

Issue 38



# WIRED

7th October 2016

**EURO CAR PARTS PRODUCT NEWS**



**“The best preparation  
for tomorrow is doing your  
best today.”**

# WIRED



**Pagid**



**Coil Springs**



**Exedy**



**Evans**



**DPF**



**Lucas Diesel**



**Literature**



**ERA**



**Worshop Solutions**



**Aircon Station**



**Quiz**



## Summer Brake-Away: The Results

This summer Pagid were thrilled to give one lucky customer the holiday of a lifetime. Ben Darcy, owner of Darcy's of Durham, won a trip to the island of Mauritius in our Summer Brake-Away promotion.

All customers ordering Pagid braking products during July could enter our Summer Brake-Away competition, with the grand prize winner bagging a week in the heart of the Indian Ocean. Nine other customers also got a winning ticket – of which four earned a weekend break each at a Radisson Blu Hotel (Dack Motor Group Lincoln, Maidenhead Autorepair, Bentley's Garage Brockwood Woking, Promotive Newport), and five are now looking good in blue-tinted Ray-Ban sunglasses (Automark Chester, BVS Brackley Ltd Banbury, Aberdeen Volks Centre, Barry Hews Auto Services Barnstaple & TSG Motors Slough).

Ben Darcy, grand prize winner, said, "I'm so glad that I entered the Pagid Summer Brake-Away competition. To be honest, we did wonder whether anyone actually won the big prizes in competitions like these, so I was delighted when Pagid told me I'd won a holiday to Mauritius! We can't wait to jet off!"

Sadie Parker, Business Development Manager at Pagid said: "We like to give back to our customers, so we were delighted to inform our grand prize winner that he had won a summer holiday of a lifetime. It was also great to make nine other Pagid customers happy too!"



**Sadie Parker (Pagid),  
Ben Darcy and Harry Todd (Divisional Director).**

The Summer Brake-Away showcases the Pagid culture - building strong relationships with garages and technicians. Both Euro Car Parts and Pagid are dedicated to supporting the community; whether that's through training with our Pagid Professional Academy, or sending customers half-way across the world!



## The Transmission and our Transmission suppliers

### 66 years of automotive parts supply

EXEDY Corporation started life in 1950 as the Daikin Manufacturing Company Ltd in Osaka, Japan, initially producing clutch cover assemblies and clutch drive plates. Today EXEDY has 43 affiliates located in 24 countries, the EXEDY Group produces manual clutches, torque converters, motorcycle clutches, parts for construction machinery, parts for agricultural vehicles, and other automobile products. Quality. Performance. Reliability. These are the hallmarks of an EXEDY clutch, and this applies to every clutch in our three ranges - standard, sports and commercial. To be able to boast such hallmarks, EXEDY continue to innovate in the transmission market with a number of key technologies suited for all types of vehicle application

### OEM heritage

To ensure market leading quality, EXEDY utilise their three core technologies, Friction, Vibration and Fluid Dynamics. The combination of these technologies has given EXEDY its global renown for manufacturing excellence and has helped to firmly establish EXEDY Corporation as a major Original Equipment manufacturer. EXEDY supports a vast OE client base across all Japanese passenger and commercial vehicle manufacturers; alongside Ford, Chrysler, GM and many others globally

### AFTERMARKET excellence

EXEDY aftermarket clutch kits are designed to offer motorists the reliability, performance and durability that they expect from their vehicle. EXEDY use exactly the same technology and production standards for both the OE and aftermarket sectors, providing end users with an excellent product that they can trust.



### Motorsport, Driving Innovation

EXEDY's involvement in motorsport dates back to the 1960's following requests from Japanese vehicle manufacturers to develop performance racing clutch kits. This resulted in the development of the first EXEDY cerametallic racing clutch. More recently, EXEDY's racing clutch achievements include Formula 1 victory, Moto GP championships, and a host of other plaudits across the world of motorsport.

EXEDY's mission of 'enhanced performance and driveability' ensures that we are able to use any developments innovated through motorsport to enhance clutch technology in everyday road going vehicles. The EXEDY Racing Clutch product range is available for a variety of driving disciplines, from lightly modified road going cars to purpose driven motorsport vehicles. Exedy is the world's number one performance clutch manufacturer



### INTERESTING "EXEDY" FACTS

In 2009 provided the Moto GP Fiat/Yamaha team with the EXEDY dry type multi plate motor cycle clutch.

