

Issue 42

WIRED

EURO CAR PARTS PRODUCT NEWS

5th May 2017

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

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Tapered Wire Coil Springs

SACHS SPRINGS – The complete range of automotive springs, with high availability, short delivery times and competitive prices.

SACHS offers the world's largest range of automotive coil springs, covering more than 10,000 standard and heavy duty applications. To provide a choice for installers, the SACHS coil spring range features a selection of tapered wire alternatives to sit alongside their existing parallel wire designs.

While the vast majority of OE coil springs are made from parallel spring wire, that maintains a constant thickness throughout the length of the spring, a small number of OE producers employ tapered wire springs on a limited and declining number of applications in order to achieve a slight weight saving.

SACHS parallel wire alternatives are designed to match the spring rate and vehicle-handling characteristics of the original tapered wire spring, with the additional benefit of lower stress levels at critical points within the spring, making premature failure less likely. Some installers prefer to fit identical-looking replacements however, and SACHS are happy to offer a choice: parallel wire for durability with a 3-year warranty or tapered wire for the OE look with a 2-year warranty.

We use the same 8th digit ECP part number just like the parallel spring model, but the last digit for tapered wire spring is 8 and in some cases 9.



If you have any queries, please do not hesitate to contact Ovidiu Vlaicu on ovidiu.vlaicu@eurocarparts.com who will be happy to assist.

Brake Clinic

Brake Pad Fitting Kits

As a lot of you are aware, you will have seen fitting kits being forced into the sales basket from TopCat.

WHY?

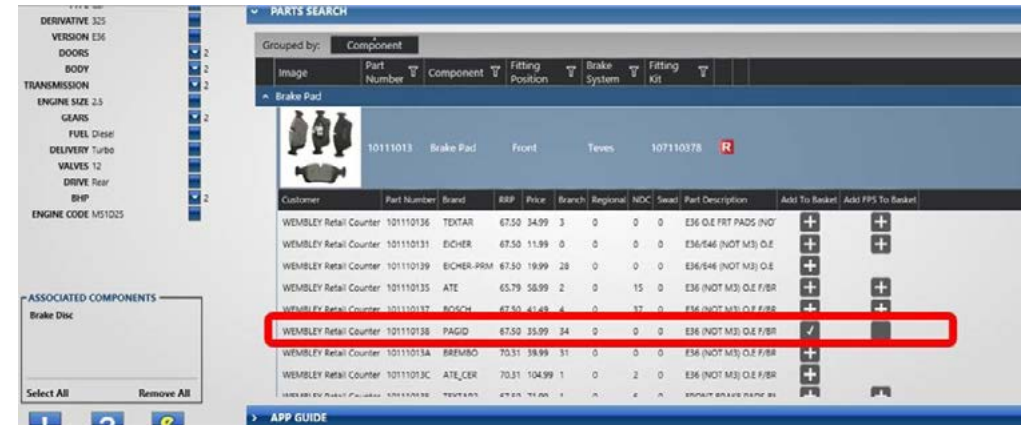
- Brake pad fitting kits are often overlooked to be replaced.
- Fitting kits lose their strength by up to 50% within two years if they have not been changed.
- This will reduce customer warranties.
- Fitting kits can add £7 to the average invoice value.
- Brake pad fitting conversion rate is currently 1 : 83 – so there is huge volume going out where we can increase the average value
- Increase the AIV and reducing the warranties will be a double bonus!

WHAT PART NUMBER ARE AFFECTED?

Initially, we have only trialled this for 67 Pagid part numbers where there is one option for pads and the fitting kit. This exercise will not work where there are options on the pads and fitting kits, as it would increase the number of returns and possibly upset customers.

HOW DOES IT WORK?

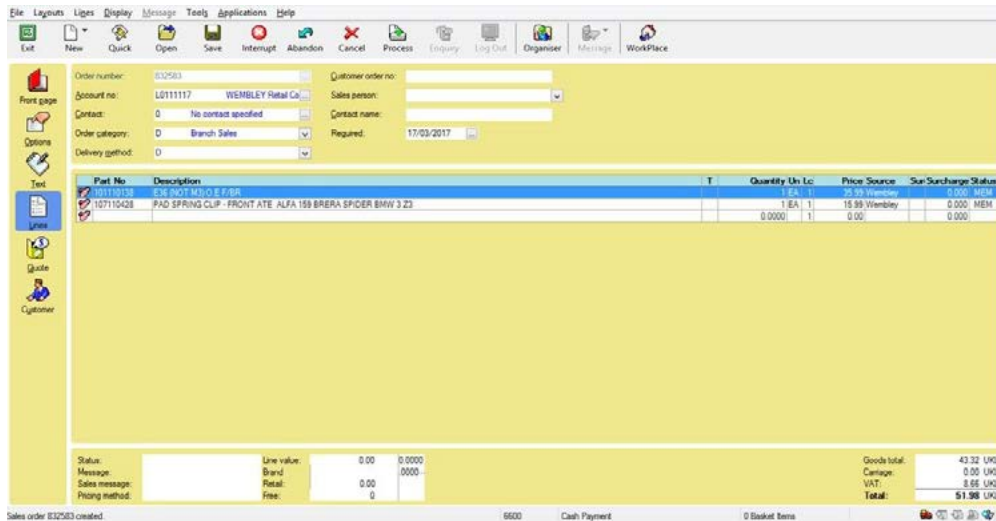
Simply select the pad as per normal:



The fitting kit will automatically go into the basket in TopCat. It will then be posted to the K8 basket



It's at this moment, the question must be asked whether to send the fitting kit. They can then remove it from the basket if the customer decides against buying it.



