

*Issue 31*



# WIRED

*1st July 2016*

***EURO CAR PARTS PRODUCT NEWS***



“Don't watch the clock; do what it does. Keep going.”

# WIRED



Brembo



MOT Training



Brake Clinic



Performance Alloys



Bosch



Performance Clutches



Aircon Station



New Publication



SACHS Springs



BITS



Workshop Solutions



Wired Competition

# Brembo



## The Racing Experts

**A**s we are all now aware, Brembo is a supplier to Formula One teams. In the recent European Grand Prix, Niko Rosberg lead the race from the 1st corner. Whilst it might have been a race that Rosberg won at a canter, rest assured that the debut race in Baku, Azerbaijan, Brembo braking systems were being put through their paces.

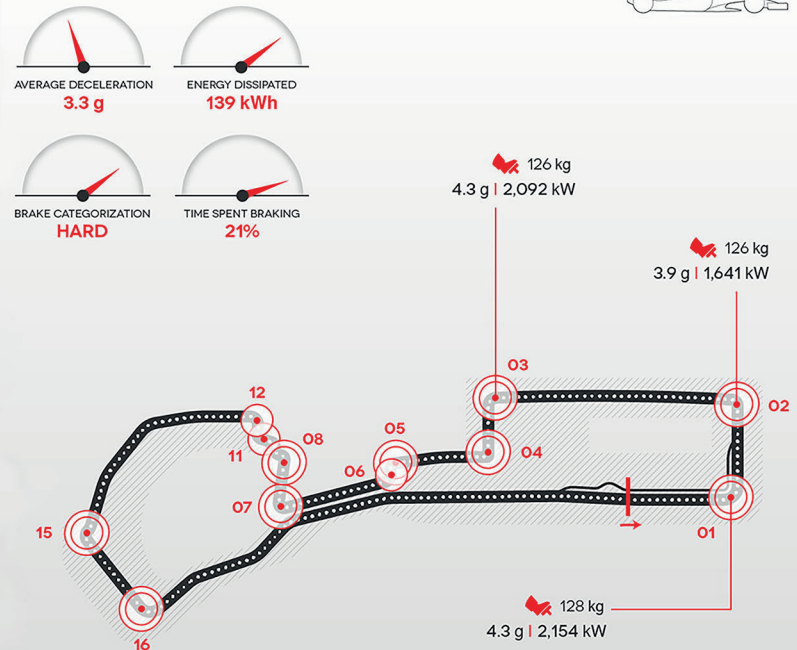
It's not just Formula One either – Le Mans 24 hour was raced on the 18th – 19th June. Again, Brembo was at the forefront in stopping these vehicles for the ultimate endurance race.

The number 2 Porsche 919 Hybrid driven by Lieb, Jani and Dumas was equipped Brembo aluminium-lithium calipers. Throughout this race Porsche and Brembo had to endure a massive 4,200 brake applications throughout the 24 hours period.

These calipers are the latest innovative technology that is synonymous with Brembo which makes them one of the leading innovative manufacturers of braking technology in the world. For every day passenger cars, a lot of the technology for tomorrow's vehicles is spawned from the Formula One, Endurance and other races of today.

For those of you who have an interest in the differences and similarities on braking between a LMP1 car and a Formula One car, then please follow the link below:

### 2016 FORMULA 1 GRAND PRIX OF EUROPE



[www.brembo.com/en/company/news/24-hours-le-mans-2016-and-f1-brembo-brakes](http://www.brembo.com/en/company/news/24-hours-le-mans-2016-and-f1-brembo-brakes)

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

# Brake Clinic

## VW Chooses Pagid in Landmark Deal

**T**MD Friction is very proud to announce an exclusive new partnership with Europe's largest auto manufacturer, Volkswagen Group. The new deal will see Pagid friction on over 7.5 million pieces per annum of rear brake pads, produced on a dedicated production line in Essen, Germany.

So important is the deal to TMD Friction that overall brake pad production within the company will increase by around a third to accommodate this new sole supplier deal for vehicles built on the renowned MQB platform.

Always focused on innovating, TMD Friction has developed an all-new hybrid friction material for the Volkswagen Group models.

The result of the new hybrid friction material is optimum anti-corrosion, pad sticking prevention, low levels of creep groan, noise free action, and improved performance levels.

The lessons learnt here will help TMD Friction further its lead in friction development and production in Europe.



Cars that will feature the new Pagid rear brake pads include the Volkswagen Golf, Audi A3, Seat Leon and the upcoming Skoda Kodiaq, plus many others (including all-new small a-segment SUV vehicles).



After fighting fierce competition, Pagid was awarded the contract by the Volkswagen Group because they found the pads to be superior to other competing brands.

Berthold Schlinge, President SBU OE Passenger Car at TMD Friction, said:

“For everyone at TMD Friction and Pagid, this is a genuine success story. We have an excellent product with ideal features and Europe’s biggest car manufacturer has chosen to partner with us. This is an amazing result, after 3 years of development and a €7million investment. It’s a true testament to our quality and durability. We are

looking forward to seeing Volkswagens, Audis, Seats and Skodas on the roads with our new rear brake pads fitted.”

Production begins on the Essen lines at the end of 2016 as volumes begin to be ramped up. Pagid provided the friction material to the system manufacturer for this particular part, all Pagid OE products can be identified with our friction code prefix PA, in this case PA4357, when our name is not fully displayed. Consumers of Volkswagen Group vehicles, from brands such as VW, Audi, Seat and Skoda will benefit from the improved brake pad performance in the near future and this further underlines TMD Friction OE production expertise.

