

Issue 27



WIRED

6th May 2016

EURO CAR PARTS PRODUCT NEWS



**“It's not the load that
breaks you down,
it's the way you carry it.”**

WIRED



Brake Clinic



Nitrogen Tyre Inflation



Gulf



Air Quality Sensors



Performance Parts



Dual Mass Flywheels



Turbo Hoses



Wired Competition



VAG 2.0

Brake Clinic

Braking & Special Orders

For braking and especially the Pagid brand, all of our purchases are “Made to Order”. This means that we supply a forecast to the supplier who manufacturer the parts based upon this demand. We are limited by minimum order quantities, to enable production runs. Furthermore, we do have long lead times for these suppliers which is controlled by our buying team and the complicated demand planning that we have in place.

Based upon this, we are unable to fulfil special order enquiries for part numbers ending in “8” Pagid, “9” Eicher and “6” Textar. Special orders can’t order Pagid, Eicher and Textar brands and you will receive a note back stating “Stock order only linked to supplier with a long lead time – please contact PM for alternative options”.



TEXTAR®

 **PAGID**

eicher

If you require to special order a part, then please use an alternative brand digit such as “0”, “5”, “7” or “J”. If these are rejected or not available, then please contact the product manager for an update of the Pagid / Eicher version or they will give you an alternative option.

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

Gulf

Engine Oil

The Gulf logo and colours is one of the most recognised and iconic brands in Motorsport and we are very pleased to add the Gulf range of Lubricants to the Euro Car Parts portfolio.

Lubricants, with engine oil in particular is a key product for the vast majority of workshops, so it's vitally important that we can offer our customers choice and value. Euro Car Parts re introduces the Gulf brand to the UK and with this OE approved range which is aggressively priced close to aftermarket and non-approved brands we have a spring board to increase our market share further, hence the brand is positioned just above our Triple QX and can be offered to all those customers who want OE approved quality but at the aftermarket brand price point.

You will start to see a full range profiled into your stock locations ranging from 1 litres through to 200 litre barrels, we also offer most product in either a 4 or 5 litre pack and a 20 litre container.

Some key products to keep an eye on in particular is our Gulf Formula CX 5w-30 which covers ACEA C2/C3, API SN, BMW-LL-04, MB-229.51, GM Dexos 2 and VW 505.00 / 505.00 / 505.01.

We have also got Gulf Formula GVX 5w-30 covering ACEA C3, VW504.00 / 507.00, MB229.51, BMW-LL-04, Porsche C30 and Renault RN0720.

The Gulf range is being added to the Topcat system and will be available at the beginning of May. We also plan to produce product literature to help support the network lubricant drive over the coming quarters.



To see the list of best-selling range of Gulf and a comparison of the prices between 5, 20 and 200 litres, click the following link:
<http://bit.ly/GulfOil1>





Over the past 12 months Gulf have also been looking to heavily promote its brand and more recently has linked up with Milwaukee BMW in sponsoring their World Superbike Team which is also sponsored by Euro Car Parts and for Football fans Gulf have just become a sponsor to Manchester United and you will start to see the Gulf logo advertised on match day hoardings.

On top of the above Gulf has just over 500 retail petrol stations in the UK and is currently the fastest growing retail brand for new site sign ups.



If you have any queries please do not hesitate to contact Marta Chmielewska on martac@eurocarparts.com who will be happy to assist.

Performance parts

Hot off the press



The new Civic Type R is set to be an iconic hot hatch. Honda's 'Type R' brand is established and well known to any petrol head. The new FK2 Civic is not for the faint hearted, Honda has opted for a 2.0 Turbocharged engine producing 310 BHP in its standard guise.

H&R

H&R have released some lowering springs for the FK2 Civic Type R. Owners can benefit from a subtle lowering of -20mm front and rear. They are designed to work with the standard shock absorbers and will provide improved handling without detrimental effects of the ride comfort.