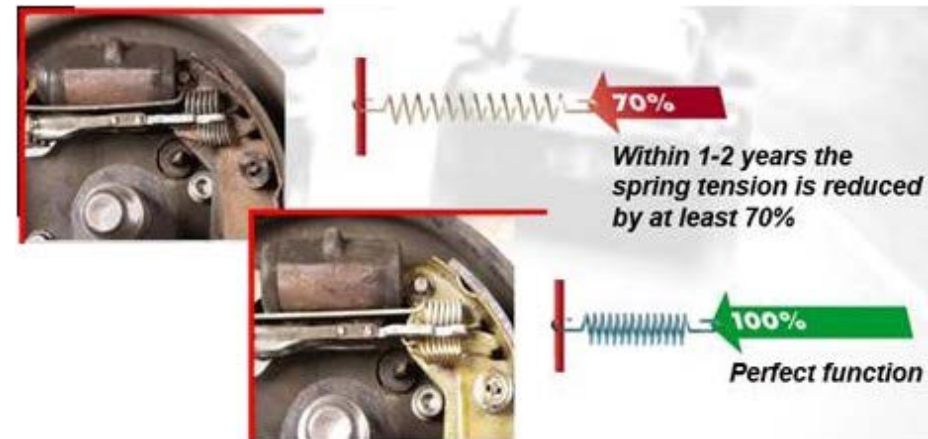
WHAT ABOUT PROFILING?

We have already extended on these references and matched them up to the relevant brake pad demand at a branch level to ensure maximum availability.



THE NEXT PHASE?

Brake shoe and handbrake shoe fitting kits will be forced through into the basket over the coming weeks in a similar fashion.



If you need more information, don't hesitate to contact the braking product management team either Aaron Spencer on aaron.spencer@eurocarparts.com or Ehsan Arabalizadeh on ehsan@eurocarparts.com who will be happy to assist.

Exide Batteries

Exide ‘Equipment Gel’, ‘Dual AGM’ & ‘Dual’ Leisure batteries are verified by the NCC Leisure Battery Scheme.

The approval focuses around 2 technical benchmarks – AH & life cycles at 50% depth of discharge:

- 1. High AH is achieved by the thickness of the lead plates inside the battery – giving you more power for longer periods.**
- 2. High life cycles – which gives you extended battery life.**

Exide scores highly in both categories and in some cases, more than double the product life cycles of some competitor brands. This offers significant value for money for you when you select a battery based on these important technical measurements.





Giving you the power to relax

EXIDE[®]
BATTERIES

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

DPF Failure Causes / Awareness

A diesel particulate filter (DPF) is a device designed to remove diesel particulate matter or soot from the exhaust stream.

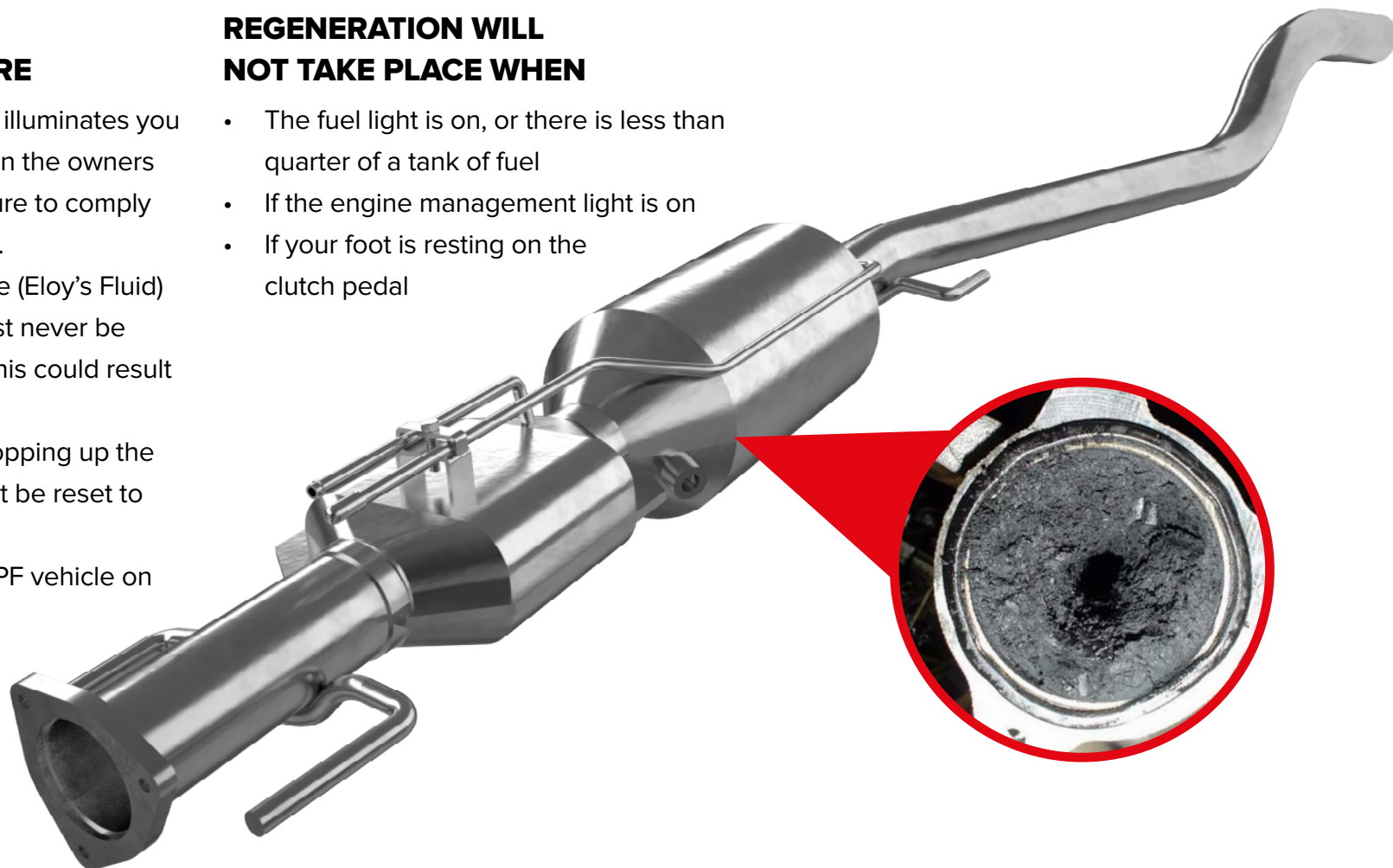
DPFs are only covered for structural failure, a particulate filter returned due to blockage will not be considered as a warranty claim.