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

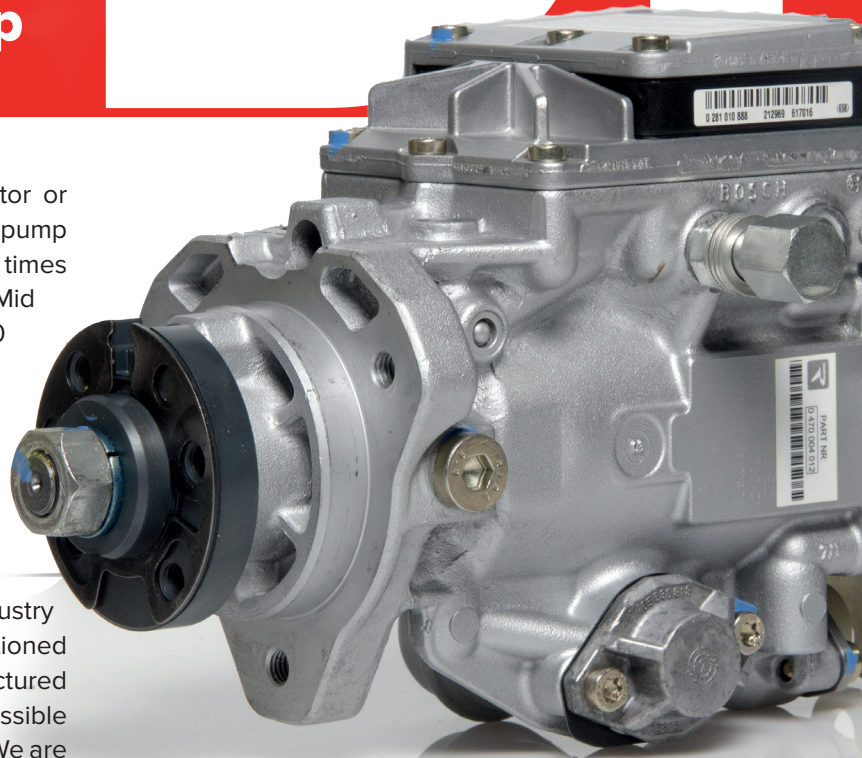
## The Bosch Transit Pump

**A**sk any Diesel workshop, specialist, distributor or even dabbler what their best-selling Diesel pump is, and the answer you will get 99.999% of times is the Bosch VP Transit Pump from circa 01/2000 > Mid 2006 (Original Bosch number 0470 004 004 / 0470 004 012)

Bosch themselves, no longer offer this pump as brand new. They offer it as Bosch Xchange, A.K.A. 'BX' (Remanufactured at the Bosch factory, ECP 430590020).

Scores of other suppliers and supposed 'Industry Specialists' also offer their own rebuilt / reconditioned version of this pump. Very few offer a true remanufactured product, whilst the great majority, cut every corner possible to offer a cheaper lower quality version of the pump. We are one of the very few factors that offer a complete overhaul and remanufacture of this pump (ECP – 430590021). We are very competitive on our price, yet, Vinny (the product manager) takes almost 10 calls/emails a week from the branch network, asking to drop our minimum price on this pump to match competitor A, B, C or D.

Our price is locked to £450.00, and neither ourselves nor our supplier make a particular great margin on this product. Instruct your customers to be incredibly cautious



# ESSENTIAL

of competitors who sell this pump at a cheaper price and especially those who are selling at sub £410.00.

## **Knowledge is power – What’s does our remanufacture of this pump involve?**

We completely strip and assess the pump, all wearable parts including seals, gaskets, pistons, ECU and solenoid are replaced using only genuine Bosch parts. The key here is the ECU and Solenoid, these parts make up half the price of the actual pump. The majority of our competitors will only clear the faults on the existing ECU and will only ever change the solenoid if required. They typically will not change the pistons, and the seals and gaskets they replace using non genuine replacement 3rd party parts. Once our pump has been remanufactured it is then tested on authorized and accredited Bosch Diesel Test benches and not a Chinese or Italian Test bench alternative.

We also offer a 2 year warranty on our Transit pump, which is almost unheard of in the industry, our competitors only offer a one year warranty.....

with their fingers crossed, that the historically troublesome solenoid on the pump, that they decided not to replace, won't go pop!

## **Fighting back -**

A Transit pump at £395.00, tested on a unauthorized copy test bench, rebuilt using non genuine parts (normally from China or Italy), with the pump killing Solenoid not replaced and a 1 year warranty vs a Transit pump at £450.00 remanufactured using only genuine Bosch parts, tested on authorized de facto Bosch test benches, with all parts being replaced including the key parts such as the ECU and solenoid with a 2 year warranty?

It's a no brainer! Let's all make the concerted effort to educate both our trade and retail customers, as to why it would behoove them to purchase our Remanufactured Transit pump when challenged on price.

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

# Aircon Station

## Compressor oil: all you need to know

**T**he most common error made during installation and servicing, improper compressor oil, is the most avoidable. DENSO explains how to avoid these simple yet costly errors.