Exedy has received OE quality awards from Daihatsu, Daimler and Nissan

EXEDY DYNAX is the Automatic Transmission and off highway friction product range.

EXEDY DYNAX is the Original Equipment and Friction of choice for Toyota, Mitsubishi, Daihatsu, Subaru, Nissan, Honda, Suzuki, Hino, Isuzu, Mazda, UD, Mitsubishi Fuso, Chrysler, Daimler, Ford, GM, Opel, Hyundai, Kia, Caterpillar, Komatsu, Volvo.

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

# Evans

## Waterless Coolant

**E**vans Waterless Engine Coolants are a truly unique and revolutionary engine coolant fluid formulated to improve efficiency and reduce corrosion of the car's cooling system

Evans differs from all other kinds of coolant/antifreeze in the market:

- It is designed to last the lifetime of the vehicle (can be drained and re-used as long as it does not get contaminated)
- Completely waterless fluid means less pressure in system. Evans generates 75% less vapour pressure than water based coolants, significantly reducing strain on hoses, seals and gaskets.
- Stops 'hot spots' in the engine block that water based coolants create
- Protects as low as -40°C and has a boiling point of over 180°C
- No Toxic formula. It has been tested and certified as Non Toxic by an EPA approved laboratory



### How does your customer change to Waterless Coolant:

- Evans prep fluid is put into the vehicle after the existing coolant has been drained. About 80% of the vehicles coolant volume in prep fluid is needed. The car is run to temperature and





vehicles system volume is needed in Evans coolant (so if a 7 litre system then customer will need 7 litres) \*NO WATER OR OTHER COOLANT CAN BE USED TO TOP UP\*

- It is best for customer to carry a litre or 2 spare for future.
- Evans can be used in replacement of Blue/Red/ Purple/Green coolants!

Let your customers know about it! Whether a car is new or old running a system with little or no pressure is much better for the engine. It is particularly popular with hot hatch and track day customers!

For part numbers just search EVANS on K8. We have plenty of stock at NGH's and with over a 150 branches profiled for stock it should be on your shelves already!

then prep fluid drained, it is also advised to drain the heater matrix. (it is hygroscopic so removes water from engine and mixes into safe/compatible formula)

- Once this has been carried out you are ready for the coolant to be put into vehicle. 100% of the

If you have any queries, please do not hesitate to contact the performance team through webchat with "Performance" in the title

# LUCAS DIESEL

## Innovation, pedigree & excellence

**L**UCAS Diesel is landing at Euro Car Parts in what will be a major shake up to the global Diesel market as we know it. As one of the Pioneers and forefathers of Diesel Fuel Injection product, Lucas have returned to reclaim their rightful crown as the industry's leading manufacturer of Diesel pumps and injectors. Better still.....Euro Car Parts have secured the exclusive rights to be the sole UK distributor of their Diesel Portfolio.

### PEDIGREE

With an unrivalled heritage in Diesel Fuel Injection, Both the Lucas name and brand is synonymous with quality, invention and a class leading customer care experience. As an aftermarket option, Diesel started to gain popularity and acceptance in the early 1970's. At that time and throughout the proceeding 30 years, Lucas were the premier name on the lips of both suppliers and garages, as their product became renowned for efficiency, quality and durability.

