



WIRED

Issue 3 - MAR 15

EURO CAR PARTS PRODUCT NEWS



WIRED

“MOT Season is here,
arm yourself
with knowledge!”



Pearl Auto



Brake Clinic



Compac Jacks



Merc Gear Oil



PowerFlex



Transit Mirrors



**Reversing
Made Easy**



Ford PAS



TMPS



**Remy TRW
Give-away**



ECU Repair



Contacts

Pearl Automotive

A NEW range & opportunity to attract NEW customers

We now list the full range of Pearl Consumables as part of the special order program. These are available for direct delivery to each branch on a minimum 2 day delivery service. The range is listed below and includes over 6,000 references with part numbers that were exclusive to Unipart (in most cases these are prefixed by DAP) and were supplied to National Account customers:

- Assortment Boxes
- Fasteners
- Stainless Steel Fasteners
- Electrical terminals and fixings
- Bulbs
- Tapes
- Fitted Electrical Consumables
- Tubing, Hose and Connectors
- Fitted Consumables
- Janitorial, Health and Safety

These products can open doors for you with ex Unipart and National Account customers - make sure you use the opportunity.

Euro Car Parts already have the following Autoport branded ranges listed at the NDC:

- Assortment Boxes
- Top Up packs for the Assortment Boxes to be available shortly at the NDC
- Brake Pipe Unions and Fixings

For more information please contact **Lowme Sathi**
lowme@eurocarparts.com
for more details.

All technical data and product information can be found via secure login at www.pearl-automotive.co.uk



Brake Clinic

Further additions have been added to the Euro Car Parts Brake Wear Indicator range: new applications include the new Jaguar F Type, Ford Transit Custom 2013 onwards and the Porsche Macan 2014 onwards.

Where applicable brake wear indicators are a “must offer” on all brake pad sales. For more information on part numbers and further range additions, please contact the Braking Product Managers.

REMAN CALIPERS

Here’s a short Q&A for Remanufactured Brake Calipers (reman calipers), so for your information take some time to read and remind yourself of the procedure.

Who organises and processes the purchase order paperwork?

All paperwork and purchase order processing will still be managed by Special Orders

What part numbers do I use?

Existing part numbers must be used for any reman & return caliper. This is to capture the demand against that part number to help with availability.

How do I process the special order request?

Process the special order request using ECP ref:

(A) If we already have ECP part numbers created for the application a request to special orders can be processed with clear instructions regarding reman.

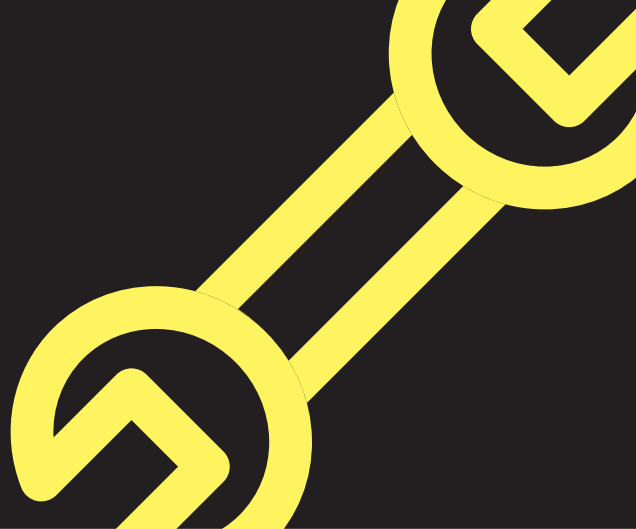
(B) If unidentified we can use a “dummy” number to make the return and when the supplier identifies we can transfer the orders to the correct part.

- I. Brake – **133 77 0221**
- II. Delco – **133 77 0222**
- III. Drivelink – **133 77 0223**
- IV. Transhock – **133 77 0224**

Where should I send the part?

Goods will be collected by an appointed carrier directly from your branch. However you must:





(1) Parcel up ready for collection as safely as possible > include any special instructions.

(2) Ensure that sufficient labels are attached to the actual caliper inside the box, in case parts become detached from the box. Clearly mark for reman with your return address.

How much should I charge for carriage?

Carriage cost will vary with supplier. You will need to factor the carriage cost if quoting a customer.

How do I remove the surcharge link when booking the reman unit to the customer?

When booking the order to a customer using an existing ECP ref contact the Braking Product Manager for temporary removal of surcharge link.

Who do I contact for help or more information?

Contact your Braking Product Managers.