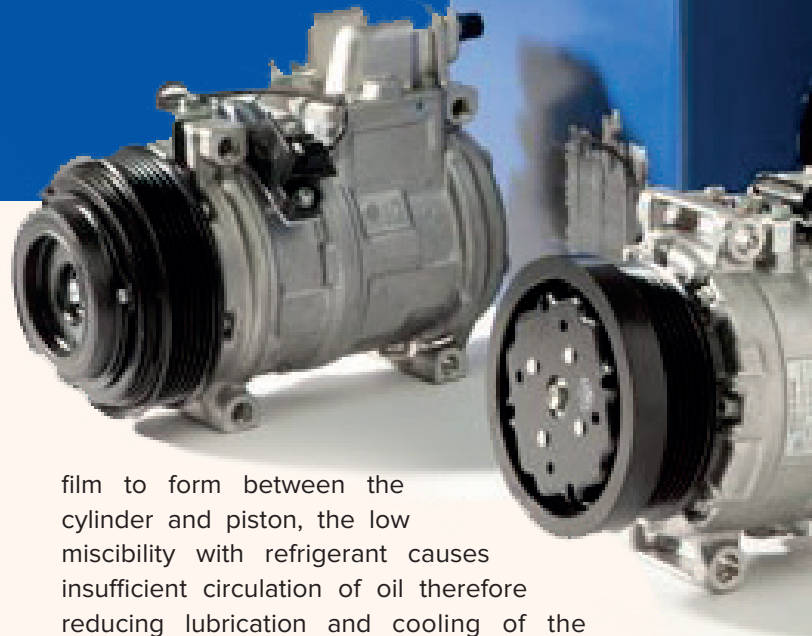
Compressor oil lubricates and cools the moving parts of the compressor and forms a film between cylinder and pistons. The oil therefore should have the correct lubrication performance, viscosity and miscibility with refrigerant.

The compressor acts as the heart for the A/C system; performing a critical role whereby, if the compressor stops working, the Air Conditioning system will fail too. When faults with compressors occur, they can be costly and labour-intensive to rectify. Knowing the common causes of compressor failure should therefore be of vital importance to garages and installers.

### Beware of Universal Oil

✿ DENSO's A/C compressor warranty claims show that in a quarter of all cases garages did not use the correct PAG-oil. The use of incorrect oils, such as universal oils or oil mixtures, inevitably leads to seizure and damage, and is the second most common reason for A/C compressor failure.

✿ Universal oils, often preferred by garages, are PAO-oils with a different lubrication performance, viscosity and low miscibility with refrigerant to that of synthetic PAG-oils. Different viscosities cause a thinner oil



film to form between the cylinder and piston, the low miscibility with refrigerant causes insufficient circulation of oil therefore reducing lubrication and cooling of the compressor. This will likely lead to compressor seizure and definitely will reduce the life expectancy of the compressor.

To identify the correct oil type, always refer to the compressor identification label - either attached to the rear or side of the compressor. The new label will also display the amount of oil inside the new compressor. In some cases this can be differ from the vehicle specifications so always check car manufacturer data.

### Ensure the correct amount of oil is used

The amount of oil necessary for a typical system depends on type of compressor and system design and is measured to meet this combination. Both too much or insufficient oil will reduce life time of compressor and influence system cooling performance.





1. After recovery of refrigerant: When removing refrigerant, some compressor oil will be mixed with the refrigerant and will be removed from the refrigerant circuit together with the refrigerant. It is essential that this oil is drained off at the A/C service station and its volume measured precisely. The volume drained need to be charged to the refrigerant cycle when refilling with refrigerant.
2. After removal of the old compressor: Drain the oil from the compressor and measure the amount. Check the compressor installation guide for the appropriate oil drain procedure.

### Installation tips:

- \* If the system has been flushed with refrigerant: Original DENSO Compressors which are delivered with the correct amount of oil can be installed directly. Turn the compressor systematically by hand to distribute oil

evenly. This will avoid damage when the compressor starts moving or during start-up.

- \* For some applications it is necessary to add oil: For example, where there is one and the same part number for Single and Dual evaporator cycles or when the oil quantity of the new compressor differs from the vehicle specifications. Always check the car manufacturer data to confirm the correct oil amount. Never add oil directly into the compressor, but instead to the condenser, receiver dryer or second evaporator cycle.

Holding a 40% share of the global market for original equipment A/C Compressors, DENSO is the world leader in the market. DENSO's aftermarket compressor range is 100% OE with a guaranteed fit, "right first time"; providing consistent levels of air conditioning even when the vehicle is stationary, making the cabin air more comfortable.

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

# Sachs springs

## Heavy-Duty Holidays

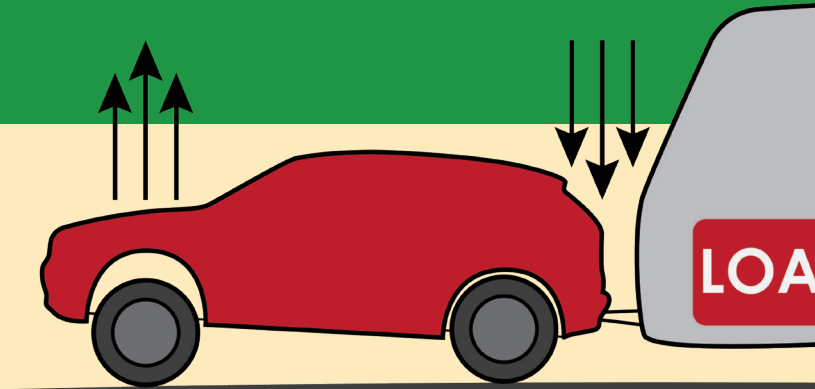
**W**ith summer finally here, many holiday makers will hook up their caravans and trailers and take to the open road in search of good times and a relaxing break. Many people will be pondering how to improve their vehicle handling.