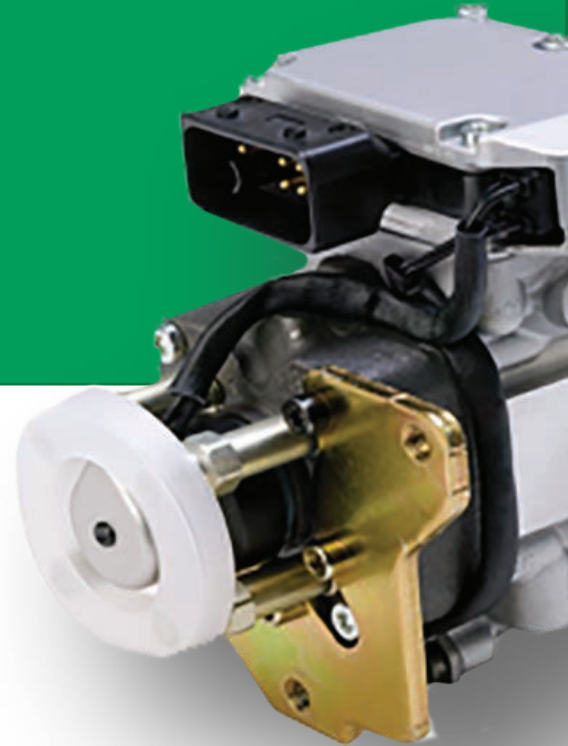
### INNOVATION

Perhaps the strongest string to their bow. Lucas are rightly celebrated for their innovative manufacturing methods and processes. With Lucas, it's not about meeting OE specifications – It's about exceeding them. With best in class components, ultrasonic cleaning

systems, class leading test-benches and modernized manufacturing techniques, you can be sure that every Lucas product will be of a consistent high quality, appropriate to their intended use and exceed both the product specification and marketing authorization. Sceptical? Don't be...Lucas now have 'DNA Traceability', all products are identified with an Original Lucas sticker where a QR code is printed. This code is linked to their traceability system whereby customers can check the original test results and technical bulletins for 100% reassurance about the correct way to assemble the product

### EXCELLENCE

The green and white LUCAS logo.....may just as well spell 'Excellence'. Globally, and even more so in the UK, the LUCAS trademark has a reputation for excellence and distinction. Your customers can be safe in the knowledge they are buying and fitting a superior product first







# Lucas



## SO WHY LUCAS?

time....every time! For excellence, also read 'Customer Care'! This is a symbol of what Lucas represents, and with dedicated Technical support lines set up for all Euro Car Parts customers, help and guidance is always on hand, for both the Diesel veteran and those who are new to working with Diesel product.

Euro Car Parts will initially launch 629 lines of Lucas Diesel Product, with more to follow throughout 2017. Lucas's offering is a premium remanufacture and not to be confused or associated with a repair or standard remanufacture. Even with the knowledge that the product you are purchasing has gone through a complete and exhaustive quality control cycle, using only the best in class components. Euro Car Parts, once again flexes its aftermarket muscles, offering an unmatched 2 year unlimited mileage warranty.

- ▶ Premium remanufacture. Absolutely all wearable parts are replaced with best in class components, ultrasonic cleaned, and tested on De facto standard test-benches.
- ▶ Best in class manufacturing – LUCAS diesel products designed to exceed OE quality specifications.
- ▶ LUCAS offering covers all 4 major brands in its diesel program. Bosch, Delphi, Siemens/VDO & Denso.
- ▶ Reputation for Excellence and a trusted name.
- ▶ Dedicated technical support for ECP customers on tap.
- ▶ Lucas Traceability.
- ▶ 2 year unlimited mileage warranty.

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.

# Introducing

## ERA products

Euro Car Parts are pleased to announce the introduction of ERA products into the UK Automotive Aftermarket, through their network of over 200 branches nationwide.

ERA (Eletto Rappresentanze Autocomponenti) was originally set up as the Aftermarket division of Sipea in 1983, specialising in the supply of high quality original and aftermarket electrical products to the car and industrial vehicle electrics sector.

They now supply more than 120 product lines, grouped in 13 macro – families and their related catalogues for more than 1,000 models across 88 international vehicle manufacturer brands, thus guaranteeing good coverage of the UK vehicle parc.

Euro Car Parts will initially be stocking over 2,000 product lines, covering ERG Valves, Ignition Coils, Lambda Sensors, Electric Fuel Pumps, Ignition Leads, Air Flow Metres, Throttle Housings,

Engine Sensors, MAP sensors, Brake Lights, Indicators, Wiper and Headlamp Switches.

With over 30 years of experience in the automotive industry ERA now operates in more than 70 Countries around the world, so you can be assured of consistent quality and fit from ERA products every time.