ADVICE FOR DIESEL PARTICULATE FILTER CARE

- When the EML warning light illuminates you must follow the instructions in the owners handbook immediately. Failure to comply could lead to a blocked DPF.
- Active DPFs that use additive (Eloy's Fluid) to assist in regeneration must never be driven without this fluid, as this could result in a blocked DPF.
- When fitting a new DPF or topping up the additive the control unit must be reset to new DPF / refilled additive.
- It is not advisable to run a DPF vehicle on bio-diesel.

REGENERATION WILL NOT TAKE PLACE WHEN

- The fuel light is on, or there is less than quarter of a tank of fuel
- If the engine management light is on
- If your foot is resting on the clutch pedal





DPF FAILURE CAN BE DUE TO

- Poor engine maintenance
- Malfunctioning pressure sensors / pipes (condensation in the pipes)
- Faulty temperature sensors / lambdas
- Incorrect oil temperature
- Faulty EGR valve
- Damaged exhaust system / leaks
- Corrosion / fractures
- Incorrect fuel / oil grade
- Short runs (lack of exhaust gas temperatures)



If you have any queries, please do not hesitate to contact Gary Woods on gary.wood@eurocarparts.com who will be happy to assist.

All you need to know...

...Diesel Particulate Filters DPFs

DPFs or diesel particulate filters were first introduced on Peugeot-Citroen cars as long ago as 2001 and have been fitted on all new diesel cars since 2009 to meet Euro 5 emissions standards and to improve air quality. February 2014 saw a significant change in the MOT test for diesel cars & LCVs. As part of the new test, it will be necessary to examine the car's exhaust system to ensure that the Diesel Particulate Filter or DPF has not been removed or tampered with (if one had originally been fitted by the manufacturer when the vehicle was new). If the DPF is missing or found to have been tampered with then the vehicle owner could be fined up to £2500, if found to be driving the vehicle on the public highway.

WHY ARE DPFS FITTED AND THEIR SOCIAL IMPLICATIONS?

Air pollution causes an estimated 29,000 early deaths per year in the UK, and has

annual health costs of roughly £15 billion. The health effects of PM are more significant than those of other air pollutants. Chronic exposure contributes to the risk of developing cardiovascular diseases and lung cancer. Current evidence suggests that there is no "safe" limit for exposure to fine particulate matter (PM). The Report of the Committee on the Medical Effects of Air Pollutants (COMEAP) from 2008 concluded that, although there had been improvements in pollutant levels, the average reduction in life expectancy as a result of airborne particulate matter across the population was 6 months.

DPF STRUCTURES

DPFs are constructed from porous ceramic materials and consist of a honeycomb of numerous small channels, which are closed at alternate ends. The exhaust gas enters the DPF through the inlet channels at one end. It is

forced through the porous walls of the channels and emerges from the outlet channels. As it passes through the channel walls, the particulate matter (PM) is trapped.

DPF BLOCKAGES

PM is a complex mixture of small particles and droplets which are usually considered as 2 main components – Soot and Ash.

SOOT

Soot is produced by all diesel vehicles and consists of small particles of carbon. This soot can be removed by a process known as regeneration. However, vehicles that operate in city centres with lots of stop-start driving do not regenerate their DPFs very effectively, which can lead to premature soot blockages and in some cases even a forced regeneration will fail to operate due to overcapacity.



Look out for more information on DPFs in the next issue of Wired. If you have any queries, please do not hesitate to contact Gary Wood on gary.wood@eurocarparts.com who will be happy to assist.

Volkswagen Group Chooses Hidria



Hidria has announced a long-term agreement with the **Volkswagen group**, one of the world's leading automobile manufacturers and the largest carmaker in the Europe to bring its diesel engine cold start system to Volkswagen Group cars across the globe, including Audi, Volkswagen, Škoda and Seat.

Hidria's glow plug will be installed in **1.6L and 2.0L diesel engines** and cover more than 50% of the Volkswagen Group needs. This important partnership with the Volkswagen group, one of the world's premier car manufacturer, will further strengthen our global position as a trusted provider of a diesel cold-start ignition system.

Hidria's glow plugs meet all requirements of the **Euro 6.2 standard** and enable reduced energy consumption and decreased amount of environmentally harmful emissions for greater sustainable mobility.





If you have any queries, please do not hesitate to contact John McCulloch on john.mcculloch@eurocarparts.com who will be happy to assist.