There is no doubt that with a caravan connected, the vehicle fully loaded, and the family in the car the rear of the vehicle will typically sit markedly lower than the front. (See fig 1). Vehicle handling will be adversely affected unless the suspension is changed.

This is because the rear springs have been loaded to levels beyond that for which they are designed, and they are therefore unable to return the vehicle to its correct ride height. As a result of this 'sitting down' effect vehicle handling will be compromised, and the extra stress on the rear springs may result in sag (long term shortening) and increase the chance of premature breakage. Standard springs are not designed to do a heavy duty job!

To compensate for the additional load and to reduce the 'sitting down' effect, Sachs have designed a tailor made range of heavy duty springs. Sachs produce and stock a comprehensive range available for same day delivery.

Sachs heavy duty coil springs are 15 to 30% stronger than standard springs, depending on the vehicle,

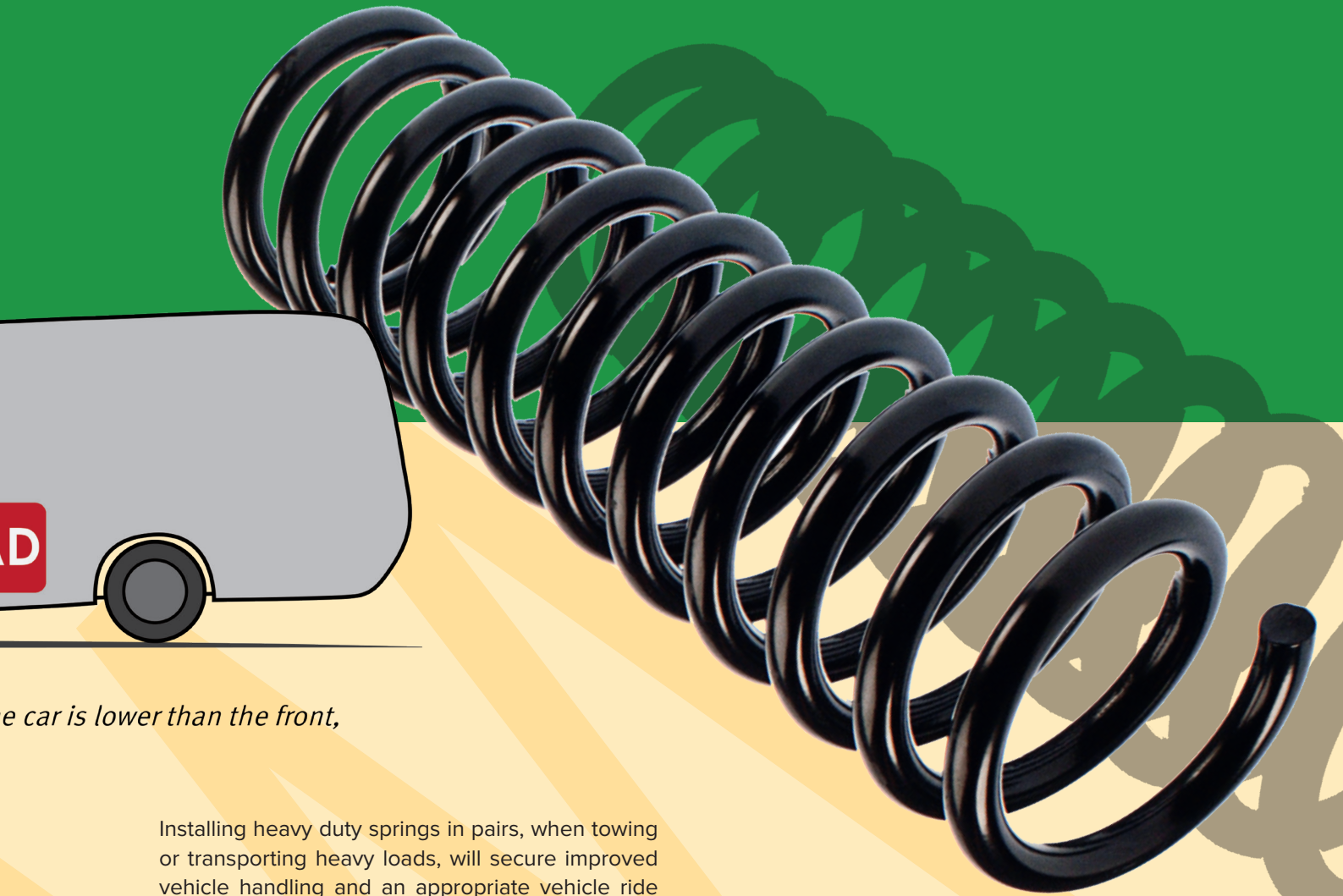


**Fig 1.** *Sitting down due to overloading - the rear of the vehicle sits lower than the front, affecting road handling.*

and because they are stiffer they are able to support a heavier load without compromising vehicle handling. Sachs heavy duty springs are also designed to have a progressive spring rate, meaning that resistance increases as the load increases, allowing heavy duty springs to be used even when the vehicle is unloaded without excessively compromising ride comfort.

Sachs heavy duty springs work with standard shock absorbers, meaning no further suspension upgrades are required, and most heavy duty springs are designed to be shorter than standard spring to ensure the car does not sit too high when unloaded.

Given their different characteristics to standard springs, it is of course vital that heavy duty springs are fitted in axle pairs to avoid creating a potentially dangerous imbalance.



*the car is lower than the front,*

Installing heavy duty springs in pairs, when towing or transporting heavy loads, will secure improved vehicle handling and an appropriate vehicle ride height, avoiding potentially severe safety risks such as less responsive steering, less secure road holding, and increased braking distance.