### History

ERA began in Moncalieri, near Turin, in 1983 with the distribution of original products by Sipea (switches; relays, steering locks, etc.) and Efel (starters and heavy-duty alternators) in Italy and abroad. In effect, ERA's vocation has always been to be specialists in the electric sector related to the world of cars and industrial vehicles, providing high quality products.



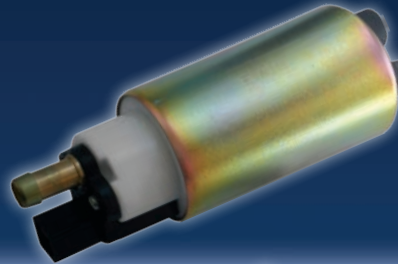


### **EGR Valves**

Kia Carens/Cerato 2.0CrDi 02>

### **Electric Fuel Pumps**

Mercedes SL 107/129 85>



### **Steering Column Switches**

Vauxhall Corsa/Meriva 00>



### **Heater Resistors**

Vauxhall Zafira 1.6-2.0 06>



### **Brake Light Switches**

Audi A4/A6 94-00

ERA specialise in Electrical products and offer both OE and Aftermarket quality parts so there is an ERA part available whatever your budget.

### **Camshaft Sensors**

Mazda 1.4i-2.0TD 98-04



If you have any queries, please do not hesitate to contact Colin Downie on [colin.downie@eurocarparts.com](mailto:colin.downie@eurocarparts.com) who will be happy to help.

# Aircon Station

Vehicle manufacturers switch to new refrigerant will accelerate with EPA Credits, with the European Mandate

**F**uel economy and greenhouse gas emissions are closely linked, but the switch to 1234yf has little to do with fuel economy.

Rather, it is an effort to phase out the refrigerant R134a, which is a greenhouse gas like carbon dioxide, and can leak into the air if a vehicle is crashed or improperly repaired. R134a has a "global warming potential" of 1,430, meaning it is 1,430 times more potent than carbon dioxide at trapping heat in the atmosphere.

In the European Union, a refrigerant with a global warming potential of less than 150 is required in all new models certified after Jan. 1, 2013, under Europe's "type approval" process. Starting on Jan. 1, 2017, the mandate will cover all new passenger cars.

Dupont and Honeywell say their refrigerant has a global warming potential of 1, and an industrywide switch would be equivalent to eliminating 30 million cars' worth of greenhouse gas emissions.

But there is a downside. While the old refrigerant costs about £5 per pound in bulk, the new one costs about 10 times as much -- and it requires new equipment at dealerships and repair shops that service the air conditioners.





2014 Jeep Cherokee

To entice automakers to switch -- though it's not issuing a mandate -- the EPA offered credits under the fuel economy standards. That was particularly tempting to automakers such as Chrysler, whose lineup is stocked with thirsty muscle cars and SUVs.

In addition to the Cherokee, Chrysler has started using the refrigerant in the Chrysler 300, Dodge Charger and Dodge Challenger. The Dodge Dart and Ram 1500 will follow.

#### **Daimler's idea**

Daimler, along with BMW and Volkswagen AG, would prefer to use CO<sub>2</sub>-based air conditioning systems. A CO<sub>2</sub> refrigerant would, by definition, have a global warming potential of 1, like 1234yf, but would be safer because it is a naturally occurring substance, these automakers say.

"We see it as the only solution currently available that meets the strictest standards in terms of safety and climate protection," Daimler spokesman Matthias Brock wrote in an e-mail.

But such a system likely would require higher pressure to be effective. That means the compressor would draw more power from the engine, hurting fuel economy, says Peter Coll, managing director of Neutronics, a maker of HVAC testing equipment.

Coll, who is also vice chairman of an SAE climate control committee, said he believes Daimler's objections won't stop the industrywide switch to 1234yf.

"It looks like that door is closing rapidly," he said. "There could always be another surprise, but we believe it's all coming to an end."