**PRE-ASSEMBLED
BRAKE SHOE KITS**

We recently launched an extensive range of Pre-Assembled Brake Shoe

Kits into the braking portfolio. Since the launch, sales on this product have been increasing every month. Therefore, we have taken the time to remind you and your customers of the features and benefits:

- It saves the customer up to 50% on fitment time
- Quick and easy installation.
- All of the components are included in the box and assembled – this means there is no need to fiddle about with the accessories.
- In the box are shoes, adjusters, wheel cylinders and accessory springs.

For further information please contact the PM team:

Aaron Spencer:
aaron.spencer@eurocarparts.com
Cisco: **7001-038**

Stephen Moon:
stephen.moon@eurocarparts.com
Cisco: **7001-563**

Compac Jacks

Lift your sales with Compac!



You may or may not have come across the Compac brand before, if you have you will know how good their reputation and products are. Compac has been manufacturing high quality hydraulic products since 1946 and offers a full 3 year warranty on all models. These are the Rolls Royce of Trolley Jacks, if your customer asks

for the best on the market we have it. This is a further extension of our policy of Good, Better, Best and giving the customer the product they demand at the price that is competitive. The following is just part of the Compac range that we stock.

940 77 5020 -

- 2 ton capacity.
- Low entry height 80mm.
- Maximum lifting

height 500 mm.

- Quick-approach foot pedal.
- Pressure relief valve prevents overloading.
- Safety lowering control valve for safe lowering even under maximum load.

940 77 5040 - HIGH LIFT

- 3 ton capacity.
- Maximum lifting height 500mm.
- Long reach chassis

improves access to lifting points deep under most vehicles. Ideal for vans, 4WDs and minibuses.

- Quick-approach foot pedal.
- Pressure relief valve prevents overloading.
- Safety lowering control valve for safe lowering even under maximum load.

940 77 5030 - HIGH LIFT LOW ENTRY

- 1.5 ton capacity.
- Maximum lifting height 800 mm.
- Quick-approach foot pedal.
- Low chassis height improves access to lifting points deep under most vehicles.
- Pressure relief valve prevents overloading.
- Safety lowering control valve for safe lowering even under maximum load.

Any problems or advice needed – Rick Newman is the man.

rick.newman@eurocarparts.com
Cisco: **7001-029**

Mercedes Gear Oil

We are the specialists!

Save your customers time and money looking for a specialist oil supplier. WE ARE a specialist oil supplier and have increased our range to include the following transmission oils for Mercedes Benz and Gearbox specialists.

Specialist Gear Oils ... Red or Blue we have it ...

We are increasing the range on Gear oils, and hold stock of specialist demands in the UK. Speak to your Mercedes gear box specialist customers and be confident in offering a full range.

522 77 0992 AUTO TRANSMISSION FLUID - MERCEDES OIL SPEC 236.14 – RED (1Ltr): Popularly known as **ATF 134 Red**

522 77 0492 MB Genuine ATF Oil (MB 236.15 / 001 98 97703) – BLUE (1Ltr): Popularly known as **ATF Blue**.



If you target the right customers with these products it will open the door to sales of our huge range of Mercedes parts.

For a full cross referencing table of Mercedes Part Numbers please contact **Pankaj Babbar** pankaj.babbar@eurocarparts.com

Powerflex Suspension Bushes

Powerflex are market leaders when it comes to uprated suspension bushes. The bushes are made from polyurethane (specialised plastic) allowing them to stand the test of time and offer handling benefits for many vehicles.

Often there is a misconception that to fit 'poly' bushes it has to be a sporty/modified vehicle. This is not always the case. Often a standard road car can benefit from fitting some of the components such as uprated wishbone bushes or Anti roll bar bushes for the following reasons:

- Lifetime guarantee on parts (limited to first purchaser)
Unlike rubber bushes these will not deteriorate. Meaning they will not suffer with excess movement when they age
- More effective control of the vehicle's suspension components resulting in