All Sachs heavy duty coil springs come with a 3 year warranty. The Sachs heavy duty coil spring range covers, amongst others, the following popular models:

Vauxhall/Opel Astra  
Ford Focus  
Volkswagen Passat  
Renault Espace  
Peugeot 407

If you have any queries please contact Ovidiu on [ovidiu.vlaicu@eurocarparts.com](mailto:ovidiu.vlaicu@eurocarparts.com) who will be happy to assist.

# Workshop Solutions

## The new Launch X431 Pro III V.2

Incorporating the best in already existing Launch diagnostic tools, the new Launch X431 Pro III V.2 can read and clear DTCs, read a car's data stream, perform actuation tests and much more, at lightning fast speeds.

Moreover, the Launch Pro can be perform diagnostics effectively on cars manufactured in Europe, America and Asia, and is compatible with all of their individual software; making the Launch Pro one of the most reliable and all-encompassing diagnostic tools available on the market today.

The new Launch X431 Pro 3 v.2 comes with a larger dongle. One benefit of this is the ability to use a cable connection and not only rely on Bluetooth. The rubberised cover no longer has the dongle holder. It is running the newer Android 5.1 OS. The tablet hardware is more up-to-date with faster processor, and improved cameras. The Launch Pro 3 v.2 communicates with vehicle systems through a Bluetooth (or USB cable) connection between an EOBD dongle and the tablet. It also updates wirelessly too, just like any other Android tablet, in fact, it can also be used as a home tablet (size of a kindle).

We have a limited amount of the Black Launch Pro III, once we are out of stock of the Black version the Red version will be available. The Red and Black Launch Pro are exactly the same, and have the same features as each other.

### Features of the new Launch X431 Pro III V.2 include:

- Full system diagnosis
- Data stream storage and re-display
- Service light resets
- Coding, reset and programming functions
- Diesel particulate filters regen/replacement
- Online technical support and advice
- Electronic parking brake reset
- Key/immobiliser coding
- VIN recognition, auto search
- Live data recording & multiple graphing
- Special functions for specific manufacturers



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.

# MOT TRAINING

## MOT Testers must now demonstrate on-going professional development

**O**n-going, or 'continuing' professional development (CPD) is the practice of maintaining and developing the skills and knowledge required in your job role. Learning on the job, reading a relevant article, or simply attending a conference are all examples of CPD.

The DVSA have changed how existing MOT testers maintain their authorised status. All MOT testers are now required to

- complete 3 hours' annual training
- pass an annual assessment
- provide proof of training and assessment completion to DVSA

Euro Academy in association with the IMI (Institute of the Motor Industry) are offering MOT Testers CPD for Classes 1 and 2 (motorcycle), and Classes 3, 4, 5 and 7 (light vehicle) via an e-Learning platform.

This means that MOT testers can complete the online program anywhere they have internet access and at any time they choose.

### COURSE OUTLINE

This eLearning course will enable your customer to complete the requirements of the annual training subjects as specified each year by DVSA. The course includes the annual training eLearning content and the mandatory annual assessment. Completing both the annual training and passing the annual assessment is required each year to maintain nominated tester status.

The subject for 2016/2017 is – 'Clear View of the Road and Headlamp Aim'. The pass mark for this year is 50%.



### WHO IS THE COURSE FOR?

Existing Light Vehicle (classes 3, 4, 5, & 7) MOT and Motor Cycle (classes 1 and 2) nominated testers who wish complete the DVSA MOT Annual Training and Annual Assessment.

### WHAT WILL YOUR CUSTOMER GET OUT OF IT?

- Understand the requirements of the subjects specified annually by DVSA.
- Understand the benefits of annual training.
- Complete the annual assessment.
- Print off a certificate as proof of annual training hours and the annual assessment result.

### Course Format

E-learning

### Course Duration

3 hours + end test which can be accessed as many time as you like but must be fully completed by 31st March 2017.



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.

# Performance Alloys

## Transporter T5/T6

The VW Transporter has always been a very popular van to modify. The T5 has been the choice for enthusiasts for many years. It first arrived in 2003 and has only recently been replaced by the T6 model. There has been little changes in the chassis of these vehicles over the years which means the popular parts are very interchangeable.

A wheel range has just been introduced for the vehicles in various flavours for 18" and 19" options. You will find these on Topcat under VRM lookup in the wheels section:

The brand Calibre is a household name for one of the largest wheel suppliers Wheelwright. The brand was introduced in 2009 and has gone from strength to strength by concentrating certain styles specifically for a target marque of vehicle.

The range of Calibre wheels for the Transporter are all load rated so your customer can be safe in the knowledge that they are 'van suitable'.

The range is in stock at fantastic prices ripe and ready to sell. All the wheels are setup as single part numbers without tyres. Stock can only be IBT'd for a genuine sale so please do not transfer unless they are a done deal!

As an additional sale we are the largest Transporter performance suspension supplier in the UK. Make sure your customer does not escape a set of lowering springs or coilovers. We offer a varied range of brands such as **Apex, Bilstein, H&R, ST, Prosport** and **JOM**. They are stocked and available on the catalogue also.