If you have any queries please contact Aaron Macfarlane on  
[aaron.macfarlane@eurocarparts.com](mailto:aaron.macfarlane@eurocarparts.com) who will be happy to help



# Coil Springs

## Product Knowledge

### Why are Springs Replaced?

Breakage is the main reason for Spring replacement Breakage is due to either:

- Poor Spring Wire - Containing inclusions.
- SACHS springs are made from high grade specialist “spring” steel from selected mills worldwide. .
- Did you know... the spring steel selected is of a similar quality to that used in ball bearing manufacture.
- Poor Heat Treatment - Causing brittleness .
- Every SACHS spring is carefully heat treated at the correct temperatures, and for the appropriate duration, to reduce brittleness .
- SACHS springs are effectively shot peened and preset to reduce shear stress and raise spring performance
- Corrosion (perhaps the most critical factor) - rust reduces the cross-section of a spring, weakening it .
- All SACHS springs are protected from corrosion by zinc phosphate and epoxy powder paint as required by the most demanding OEMs

### Always Replace Springs in Pairs

With use, even the best made springs become ‘tired’ after millions of cycles. In time, springs will shorten (or sag) and if only one spring is replaced the following may occur:

- Ride height imbalance across axle .
- Steering is less responsive
- Road holding is less secure .
- Braking distances are increased
- Tyre wear is increased .
- Fuel efficiency reduced
- Load carrying capacity is reduced



### So why don't some workshops?

Time - Front springs generally take more time to replace compared to the rear, as there are usually more suspension components to remove and they are often more difficult to access

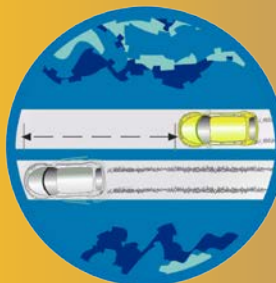
Cost -Workshops compete with each other for repair work of course, and some will quote for a single repair to get the job rather than quote for a pair

Sales arguments -Some Workshop personnel are not equipped with the sales arguments to “sell” a pair of springs

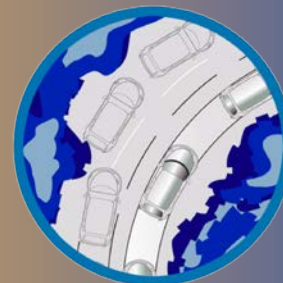
## Possible consequences of not fitting springs in pairs include:



Braking distances increase



Increased body roll and sway



Rapid and uneven tyre wear



Ride comfort greatly reduced

If you have any queries, please do not hesitate to contact Ovidiu Marius Vlaicu on [ovidiu.vlaicu@eurocarparts.com](mailto:ovidiu.vlaicu@eurocarparts.com) who will be happy to assist.

# New to range

## DPF Pressure Pipes

### What is a DPF Pressure Pipe?

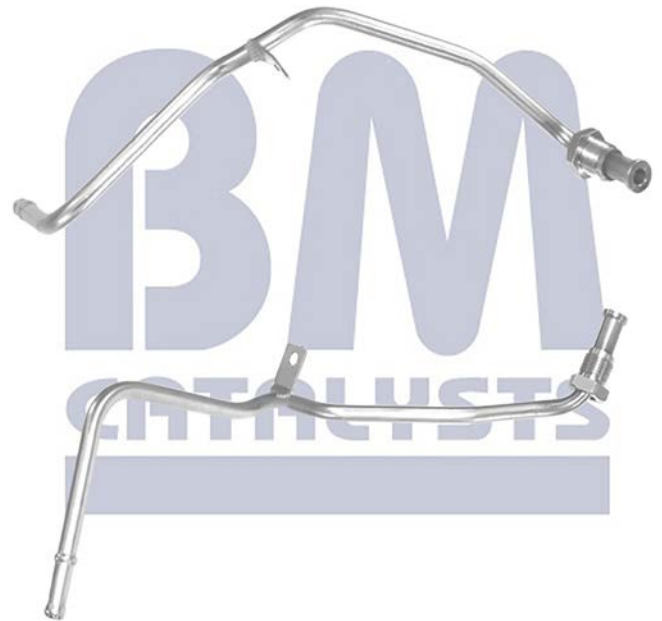
A DPF Pressure Pipe is a metal tube which connects the DPF unit to a DPF pressure sensor. This allows the sensors to accurately measure the inlet and outlet pressures of the DPF.