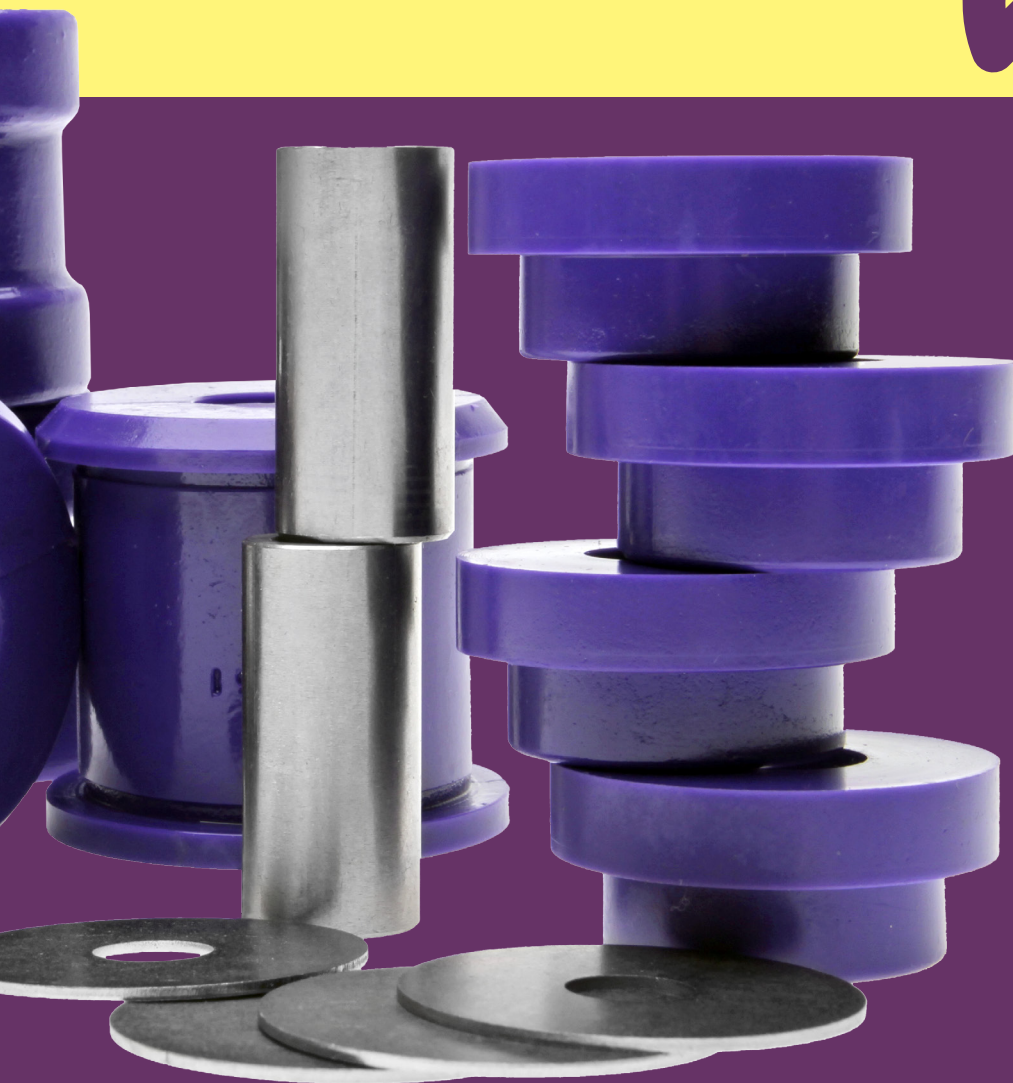
improved handling. Often easier to fit than standard bushes (especially equivalents with a metal casing)

So some great upsell opportunities for standard vehicles.

When it comes to vehicles that have already been modified, bush replacement is often overlooked by the owner. They may shell out for lowering springs/sports shocks/coilovers but often neglect the worn bushes. If they want to get the most out of their vehicle and avoid adverse tyre wear then changing to 'poly' bushes and carrying out a good wheel alignment can result in amazing handling.

You will find most of the range available to view in Topcat. You can also check the website which is easy to navigate:
www.powerflex.co.uk/road-series





There is the Road Series standard section on the website (known as purple range) and there is a Black Series section which is specifically for Race/Track only cars. Our ECP part numbers are all setup the same at 8 digit level, however you will find that part numbers ending in '1' are for the road range and part numbers ending in '5' are for the black track/race range.

As a main distributor for Powerflex products you will find we have market leading stock levels and can be very competitive on price.

For more information about Power Flex Suspension Bushes please contact:

David Kracke
Tel: **020 8782 2466**
Cisco: **7001-4616**

POWERFLEX®

Transit Mirrors

Door Mirrors, Glasses and Indicators for the Transit Custom 2013 are now in stock. These have been manufactured exclusively for Euro Car Parts. You do not need to fight on price to make sales of these parts as the only available parts in the market are the Ford OE parts and our aftermarket versions.

These high quality products are supplied in the same component format as the Ford parts, so note the housing is supplied with the upper and lower glass, and the indicator, but the cover is sold separately.

Let your customers, Transit & LCV specialists, and Fleet Managers know now!