PARTS CATALOGUE  
Version 2.1.10055.1

SEARCH TYPE: Car/LCV  
Volkswagen  
Transporter  
2013  
TYPE LCV  
DERIVATIVE T30  
VERSION T5  
DOORS 0  
BODY Motor Caravan  
ENGINE SIZE 2.0  
GEARS 6  
TRANSMISSION Manual  
DRIVE Front  
FUEL Diesel  
DELIVERY Turbo  
EURO STATUS 5  
VALVES 16  
BHP 142  
REG DATE 05/12/2012  
ENGINE CODE  
ENGINE NO CAAC472678  
VIN WVWZZZ7ZDH038168

COMPONENTS > PERFORMANCE & STYLING > WHEELS & ACCESSORIES  
PARTS SEARCH

Grouped by: Component

| Image  | Part Number | Component   | Brand   | Description                      | Fitting Position | Pack                    | Diameter   | Other Information          |
|--|-------------|-------------|---------|----------------------------------|------------------|-------------------------|------------|----------------------------|
|  | 92144835    | Alloy Wheel | Calibre | Tourer (Gunmetal) Sx120          | Front or Rear    | 1x Wheel (Without Tyre) | 18" x 8"   | Load rated for Transporter |
|  | 92144836    | Alloy Wheel | Calibre | Exile (Black/Polished) Sx120     | Front or Rear    | 1x Wheel (Without Tyre) | 18" x 8"   | Load rated for Transporter |
|  | 92144837    | Alloy Wheel | Calibre | Exile (Matt Black) Sx120         | Front or Rear    | 1x Wheel (Without Tyre) | 18" x 8"   | Load rated for Transporter |
|  | 92144838    | Alloy Wheel | Calibre | Manhattan (Black/Polished) Sx120 | Front or Rear    | 1x Wheel (Without Tyre) | 20" x 8.5" | Load rated for Transporter |
|  | 92144839    | Alloy Wheel | Calibre | Exile (Black/Polished) Sx120     | Front or Rear    | 1x Wheel (Without Tyre) | 20" x 8.5" | Load rated for Transporter |
|  | 92144840    | Alloy Wheel | Calibre | Tourer (Silver) Sx120            | Front or Rear    | 1x Wheel (Without Tyre) | 18" x 8"   | Load rated for Transporter |

APP GUIDE  
Report (F6) Help (F1) Suppliers



If you have any queries please do not hesitate to contact the performance team on [performance@eurocarparts.com](mailto:performance@eurocarparts.com)

# Performance Clutches

## Clutch Masters

### Who are they?

Clutch Masters are an American brand, who have been making clutches since 1976. They have used this knowledge to engineer some of the best updated clutches in the market.

### What can they offer?

Clutch Masters can offer a clutch to suit most vehicles. Although they are based in America, they do have quite an extensive European range, for popular vehicle manufactures.

They have taken the usual ideal of measuring how much torque a clutch can hold and added what the vehicle will be used for as well as the drivers, driving style, to help identify which of their 8 stages of clutch would be most suitable (YES, I said 8 stages).

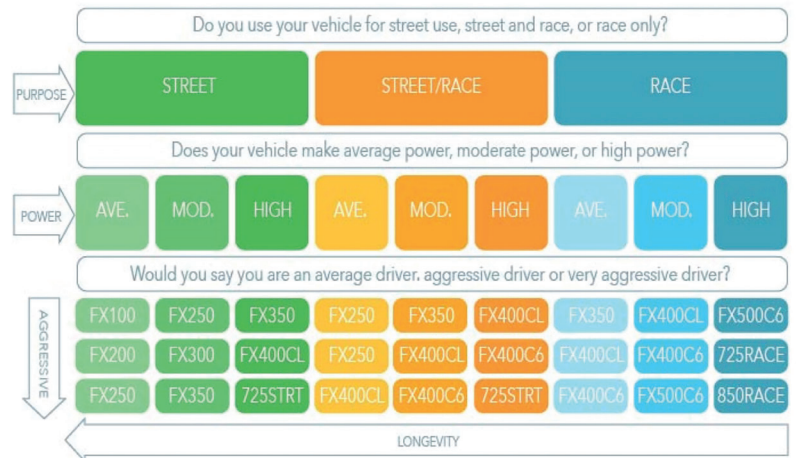
### OK, so how can I work out which clutch is suitable?

Easy, use the following flow chart to help choose a suitable clutch model.

### I know which clutch model I need, What Next?

Next you will need to contact the performance team (through webchat). Give them vehicle reg and the model clutch required and we will do the rest (pricing, shipping etc)

### PERFORMANCE CLUTCH SELECTION CHART



### How long will it take to receive my clutch?

Typically, ordering from the USA has meant long lead times. We have managed to cut times to approx. a week (maybe less).

### Are sports clutches warranted?

Sports clutches do not come under warranty. Reason being, the vehicle is being taken away from a standard specification. Variables are unknown to the exact torque output. This is the reason why we ask so many questions when it comes to sports clutches. We **need** to get it right first time, to prevent any issues.

Any question, on this brand (or anything performance related) please contact us. We would rather look and give an answer (whether it be yes or no) then turn the sale down.

If you have any queries please do not hesitate to contact the performance team on [performance@eurocarparts.com](mailto:performance@eurocarparts.com)

# New Literature

## Workshop Solutions Magazine

**T**he Summer Edition of Workshop Solutions magazine is here! The latest edition covers the profit opportunities in a workshop, and how our state of the art equipment can help to generate your customers more profit. You may notice an aircon machine missing from the cover of the new magazine, that because we are pushing the message that there could be something missing in your customers workshop that could earn them major profits.