As the amount of particulate trapped by the DPF increases, the pressure at the inlet side of the DPF increases in comparison to the DPF outlet. This comparison is used by the sensor to calculate the amount of particulate trapped within the DPF. By measuring this pressure and the DPF temperature, the DPF software can determine if the DPF is becoming blocked and requires regeneration.

Damaged or blocked Pressure Pipes can produce incorrect readings on the DPF pressure sensor, which could therefore lead to problems if undetected and unresolved. A faulty Pressure Pipe could be mistaken for a faulty DPF, causing wasted time and money if a new DPF is purchased as a result, and then still found to give the incorrect pressure readings.

Pressure Pipes are very thin (usually around 8mm in diameter) tubes of metal that are exposed to the elements; being fitted to the underside of a vehicle which means they are susceptible to damage.

Due to their slim form, any impairment to the material of a Pressure Pipe can lead to further damage when the pipe is manhandled during removal.



Please click on link below for application details:

<http://ow.ly/zcfi304G1qY>

The ECP part number also comes up as an associated sale when the DPF part number is entered into K8.

If you have any queries please do not hesitate to contact Paul Reynolds on [paul.reynolds@eurocarparts.com](mailto:paul.reynolds@eurocarparts.com) who will be happy to assist.

# New Literature

## DAZZLING deals!

**A**utumn is here and the dark nights and dark morning are among us, which means people will spend a lot more time driving in the dark over the next few months – so now is as good a time to start talking about our great bulbs portfolio.

By now you all should of received the Philips and Neolux Bulb flyers.

The **Xenon WhiteVision** range is designed to harmonise with LED lights. White Vision range offers 60% more light on the road ahead to maximize clarity and crisp beam with 40% whiter light.

Philips X-treme Vision PLUS is the latest generation of the popular X-treme Vision range produces up to 130% more light on the road, up to 45 metre longer light beam and up to 20% whiter light in comparison to a standard halogen. This is one of most popular high performance car headlight bulbs.

### NEOLUX

On the NEOLUX flyer you will find our well-known offer – stand which was recently redesigned + 132 most popular bulbs for only **£42.99**.

The flyer also features Neolux Hammer offers, Xenon single bulbs and multipack offers. The prices start from only **89p** for single H4! Such a dazzling offer!

**Use the flyers, your skills and the dark nights and make sure your customers know about all these DAZZLING deals! Let there be light!**

If you have any queries, please do not hesitate to contact Gareth Rhodes on **GRhodes@autoclimate.com** who will be happy to assist.

**PHILIPS**  
Xtreme Vision Plus  
Extra Light, Extra Brightness

- See further and react faster with 130% more brightness
- 20% whiter light to improve comfort and safety
- Exceptional beam quality and performance
- Great contrast for a comfortable drive
- Best-in-class lifetime
- A lifetime of safety so you can see and be seen

**130% EXTRA LIGHT**

<b>H1</b> Vision 130%+ £16.99 48177017P	<b>H4</b> Vision 130%+ £16.99 48177019P	<b>H7</b> Vision 130%+ £17.99 48177022P
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**ANY PART FOR ANY CAR**  
OVER 200 BRANCHES NATIONWIDE



**NEOLUX BULB STAND**  
132 BULBS INCLUDED  
STAND + BULBS  
**ALL FOR £42.99**

Quality Automotive Bulbs

Description	SKU Ref	ECIP Part No.	Brand	Contents	Description	SKU Ref	ECIP Part No.	Brand	Contents
100 Halogen	483	481 77 0226	50	100	200 Halogen	722	481 77 0226	50	200
100 Xenon	483	481 77 0226	50	100	200 Xenon	722	481 77 0226	50	200
100 Halogen	472	481 77 0226	50	100	200 Halogen	722	481 77 0226	50	200
100 Xenon	472	481 77 0226	50	100	200 Xenon	722	481 77 0226	50	200
100 Halogen	472	481 77 0226	50	100	200 Halogen	722	481 77 0226	50	200
100 Xenon	472	481 77 0226	50	100	200 Xenon	722	481 77 0226	50	200
100 Halogen	472	481 77 0226	50	100	200 Halogen	722	481 77 0226	50	200
100 Xenon	472	481 77 0226	50	100	200 Xenon	722	481 77 0226	50	200

### HAMMER!

Two boxes available in H7, H4, and H1 bulb types. As a direct replacement for your standard bulbs this two pack headlight bulb offers you extra visibility and significantly longer reaction times. 50% brighter than standard bulbs.