Leak Detection

In order to make your leak detection choices easier and more efficient; we assembled a complete “turn key” “forming gas” leak detection kit.

“Forming gas” is a special leak detection gas mixture. It is a mixture of 95% Nitrogen and 5% Hydrogen.

Because Hydrogen is the smallest molecule in the periodic table of elements; it also is the quickest to “leak out”. When we then use our 254 77 0640 (D-640) special leak detector; you will for sure find the smallest leak in a heartbeat!

To make life easier for you, in the kit are two quick couplers for R-134a systems and one for HFO-1234-YF systems that will allow you to get a jump start on chasing leaks on both systems.

Portable Nitrogen Leak Detection Kit

248 77 0920

- 950cc “One-Shot” Nitrogen and Hydrogen Cartridge.
- 200Bar (in) / 0÷50 bar (out) Nitrogen regulator.
- Manifold gauge to run leak testing with 1/4 SAE connection.
- Manifold gauge to run leak testing with 5/16 SAE connection.
- Low pressure quick coupler for r134a (automotive).
- Case for storage and handling.
- High pressure quick coupler for R-1234yf (automotive).



D-640 Techno Tools Nitrogen/ Hydrogen Leak Detector

254 77 0640

The D640 utilizes a solid-state heated sensor designed to be highly sensitive to Nitrogen/Hydrogen tracer Gas. The tracer gas mixture complies with Article 6, Paragraph 3 of EU Directive 2006/40/EC. The instrument will detect tracer gas leaks that are smaller than 5ppm in size. The unique digital display allows for quick and precise pinpointing of the leak source and it indicates the relative size of the system leak. It is CE Certified, and is housed in a rugged ABS high impact plastic case. It is powered by four AA alkaline disposable batteries and does not require rechargeable batteries.

FEATURES:

- Numeric leak indicator alarm
- Automatic calibration
- 3 sensitivity levels
- Low battery indicator
- Uses 4 AA alkaline batteries
- Audio mute function
- Comfortable Sanaprene grip
- CE Certified
- Long life sensor
- 2 year warranty



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

NEW TO RANGE

BRAIN BEE 9000D-1234YF AUTOMATIC AC MACHINE WITH PRINTER

TARGET MARKET: MERCEDES BENZ, SMART, MAYBECK MAIN DEALERS

ECP Resulting from the design and long-term collaboration with car manufacturers, the BRAIN BEE range using the R1234yf represents the High Technology and the reference model in the A/C recharge industry.

Thanks to 9000D-1234 you're sure to enjoy the best technology of Brain Bee, together with the approval of a major car makers.

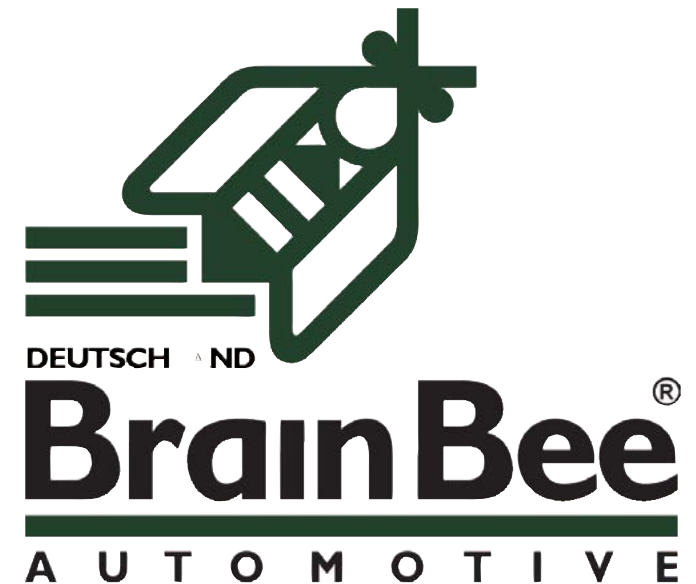
The 9000D-1234 is the ideal A/C Station for those who want to obtain the best results without any complications.

9000D-1234 also includes electronic gauges and valves to deliver an extremely friendly and intuitive operating interface. The heart of 9000D-1234 is its LCD user-interface

display. Simple and intuitive, the touch screen displays all the operating functions which can be activated in a quick and precise manner. Furthermore, the clarity of the display ensures good visibility in almost all lighting conditions.

All serviceable parts and components in the 9000D-1234 are easily accessible and located in a position that allows for fast replacement. Recharge hoses too have been equipped with external quick couplers so that you don't have to open the station in case of replacement.

9000D-1234 can be easily updated: using USB port, every available update can be downloaded from the web and installed on the station very easily.



9000D

SPECIFIC FOR
GAS R1234yf

1234



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

NEW TO RANGE

DENSO A/C COMPRESSOR with Additional Coupling Kit

ECP HAS ADDED THE COUPLING KIT TO ITS DENSO RANGE COMPRESSOR AND REMINDS AFTERMARKET CUSTOMERS OF ITS LATEST A/C COMPRESSOR RANGE EXTENSION

DENSO Corporation, headquartered in Kariya, Aichi Prefecture, Japan, is a leading supplier of advanced automotive technology, systems and components for the world's major car makers.

DENSO operates through more than 220 subsidiaries and affiliates in 38 countries. They employ approximately 151,000 employees across all aspects of our automotive business: from sales and product development to design and manufacturing.

Consolidated global sales for the fiscal year ending March 31, 2016 totalled €34.8 billion, approximately 8.8% of which was invested in research and development. DENSO common stock is traded on the Tokyo and Nagoya stock exchanges.