Here's a quick snapshot of the what's covered below plus click the links to browse the new publication which is due to arrive at branches next week: [http://bit.ly/ECP\\_WS\\_Jun16](http://bit.ly/ECP_WS_Jun16)

### **Aircon**

We have the strongest Aircon offer in the marketplace. A line-up of machines that will have a perfect one for everyone. We offer all-round support using our own engineers on f-gas training to servicing, repairs and warranty. This 'life of the equipment' capability is unmatched in the industry.

### **Pre-inspection Diagnostics**

Seems obvious, but not every workshop runs a basic diagnostic report on cars prior to carrying out the scheduled job. Inspecting every vehicle before commencing work, and provide the

customer with a pre-work report highlighting any other faults found. Even if they don't give you the go-ahead to make the repair while you have the vehicle on the ramp, you will at least eliminate the possibility of come-backs. Equip each workstation with its own pre-inspection diagnostic kit. Inspections, followed by reports to the customers, increases customer satisfaction, and leads to higher profits.

### **Equipment for carrying out 'add-on' jobs**

Some of the jobs that customers are currently passing over to local specialists might well be brought in-house. From Wheel and Tyre Servicing, Alignment, In-depth Diagnostics, Key Programming, Auto Transmission fluid exchange, Key Cutting and MOT testing, retaining more work puts you firmly in control.

### **Training**

Cars are getting more and more complicated and they're filled with highly advanced technology which requires specialist knowledge. 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.

A full range of technician and Master-tech training



Wo

Garage Equip  
Training & Tec



...you can operate the machine correctly from the off, thus helping to ensure rapid pay-back on your initial equipment outlay. You don't even need to remember when the annual service is due, when the time comes we'll contact you to arrange a convenient appointment.

#### ADDITIONAL SERVICES ADD ADDITIONAL PROFIT

There are masses of opportunities for you to grow your business and your profits and we have the equipment and the expertise to support your plans. Take wheel and tyre servicing and the expertise alignment: No longer the exclusive domain of the fast-fits, customers are keen for a local, trusted service and with the introduction of the right equipment you could quickly add another profitable revenue stream to your business.

What about MOT testing, in-depth diagnostic, fluid exchange, or...

transmission  
ese are all  
work puts  
p Equipment

OF YOU  
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gly  
turn leads  
new



# Workshop Solutions

One call for complete peace of mind



courses is available. Completing these programmes of courses leads to a nationally recognised accreditation. We also partner uniquely with Pagid to deliver an on-site Brake training course which results a national qualification for the successful candidates.

We don't just sell training; we are partners bringing crucial knowledge and capability via the FREE Technical Trade Evenings to our customers to know what's coming down the line and how they need to prepare for it. Make sure you pass on the details of the next event in your area. They will thank you for it.

### Use of space

How efficiently does the work flow through the workshop? Modern equipment designs and new repair procedures might offer a different layout possibility that could accommodate another workstation. Our Projects team can offer advice on this. There is even the scope for pre-assembled portable units which can be set up to turn under-utilised exterior spaces into valuable revenue-earning space.

The new issue is due to arrive at branches next 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 **11th July** please email [marketing@eurocarpart.com](mailto:marketing@eurocarpart.com)

ment, Tools,  
chnology



# New Literature

## BITS Magazine

**T**he brand new edition of BITS magazine will be landing in branches early this next. As always – from cover to cover BITS is packed full of great products at bargain prices and useful technical information. The magazine is full of 24 pages that you need to read – digest it and use it to generate sales. Have a look at what's in the content:

BNPL deal on Batteries – 4 leading battery brands, 6 months 0% interest. It's dead simple; if a customer buys a minimum of 10 or more batteries on one invoice between Friday 1st July and close of business on 30th September 2016, they will not have to pay anything until the end of January 2017.

This is a double whammy because it's a fantastic opportunity for your customers to stock up on batteries without having to pay a penny until end of January 2017 and it's a great opportunity for you to boost your branch battery sales during a traditionally slow battery sales period.

To make this deal even more interesting to your customers we have some great give-aways too. If a customer buys any 10 or more Batteries they can have a fantastic battery stand with header board of choice absolutely free, OR they can opt for a Bosch, Exide or Lion wobble board to display outside and promote their battery service. If a customer buys any 15 or more batteries, we'll give them a free intelligent battery charger AND a battery stand OR a wobble board!

- **NEW TO RANGE BRAND** – we're welcoming the Bilstein brand in to our portfolio, a world renowned manufacturer of shock absorbers and suspension kits with over 80 years of experience. An introductory offer on Airmatic Air Suspension Struts and Shock Absorbers also features on page 13

- **NEW TO RANGE PRODUCT** – you can be sure to notice a bright striking page on New to UK, MANN FrecoiusPlus filters. This is Mann's latest achievement offering drivers even more protection and comfort than before, plus more opportunities for you to upsell an important servicing part. Check all benefits on page 23

- Already launched but still very new for us – another iconic brand with a long history in automotive – Gulf lubricants. Pages 16 -17 are dedicated to the opening offer on Gulf Engine and Gear oils. These aren't to be overlooked, there are really sharp prices on some of the most popular applications. What's common for Euro Car Parts and Gulf? We both have motoring in our blood

You can view the new magazine via Flipping Book: <http://bit.ly/BitsJuly2016>

### What else is inside?

- AirCon machines with the cheapest prices ever and a great offer on AirCon Condensers and Compressors. Make the most of these offers while the summer's here (somewhere...)
- Really cool offers on cooling products – water pumps,



# BITS

ACTUALLY TRADE ONLY

VALID UNTIL  
AUGUST 2016



**BUY NOW > PAY LATER**

Get a FREE DHC Intelligent Battery Charger\*\* and Battery Stand\*\*\*

ANY CAR PARTS NATIONWIDE



radiators, electric fans and couplings – all at chilled prices. See page 2 and 3.