Set of 4 springs – 981600591

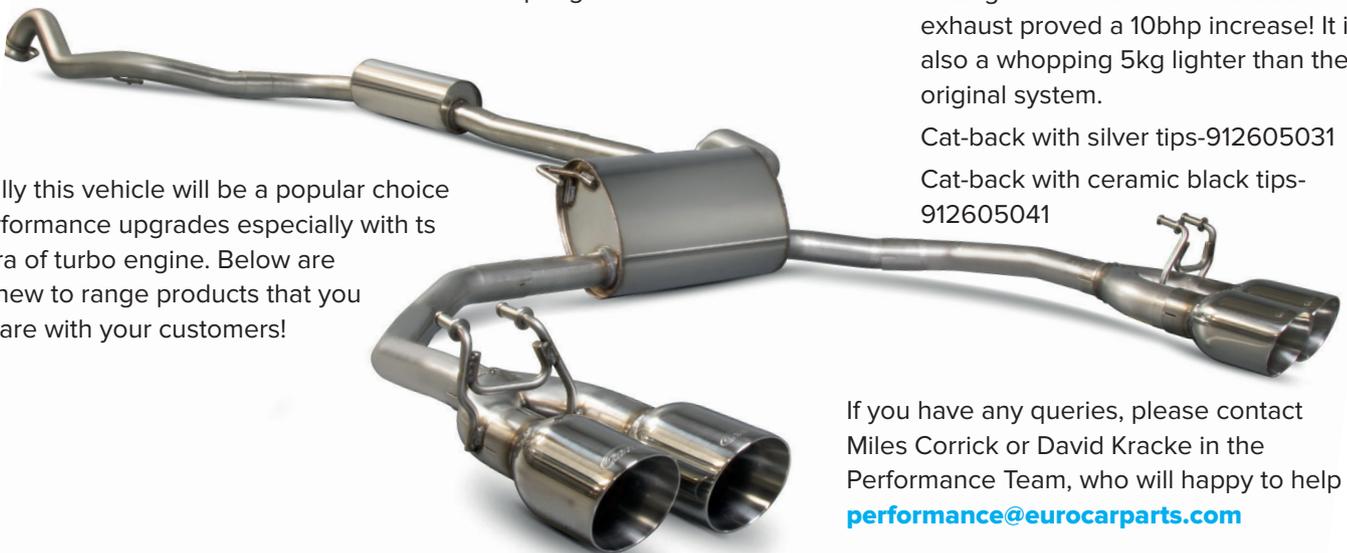
SCORPION EXHAUST

Scorpion have released a performance exhaust for the FK2. It is a resonated stainless steel (304) cat-back system, providing improved sound and performance. It comes with black ceramic or polished exhaust trims which are 100mm for a fantastic look. Rolling road tests on the cat back exhaust proved a 10bhp increase! It is also a whopping 5kg lighter than the original system.

Cat-back with silver tips-912605031

Cat-back with ceramic black tips-912605041

Naturally this vehicle will be a popular choice for performance upgrades especially with its new era of turbo engine. Below are some new to range products that you can share with your customers!



If you have any queries, please contact Miles Corrick or David Kracke in the Performance Team, who will be happy to help on performance@eurocarparts.com

Turbo Hoses

ECP lead the way in the Independent Aftermarket.

Historically considered a dealer only product, ECP now has a 500+ part number range of Turbo Hoses for both European and Asian vehicles available to the aftermarket.

We have teamed up with 'FIRST LINE' offering customers a solution for Turbo Oil hoses, Air Filter hoses, Emission control hoses and Intercooler hoses. Our new ranges are manufactured using only premium quality rubber, and supplied using the exact OE Connection, so both the garage and end user alike, can have total confidence that they are getting a very high specification product coupled with competitive pricing.

In days gone by, identifying what hose a customer required, had typically been a 'showstopper' for aftermarket suppliers who have been reluctant to get involved in a range where product identification can be both challenging and

complex. To overcome this, we have introduced 'exploded view' technical layout drawings available to our in-house TOPCAT system, which ensures that you as the sales advisor can pinpoint the hose required in a simple, fast and confident manner.

Our 'First Line' range of hoses are tested under rigorous and hostile test conditions ensuring that only the highest levels of safety are accepted. As always, ECP goes the extra yard on our warranties offering the customer a 2 year 24,000 mile warranty.



KEY BENEFITS::

- Manufactured from premium quality rubber
- OE connectors
- Technical layout drawings within catalogue
- Competitive pricing

If you have any queries please do not hesitate to contact Vinny Patel on v.patel@eurocarparts.com who will be happy to assist.

VAG 2.0 TDI

Oil pump/balance shaft module repair service

Have you ever been asked about this product in the past by your customer?

Well, I'm sure you have been already contacted or you will be considering that we have almost 2 million VAG group vehicle fitted with 2.0TDI engines on the road in UK...