To improve the quality of the compressor replacement for the VW T5, VW Touareg and VW Phaeton, ECP has now added the complete coupling kit of the direct drive to the DENSO compressor (232440870). This means that aftermarket customers now have the choice to order either the 232440870 (without kit) or the 232440875 (with kit). The kit consists of a freewheel-pulley and rubber coupling.



DENSO



**WITHOUT KIT
(232 44 0870)**



**WITH KIT
(232 44 0875)**

If you have any queries, please do not hesitate to contact Rumi on khurshid.rumi@eurocarparts.com who will be happy to assist.

NEW TO RANGE



Wynn's is delighted to announce the launch of two new products; Diesel Turbo Cleaner & Catalytic Converter and Oxygen Sensor Cleaner, as well as a new innovative bottle for their consumer & professional products. Wynn's new Diesel Turbo Cleaner is an easy to use tank additive developed to clean and free up sticking variable vanes in the turbo. As well as cleaning the variable vanes, Wynn's Diesel Turbo Cleaner will also have a positive cleaning effect on the EGR valve, exhaust valves and the Diesel Oxidation Catalyst resulting in improved engine power and throttle response, combustion and reduced soot emissions. To clean the inlet/compression side of the turbo

Wynn's recommends using their Diesel EGR Extreme Cleaner, which will clean the entire air-intake system including the turbo, air flow sensor, inlet valves and EGR system. Wynn's new Catalytic Converter and Oxygen Sensor Cleaner has been developed for petrol & petrol hybrid engines and will clean and optimise the efficiency of the catalytic converter and ensures the optimal working of the lambda (oxygen sensors). Wynn's is also thrilled and proud to announce a new and innovative design for their bottles. This concept is the exact reflection of a Wynn's story that started in 1992 with the launch of an outstanding bottle, a bottle that always fitted in

and has been appreciated for so many years. Now it is the time to say goodbye to the old bottle after a faithful service of 25 years! The New Wynn's Bottle is patent pending, but importantly is compatible with ALL capless fuel fillers in the automotive market, including the ones with a deep-set safety valve. The outside packaging looks different, but we still have the same high quality product on the inside: Same Brains, New Body. ECP stock both the retail and trade version



**DIESEL IN TANK
TURBO CLEANER**

325ml
555770890



**PROFESSIONAL DIESEL
IN TANK TURBO CLEANER**

500ml
555770880



**CATALYTIC CONVERTOR &
LAMBDA SENSOR CLEANER**

325ml
55577900



**CATALYTIC CONVERTER &
OXYGEN SENSOR CLEANER**

500ml
555770910

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

Retail Product of the Month

This month's retail product of the month is the California scents air freshener. Just open a can of California Car Scents®, pop it under the seat or in a cup holder and you're riding with fresh air for months. Select from a variety of fragrances such as Coronado Cherry, Monterey Vanilla, and a New Car Smell.

First impressions are that these look unusual, like nothing else out there, and also very cool too. Names such as, Laguna Breeze are as appealing as they come, and almost enough to make the mouth water.

Opening the lid, there are 3 organic, biodegradable pads inside, which provide the scent. When it comes to fragrance, they are simply amazing and we've not come across one we don't like yet. They kind of remind us of the sweet shops we'd go to when we were young where upon walking into the store, the smell of a thousand varieties of confectionary would hit you like a candy floss wall. Lovely, but here are also definite elements of realism to the aromas as well.

There's none of the usual headachy, sickly-sweet smell, and although these are strong, they are not over-bearing like other scents.





- Long lasting fragrance – freshens for up to 60 days
- Contains 100% organic fragrance oil
- Vented lid controls fragrance output and increases air freshener life
- Made in the USA
- Environmentally-friendly – recyclable aluminium canister and biodegradable fibre pad inside
- Keep scent pads from touching fabric, plastic, or painted surfaces
- Keep out of reach of children and pets
- Type: Tin (cup holder)
- Fragrance: Fruity

If you have any queries regarding the California scents air freshener, please do not hesitate to contact Chris Marshall on chris.marshall@eurocarparts.com who will be more than happy to help.

CLIMAIR WIND DEFLECTORS



We have just introduced a range of wind deflectors made by the market leading company Climair! They supply many vehicle manufacturers including Ford.

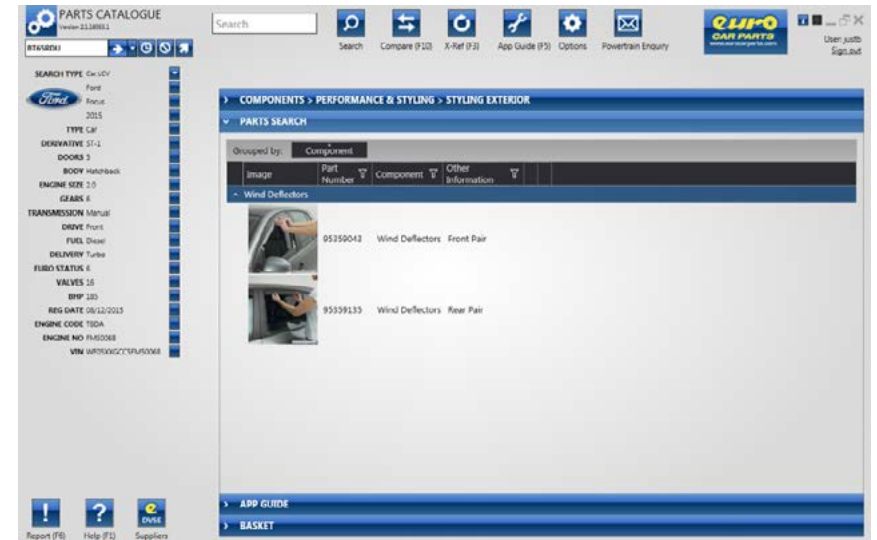
Deflectors have fast become the 'must have accessory' in the last few years. They are versatile offering styling benefits and also increasing cabin comfort.