- A show stopping section on braking products with prices to stop you in your tracks. Brembo, Pagid, Eicher pads and discs – every car deserves braking pads and discs from Euro Car Parts range.
- An essential selection of the most popular tools to get every job done – all great brands including Gearwrench, MasterPro, Pagid and Sealey. Go through the offer and get your customers toolled up!
- Clutch Clinic – our popular section that all technicians love – this time we're focused on servicing Dual Mass Flywheel

**BUY NOW > PAY LATER**

Automotive, Commercial, Leisure, Motorcycle, Golf & Mobility Batteries 0% Interest until January 2017

BUY ANY 10 BATTERIES

Get a FREE Battery Stand with Header Board or Battery Wobble Board\*



BUY ANY 15 BATTERIES

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ANY PART FOR ANY CAR OVER 200 BRANCHES NATIONWIDE



conversion kits – one simple tip – make sure you're well prepared to start every servicing job. Check out the article on page 19 and find out why.

- There's also more steering and suspension products – springs and shock absorbers, suspension arms, stabiliser links, and ball joints – all at well balanced prices.
- There's also a host of turbochargers, engine management products, wiper blades, window regulators and consumables to help draw this edition to a close.

Please note:

1. All offers in this edition of BITS are valid until end of August 2016
2. This BITS won't be mailed to customers; the only way for customers to get a copy is from your branch, so get them delivered as fast as possible.

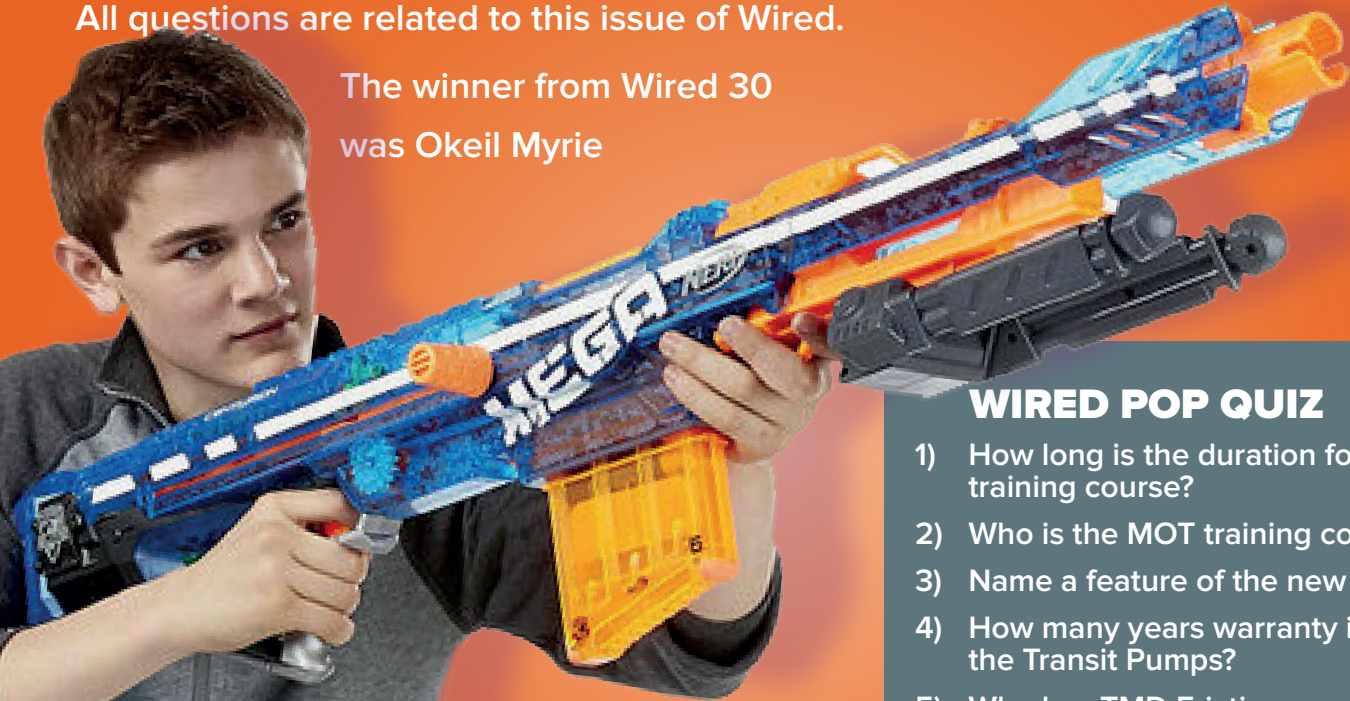
If you have not received copies of the new Bits magazine by **11th July** please [email \*\*email\\_marketing@eurocarparts.com\*\*](mailto:email_marketing@eurocarparts.com)

# Wired Competition

Want a chance to win a 2 Nerf Guns for you and a friend to play with? All you have to do is answer all questions correctly in the pop quiz, 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 30  
was Okeil Myrie



## WIRED POP QUIZ

- 1) How long is the duration for the MOT training course?
- 2) Who is the MOT training course for?
- 3) Name a feature of the new Launch Pro III
- 4) How many years warranty is available on the Transit Pumps?
- 5) Who has TMD Friction announced a partnership with?
- 6) How many new publications a featured in this issue of Wired
- 7) What message is the new Workshop Solutions magazine pushing?