<b>Neolux H1</b> Pack of 2 £5.00 481 77 019E	<b>Neolux H4</b> Pack of 2 £7.00 481 77 019E	<b>Neolux H7</b> Pack of 2 £9.00 481 77 022E
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**ANY PART FOR ANY CAR**  
OVER 200 BRANCHES NATIONWIDE



# New Literature

## The New Workshop Solutions Magazine

The Autumn/Winter copy of Workshop Solutions magazine is here and it's bursting full of new products and must-haves! This month we're setting our sights on 3 major areas in the world of workshop solutions and this edition covers each in detail.

### **1. Diagnostic Equipment. It's a big hitter and something every customer needs and every branch should be selling**

Comparing one diagnostic product with another can be confusing at times, because each brand chooses different points to describe and highlight the features of their product. The new 'At a Glance' section looks at the same factors each time to allow customers to compare diagnostics equipment on the same points, making it easier for them to select the right diagnostic equipment for them. The BNPL offer on Diagnostic machines is now live, you can use the magazine to help customers select from our range of diagnostic equipment then seal the deal with a BNPL and they pay nothing until April 2017.

### **2. Heaters. The summer has gone and it's time to turn up the heat with this fantastic array of multi-fuel heaters**

We have the strongest range of Multi Fuel Heaters on offer in the marketplace. We have a large line-up of machines that will ensure we have a perfect one for every customer. Page 49 helps customers in selecting the right heaters for them tailored to the size of their workshop. The Thermobile Universal Oil Heaters and Hilton Universal Oil Heaters are both supplied with a standard flue kit. The BNPL Multi Fuel Heater offer is also live, give customers an option to get their heaters now and pay in April.

Garage Equipment, Tools,  
Training & Technology





# Workshop Solutions

Workshop Solutions  
The call for complete peace of mind



### 3. Euro Academy (Training) – It's a game changer and something that will benefit our customers future

This is an exciting new service which will set us apart from the competition. No one else can offer anything close! As cars are getting more and more complicated, ensuring that technicians are current with technology will not only enable them to do their job better and faster, but it will also ensure that the garage is at the forefront when it comes to the competition.

Euro Academy Membership is a 'one-stop-shop' solution, providing its members with fast, easy access to a technical repair helpline, online technical information, and technician training, as and when they need it. Euro Academy Membership is available by annual subscription, paid monthly in instalments.

These are just a few of the amazing products on offer. Take your time to read and digest

You can view and download the new magazine via the following link – <http://bit.ly/WorkshopSolutions2>

The new issue is due to arrive at branches this week, make sure that all customers get a copy. If you have any queries please contact Fred Muraya, and if your copies of Workshop Solutions have not arrived by 10th October please email [marketing@eurocarpart.com](mailto:marketing@eurocarpart.com)

LKQ  
Coatings



# WIRED COMPETITION

**Want a chance to win a new Fire HD 8 Tablet, 8" HD Display, Wi-Fi, 16 GB?**

All you have to do find all 10 words in the word search , 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 37 was Matt Hassall



## Word List

EVANS  
NEOLUX  
PAGID  
COILSPRING  
EXEDY  
ERA  
TRANSMISSION  
CAMSHAFT  
AIRCON  
COOLANT

N	O	I	S	S	I	M	S	N	A	R	T
E	I	A	G	S	Y	D	E	X	E	C	I
E	C	O	A	I	R	C	O	N	O	O	E
E	O	O	T	C	D	E	E	O	O	K	S
A	I	A	N	L	P	O	L	I	G	N	F
A	L	T	N	C	L	A	N	B	A	V	R
N	S	D	S	U	N	D	T	V	A	X	N
A	P	I	X	T	P	M	E	F	G	Z	E
D	R	G	T	F	A	H	S	M	A	C	S
R	I	A	M	H	G	H	G	O	X	J	O
R	N	P	S	N	M	M	R	N	Y	F	E
I	G	I	A	U	A	R	E	F	W	Q	A