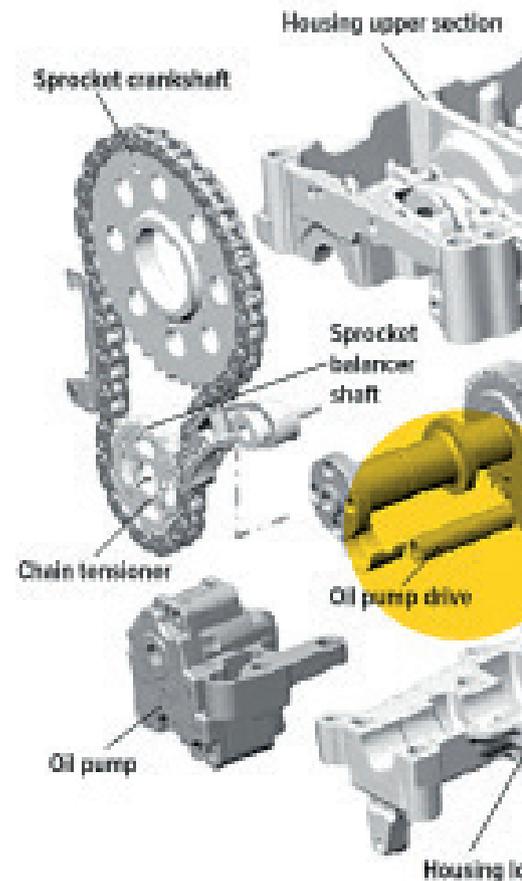
There is a common fault with both chain and gear driven oil pump drives in the VW Audi 2.0TDi from 2005 onwards whereby the oil pump fails due to wear from the hexagonal shaft drive from the end of the balancer shaft. According to VAG official note http://www.audi-vw-engine-spares.com/index_htm_files/workshop.pdf,

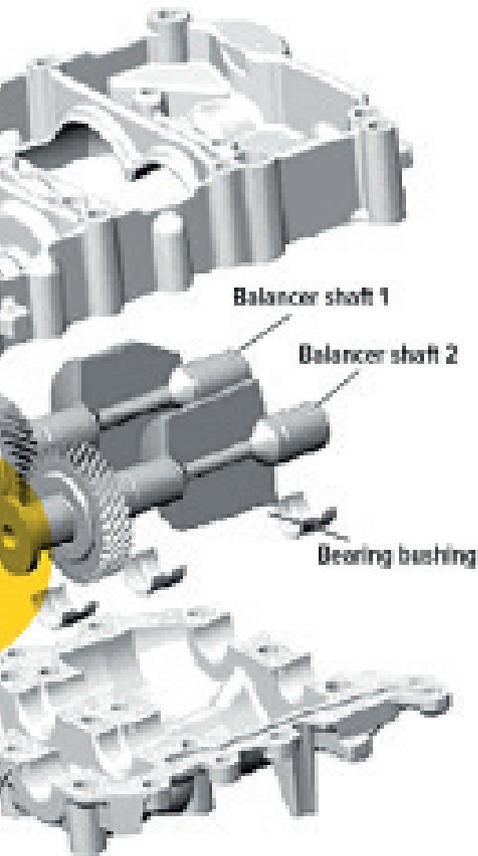
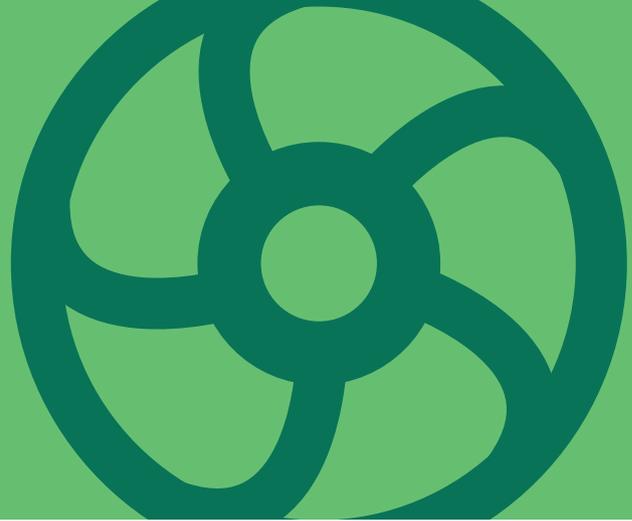
this module is prone to failure after 70,000 miles, and there are only two avenues that customer can take either go to TPS and buy new unit cost £1,000 or use ECP for repair with cost of £250.