Climair deflectors unlike many other inferior competitors do what they are meant to do. They fit perfectly into the window aperture

with no fuss or modification. The set's come with full instructions how to install and advising how to get the best fit.

To kick off with a stocked range we have carefully selected over 200 SKU's for popular vehicles. These are all smoked (most popular) and consist of front and rear applications. The items are stocked and sold in pairs, so if you wanted front and rears you would select a pair of each.

You will find them in **Topcat > Components > Performance and Styling > Styling Exterior > Wind Deflectors.**





If you have any queries, please do not hesitate to contact the Performance Team on performance@eurocarparts.com who will be happy to assist.

NGK SPARK PLUGS



IGNITION PARTS

NGK Spark Plugs (UK) Ltd will once again be showcasing its market-leading range of ignition products at **Automechanika Birmingham**.

The leading supplier of original equipment (OE) spark plugs, glow plugs, NTK Lambda and other engine management sensors, will also be promoting a prize draw for garages to win a fantastic **Suzuki Celerio five-door hatchback city car worth more than £7000**.

The company will highlight the initiative when



VEHICLE ELECTRONICS

it exhibits on Stand 19C70 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 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.

Mark Hallam, Marketing Manager, NGK Spark Plugs (UK) Ltd, said: *"This is a fantastic opportunity for BoxClever members to have the chance of winning a Suzuki Celerio which is an ideal vehicle to be used as a courtesy car for their businesses."*

“The promotion, which commenced in April, is proving incredibly popular and we will be promoting it at Automechanika, consequently this 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 show.”

BoxClever
It pays to fit the best

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

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

The promotion is only open to bona fide members of the UK garage trade. For full terms and conditions of the NGK Free Courtesy Car Prize Draw visit ngkboxclever.com

NGK
IGNITION PARTS

NTK
VEHICLE ELECTRONICS

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

SPOT THE DIFFERENCE

Did you know that The Powertrain Team can now help you with **Differentials (also known as Diffs), Torque Converters, and Transfer Boxes.**

These items do not appear on the Powertrain Top Cat enquiry button, so to enquire, all you need to do is email the Powertrain team at engines@eurocarparts.com, making sure that you put the VRM and product type in the subject field of the e mail and put the vehicle model in to the email.

The Powertrain Team will then put this enquiry across three suppliers to get you the best deal in the market and will respond generally within one hour.

Please specify whether your Diff is for the front or rear (even if there is only a rear).

The Powertrain Team are working to have all of these new ranges added to The Powertrain Enquiry button as soon as is possible.

HOW DOES A REAR DIFF WORK?



In vehicles, the differential allows the outer drive wheel to rotate faster than the inner drive wheel during a turn. This is necessary when the vehicle turns, making the wheel that is traveling around the outside of the turning curve roll farther and faster than the other. The average of the rotational speed of the two driving wheels equals the input rotational speed of the drive shaft. An increase in the speed of one wheel is balanced by a decrease in the speed of the other.

When used in this way, a differential couples the input shaft (or prop shaft) to the pinion, which in

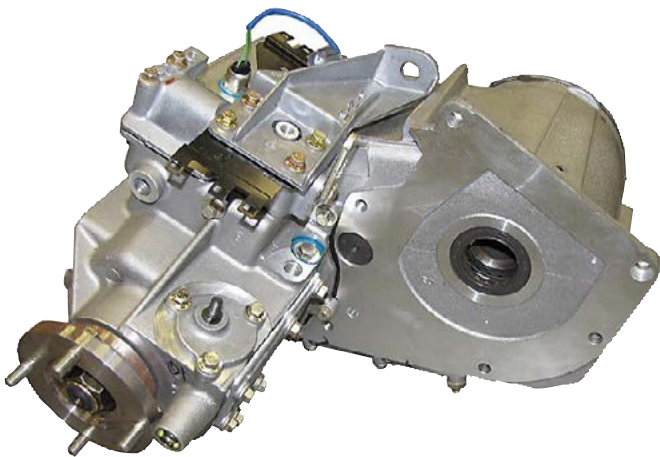
turn runs on the ring gear of the differential. This also works as reduction gearing. On rear wheel drive vehicles the differential may connect to half-shafts inside an axle housing, or drive shafts that connect to the rear driving wheels. Front wheel drive vehicles tend to have the pinion on the end of the main-shaft of the gearbox and the differential is enclosed in the same housing as the gearbox. There are individual drive-shafts to each wheel.

A differential consists of one input, the drive shaft, and two outputs which are the two drive wheels, however the rotation of the drive wheels are coupled to each other by their connection to the roadway. Under normal conditions, with small tire slip, the ratio of the speeds of the two driving wheels is defined by the ratio of the radii of the paths around which the two wheels are rolling, which in turn is determined by the track-width of the vehicle (the distance between the driving wheels) and the radius of the turn.