Reversing Sensors

New to range direct replacement parking sensors

These are high quality, direct replacement aftermarket Parking Distance Control sensors (PDC's) Now in stock!

Target customers are Bodyshops but also mechanical Garages, Land Rover/Range Rover and Citroen specialists.

493 67 0021

FR & RR PDC SENSOR
EVOQUE 12 - DISCO 4 10 - R
ROVER SP 14 - R ROVER 10
Discovery 4 2010 - Rear
Range Rover 2010 - 2012 Rear
Range Rover 2013 - Front
Evoque 2012 - Front
Range Rover Sport 2014
- Front & Rear

493 54 5031

REAR PDC SENSOR
C4 11/04-10 & 207 06-06/09

493 54 5041

REAR PDC SENSOR
C5 01-04 607 00 -



493 67 0031

FR & RR PDC SENSOR R ROVER
& R ROVER SPT 10-EVOQUE 12 -
FREELANDER 06
Freelander 2 2006 - Front & Rear
Discovery 4 2010 - Front
Range Rover 2010 - 2012 Front
Range Rover 2013 - Rear
Range Rover Sport 2010 - 2013
- Front & Rear
Range Rover Sport 2014 - Rear
Evoque 2012 - Rear.

For more information or assistance on Transit mirrors and reversing sensors please contact

Damian Oakden
Cisco: **7108-951**

Know Your Stuff

Know your products Ford power steering technical update

The aftermarket is experiencing premature failure after fitment of the Ford Mondeo/Galaxy 2006-hydraulic steering rack or pump.

Ford recommends changing the fluid reservoir when the steering rack is changed, as the power steering system on these vehicles is very sensitive and it is possible for the fluid to become contaminated with metal deposits, dirt and debris from parts within the system itself. This leads to warranty claims for such things as noisy steering systems, heavy steering and leaking rack/pump.

The reservoir for these applications is now available and we recommend that it is changed when either the rack or pump is changed.

The power steering reservoir is shown complete on the right (first image) and separated on the

below (second image). The green pencil type filter shown below (A) must be removed after the steering system is flushed through. There's a technical bulletin about this on Topcat.



“Don't forget to sell the power steering fluid required to complete the job.”

Ford Galaxy / S- Max 2006-

PAS Rack **603 59 066**

PAS Pump **619 59 121, 619 59 114, 619 59 145 & 619 591 66**

PAS Reservoir **619 59 102**

For hydraulic steering pumps only

PAS Reservoir **619 59 192**

For Electric steering pumps only

Ford Mondeo 2006-

PAS Rack **603 59 059**

PAS Pump **619 59 121, 619 59 132, 619 59 155, 619 59 169, 619 59 107, 619 59 175, 619 59 176**

PAS Reservoir **619 59 102**

For hydraulic steering pumps only



High pressure union
with washer.



Power steering pipes - inlet
and outlet.



Ford Focus/C-Max 2004-
There is an issue with the inlet
port on Ford power steering
pumps 619 59 064 and
619 590 72. Upon removal and
fitment of the high pressure
inlet pipe, the union and washer
become distorted in size, shape
and function.
Due to the high warranty rate,
ECP now stock the Union with
washer and the power steering
pipes from the steering pump to
the rack. It is recommended that
these two parts are changed with
the steering pump.

Faulty Parts & Fix Components:

Steering Pump
619 59 064 & 619 59 072

Union Washer
619 59 189

Steering Pipes
619 59 190 (Manual) Or
619 59 191 (Automatic)

There are two steering pumps listed,
one with a sensor and one without.
The sensor should also be replaced.

Steering Pump
619 59 064 & 619 59 072

Pressure Sensor
619 59 189

Replacement Sensor
600 59 075

By informing your customer of
these facts you will prevent an
unnecessary warranty and also
increase the invoice value of the
sale. **WIN WIN!**

Any Questions?
Speak to **Sunil Patel**
Sunil.patel@eurocarparts.com
Cisco: 7001-169

Know Your Stuff

Know your products TPMS

It is estimated that up to 80% of vehicles on the road in the UK have incorrectly inflated tyres.

Tyre Pressure Monitoring Systems (TPMS) provide a warning to drivers when there's a pressure loss in the tyres. TPMS has been part of the MOT test since January 1st 2012. Any vehicle built after November 2012 has to be equipped with TPMS and as these vehicles reach three year's old this year, it has to be working correctly to pass an MOT test from 2015 onwards.

This will create an ever increasing demand for TPMS service parts which we can supply.

