harris.

1. What is the petition for?
2. What year was Crosland found?
3. Nilfisk products are primarily focused in which area?
4. What should you be giving customers when buy Timing Belts?
5. What year was WAT Racing established?
6. What does the Marksman II do?
7. What can the Airman's water based Particle Gel Sealant be used with?
8. Name all three brake brands that you should offer to give customers a choice.
9. How many years warranty comes Hidria glow plugs?
10. Name all three new publications