TRANSFER BOXES

The transfer box receives power from the transmission and sends it to both the front and rear axles. This can be done with gears, hydraulics, or chain drive. On some vehicles, such as four-wheel-drive vehicles intended for off-road use, this feature is controlled by the driver. The driver can put the transfer box into either "two-

wheel-drive" or "four-wheel-drive" mode. This is sometimes accomplished by means of a lever, similar to that in a manual transmission. On some vehicles this may be electronically operated by a switch instead. Some vehicles, such as all-wheel-drive sports cars, have transfer cases that are not selectable. Such a transfer case is permanently "locked" into all-wheel-drive mode.



Transfer boxes that are designed to allow for normal road use synchronize the difference between the rotation of the front and rear wheels, in much the same way the differential acts on a given axle/diff. This is necessary because the front and rear tyres never turn at the same speed. Different rates of tyre rotation are generally due to

different tyre diameters (since front and rear tyres inevitably wear at different rates) and different gear ratios in the front and rear differentials since manufacturers will often have a slightly lower ratio in the front vs. the rear to help with control (such as a 3.55:1 in the rear differential and a 3.54:1 in the front differential). If the transfer box did not make up the difference between the two different rates of rotation, binding would occur and the transfer box could become damaged. This is also why a transfer box that is not designed for on-road use must never be driven on dry pavement. Unless the vehicle is designed to do so. (All wheel drive)

WHAT IS A TORQUE CONVERTER?

The torque converter normally takes the place of a mechanical clutch in a vehicle with an automatic transmission, allowing the load to be separated from the power source. It is usually located between the engine's flexplate and the transmission (Flexplate is bolted to the crank in the place of a flywheel). The key characteristic of a torque converter is its ability to multiply torque when the output rotational speed is so low as to allow the fluid coming off the curved veins of the turbine to be deflected off the stator while it is locked against its one-way clutch, providing the

equivalent of a reduction gear. This is a feature beyond that of the simple Torque converter, which can match rotational speed but does not multiply torque and reduces power. Some of these devices are also equipped with a "lockup" mechanism which rigidly binds the engine to the transmission when their speeds are nearly equal, to avoid slippage and a resulting loss of efficiency.

All units supplied with an ECP standard warranty of 12 months unlimited miles. Always make you customers aware of ECP extended warranty of parts only + 10% or parts and labour + 20% of the price.



If you have any queries, please do not hesitate to contact the Powertrain team at engines@eurocarparts.com who will be happy to assist.

WE'VE GOT YOUR NUMBER!

**Did you know that the UK market for number plates is a cool 12 – 15 million plates per year?
And conservatively, that's over £120,000,000 at retail prices!**

**Up to now we haven't even sniffed at this market but the time has come for ECP to take a slice...
And the size of that slice depends on you!**

The ECP number plate program launched last month. We're keeping things simple to begin with and we'll be offering standard front and rear oblong plates, together with standard rear square plates. We're also sticking to standard number formats for the time being, so some personalised plates like 888 ECP, won't be available just yet. But we are offering loads of colour, with five different badge options and four different border colour options – not a lot of other suppliers can do that!

Number plates will only be a trade only sale. Not only that but you will **ONLY BE ALLOWED TO SELL THEM TO CUSTOMERS THAT ARE **Registered Number Plate Suppliers (RNPS)****. If your customer is not a RNPS you can't sell to them but the good news is, it's easy for them to get themselves registered.

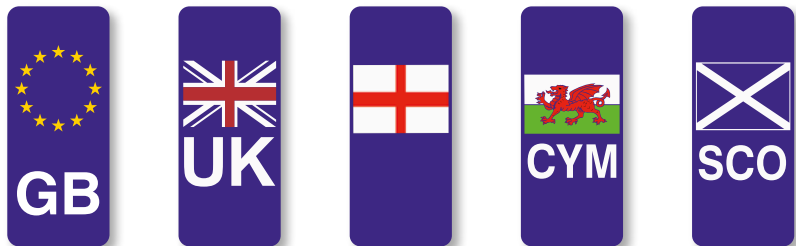
Your general and branch managers have already received process documents and details on how to set up customers on our system. Customer flyers should have landed in branches now, so don't miss out on a fantastic opportunity to really boost your sales figures!



Choose your company name style

Choose to include one of five side badges

Standard oblong and square plates available



Choose to include a coloured border



If you have any queries, please do not hesitate to contact Chris Graham on christopher.graham@eurocarparts.com or Damian Oakden on damian.oakden@eurocarparts.com who will be happy to assist.

HOFMANN MEGAPLAN



Alignment specialist Hofmann Megaplan knows that getting into alignment and choosing the right system is not always the most straightforward of decisions. In partnership with ECP we wanted to dispose the basic facts to help you start or advance your alignment journey.

LASER ALIGNMENT

First commercialised in the 1990s, laser wheel alignment is your basic form of alignment. Systems consist of a pair of targets or 'flags' mounted to one axle and a pair of laser heads mounted to the other wheels.

Pros

- Low cost
- Simple components
- No specialist lifting equipment required

Need to know:

- Need a good knowledge of alignment to get the most from the system
- Less accurate than a computerised system
- Harder to use on today's more complex vehicle suspensions
- No reference database for accuracy
- Very little detail for your customer

In short:

If this is your first step into alignment and you're willing to get involved in learning the finer details of alignment this could be for you. It's reliant on the knowledge of its users and a real passion for alignment. Because it is the most basic, it is typically the cheapest way of getting into alignment.

CCD (CLOSE COUPLED DEVICE)

Is a popular mobile system consisting of sensors mounted to each wheel. CCD aligner communicates with a PC via Bluetooth and compares the results to a database. The results are easy to see and once the alignment is

complete a print off the data can be produced for your customer's benefit. They require little specialist knowledge from the workshop as the interaction with the PC talks the technician through the process.