There are two different TPMS systems, Direct and Indirect: With Direct systems each wheel of the vehicle has a sensor fixed to it to monitor changes in tyre pressure. If low pressure or a leak is detected (generally 20% less than placard) the driver is alerted by the in-car system. Direct systems are far more accurate but they need to be regularly maintained and are prone to damage and can be expensive to replace. For example, Peugeot charge £165.00 to replace one TPMS sensor.

Indirect systems do not require any in-tyre sensors as the system works from the vehicle's

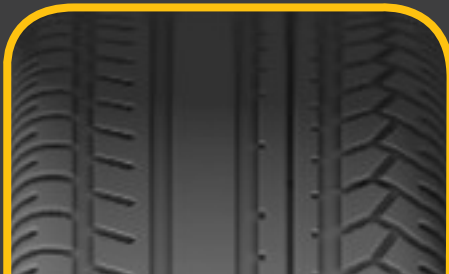
ABS but if all four tyres deflate at the same rate the system will not be able to detect a change. Additionally, because there are no sensors, indirect systems do not inform the driver of individual tyre pressures. Common TPMS Sensor problems include:

- Sensor would not read before dismounting tyre
- Thread Damage (internal or external)
- Outer collar cracked – Metal fatigued
- Galvanic corrosion caused by brass valve cores being fitted.
- Tyre sealant or debris plugging sensor hole
- Broken sensor casing

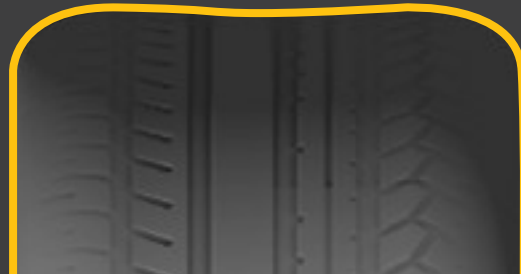
OVER INFLATED



PERFECT



UNDER INFLATED





- Bent or broken antenna strap
(Siemens & TRW)

If a TPMS system has any of these problems the sensors will have to be replaced. Euro Car Parts stock a wide range of TPMS systems including Schrader, Lear, ATEQ, VDO, Siemens, Beru and Bartec USA.

For more information on TPMS contact **Colin Downie**
colin.downie@eurocarparts.com
Cisco: 7005-011



Steering Promotion



FREE



FREE



All vehicle types
24 months,
Unlimited Mileage



All vehicle types
24 months,
60,000 Miles

As you are aware, Euro Car Parts are running a Steering awareness campaign throughout the month of March. Our goal is to promote the range of steering racks, pumps and column products available in the OE and aftermarket brands.

MOT season has started, steering racks, columns and pumps will be on the check lists of all garages. Availability and identification will be key to getting the sale, we have all the tools possible to get it right first time and help is at hand for those problematic applications.

You will have seen the marketing material regarding the free TRW and Remy t-shirts available with every purchase of steering racks and pumps. Remy information leaflets are also available for you and your customer.

Remember we are promoting the Remy and TRW brand, but we

also stock various other brands, both OE and aftermarket. The old surcharge core is as important as getting the sale. To ensure maximum stock availability we must get the old units back. Don't forget to chase customers on this!

ECP have a no quibble returns policy with both Remy and TRW, and it is important to pass the terms of this information on to the customer, make the message clear before completing the sale.

It is also important to highlight that there are a range of technical training services available for branch staff and customers from Remy and TRW technical teams specific for all your steering needs.

Any Questions?
Speak to Sunil Patel
Sunil.patel@eurocarparts.com
Cisco: 7001-169

Electronic Control Unit – Repair service

When enquiring about an Engine, ABS or ECU repair please email Colin Downie with the following information:

1. Manufacturer of ECU
2. All of the part numbers from the original ECU
3. Vehicle registration number
4. Fault details

The ECU Team will then check with our suppliers to see if your unit can be repaired. If it can, you will be sent the details on the repair cost and turnaround time. If no repair is available you will be emailed so you can let your customer know.

If your customer wants to go ahead with the repair, please email Colin and he will advise what you need to do next. Prices start from £125 depending on ECU and fault.

We can also offer repairs on Ford

Fiesta and Focus instrument clusters and Vauxhall throttle bodies.

For More info contact
Colin Downie
colin.downie@eurocarparts.com
Cisco: 7005-011



Contact details



To find the Product Manager associated with the features in this week's WIRED please use ECPedia.

The Product Managers Directory on ECPedia is extremely helpful and will give you all the email and phone numbers of the Teams who deal with individual product groups. It's quick and easy to use.