Pros

- More accurate than lasers
- Less alignment knowledge is required for the technician than laser
- Mobile so you can switch bays with a single aligner

Need to know:

- Results can take as long as 10 minutes
- An update to the data is required when new cars come onto the market
- Busy centres can monopolise the aligners time

In short:

If you're a small / medium sized set up, with multiple technicians with varying abilities, CCD has its benefits. The system automatically instructs the operator through the adjustments and gives feedback to the customer to build your relationship. They are mobile too, so allows flexible working throughout the workshop.



3D

The latest technology 3-D aligners work with a pair of static cameras mounted in front of, or laterally to the lift. These take multiple images of the targets which fix to the vehicle's wheels. They are suited to higher-volume users such as fast-fit centres and tyre bays due to their greater speed.

Pros:

- High speed
- Unmatched accuracy
- Easy and fast to operate

Need to know:

- Requires a spacious, fixed set up in the workshop
- Will need the database updating
- Most expensive of the systems

In short:

For established or aspiring alignment centres where speed and customer information is the priority. They do require the right amount of space and set up. HD systems will bring the size of the targets down but it is worth checking with your supplier exactly what your requirements are.

Hofmann Megaplan, are experts in all 3 technologies, have supplied hundreds of these aligners across the UK. We will happily talk you through your requirements in partnership with Euro Car Parts to ensure all your concerns and objectives are met. A dedicate member of the Hofmann team will provide you with information and level support to make sure you maximise the income of your alignment set up.

If you have any queries, please do not hesitate to contact **Fred Muraya** on fred.muraya@eurocarparts.com who will be happy to assist.

May Promotions

This month we have a fantastic spread of promos and incentives that are all geared towards helping you hit target.

Fancy £300



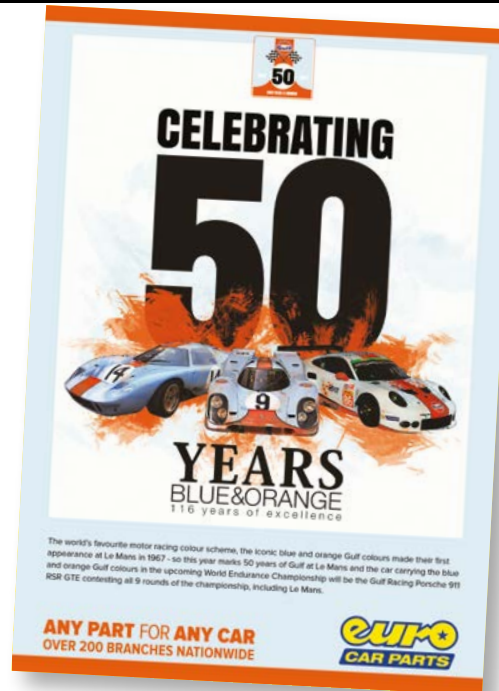
Customer Promotion

We want to help you grow your branch business, so this simple promotion allows you to target 5 per SA Service, Maintenance and Repair (SMR) garages with a simple promotion to get them spending.

Promotion Period:

1st - 31st May inclusive

Gulf Oil Promotion



Customer Promotion & Sales Team incentive

We're giving our customers the opportunity to get their hands on **SEATED GRANDSTAND TICKETS** for the 2017 Silverstone F1 Grand Prix - and we're giving you the chance to win some fantastic individual prizes too!

Promotion/Incentive Period:

1st - 31st May inclusive

Braking Choices 1, 2, 3



Sales Team Incentive

To celebrate the arrival of Spring we've put together a cracking incentive that rewards you for selling our bread and butter products, brake pads and discs. Each branch has been given a braking QPD sales target for May, which is based on an additional 3

Incentive Period:

1st - 31st May inclusive

MAY

THE SALES

BE WITH YOU

Formula Brembo



Customer promotion

Don't forget the exciting new Formula Brembo promotion, which can help you max out your braking sales by selling to all those customers that don't use Pagid as an OE replacement – target these customers with Brembo as a perfect OE alternative.

Promotion Period:

24th March - 29th October

Exhaust Drift Staff Incentive



Sales Team Incentive

There are 38,000 customers that bought exhausts from us last year but haven't so far, this year. We want you to help us change that. You can earn extra ££ for selling Exhausts, CATs and DPFs to drifting customers on your branch list supplied by your RSM.

Incentive Period:

1st - 31st May inclusive

Let us know what you think – if it works we'll keep on doing it. If it needs changing to make things clearer give us your thoughts, we're always looking for ways to improve the way we communicate.

Omnipart



Sales Team Incentive

Remember the recent webinar about our great new trade website Omnipart? There's a fantastic opportunity for you to add a nice fat £500 to your pay one month this year.

Incentive Period:

1st March - 31st December



If you have any queries regarding any promotion, please contact marketing@eurocarparts.com and one of the team will be happy to help.

WANT A CHANCE TO WIN AN AMAZON ECHO DOT?

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 41 was Tricia Howes.

1. When the EML warning lights illuminates, what must you follow?
2. How many years warranty comes with a Hydrogen Leak Detector?
3. Where are Denso's headquarters?
4. Name one of Wynn's new to range products?
5. Name all of the California Scents that's available at ECP
6. What is the new to range aircon machine?
7. Number plates are available to which type of customer?
8. Name one Pro of Laser Alignment
9. When does the Gulf Oil promotion come to an end?
10. If the DPF is missing or found to have been tampered with then the vehicle owner could be fined up to how much?