Part of the repair procedure will consist of machining and fitting a hardened key-way, which is manufactured from chrome vanadium. This steel alloy is up to **10X times harder than the original key-way's case hardened steel and is wear resistant.**

REPAIR PROCEDURE

- Product is linked on TC so it's easy to find in Oil Pump section – use part no 323440812
- Check with the customer for any external damages (i.e. gears that come a part of the module, if worn-out they would need to be replaced – 9/10 cases only you can identify the damages and this is a part of the process)
- Create order with special order department





Lower section

- Sent unit via **UPS** (carriage £10) to **Ring Engineering – FAO Sukh Rayat**

RING ENGINEERING
Unit 15 & 16 Tudor Works
Beaconsfield Road
Hayes
Middlesex
UB4 0SL
www.ring-engineering.co.uk
Tel: 02085614553

- Please include in the box PO received from Special Orders
- Unit will be repaired within 24hr and return back to the branch via UPS
- We aim to complete each repair within not more than 4 working days

It's a great opportunity to any one of you that deals directly with VAG specialists. If they have never spoken with you regarding this fault is probably they have this service done by your competitor.

Contact your potential customer and check that – I'm sure you will find that they have already touched this product in the past, and with our offer they will be eager to see the quality of the repair.

If you have any queries please do not hesitate to contact Alex Fagaras on alex.fagaras@eurocarparts.com who will be happy to assist.

Workshop Solutions

Nitrogen tyre inflation

With nitrogen, tyre pressures remain more constant, saving a small amount in fuel and tyre maintenance. There will be less moisture inside the tyres, meaning less corrosion on the wheels. There is no noticeable any difference in the ride, handling or braking.

Why get a Nitrogen generator?

- You will have a unique selling point. Whilst still rare, a tyre service bay with nitrogen inflation has the advantage to stand out from the competition and become the local source in drivers' minds. Not only that, but there is an opportunity to become the 'go to' from other tyre shops when they come across a requirement for nitrogen filling.

- It's an extra revenue stream all of its own which can be charged out to local drivers including those in performance vehicles, separately from any other tyre work.
- It can be used as a 'value-add' to maintain in existing margins. Rather than lowering prices, why not offer nitrogen inflation and the prospect of a longer interval until the next time new tyres will be needed!

What are the benefits of Nitrogen inflation to car drivers?

- Longer tyre life – Nitrogen is unreactive. On the other hand, oxygen is highly active, and inside the tyre, it shortens the life of the tyre hastening the onset of brittleness in the rubber and a loss in tensile strength. This reactivity only increases with higher temperatures. I know which one I would rather have less of in my tyre!



- Increased fuel efficiency – Nitrogen's larger molecules do not escape from the pressurised tyre at anything like the rate of the smaller oxygen molecules, so the tyre maintains its designed 'contact surface area' to the road much better. Ideal rolling resistance equals better fuel efficiency
- Improved TPMS performance – Fluctuating tyre pressure can be very noticeable and also a little annoying if a vehicle's TPMS warning light keeps forcing the driver to deflate/inflate their tyres. Those large nitrogen molecules are going to set off the TPMS warning lights much, much less.

If you have any queries contact Fred Muraya on fred.muraya@eurocarparts.com who will be happy to assist.

New to Range



Vehicle Air quality Sensors

The air quality sensor is part of the modern day vehicles air conditioning system. The sensor has been designed to measure pollutants in the form of oxidisable or reducible gases in the air outside your car. Oxidisable gases include carbon monoxide, hydrocarbons (vapours from diesel or petrol) and other incompletely burnt fuel components. Nitrogen oxides (NOx) are reducible gases. If the quality of the outside air drops. For example when stuck in a traffic jam or when driving through a tunnel. The vehicles control system will recognise that the air quality has deteriorated then activate the air recirculation mode. This mode will stop any polluted air from entering the vehicles cabin. When this mode is activated it will help to ensure that the quality of air inside your car stays as fresh as possible. These sensors can also help reduce the harmful effects of harmful gases entering the cabin.



Hella have introduced 7 new air quality sensors for BMW, Ford, Volkswagen, Audi, Seat, Skoda and Volvo applications. These sensors are available under product group 456 and are catalogued on Topcat.

For any further information on Air quality sensors or any other engine management sensors please contact Colin Downie on 7005 011 or email colin.downie@eurocarparts.com

Dual Mass Flywheels

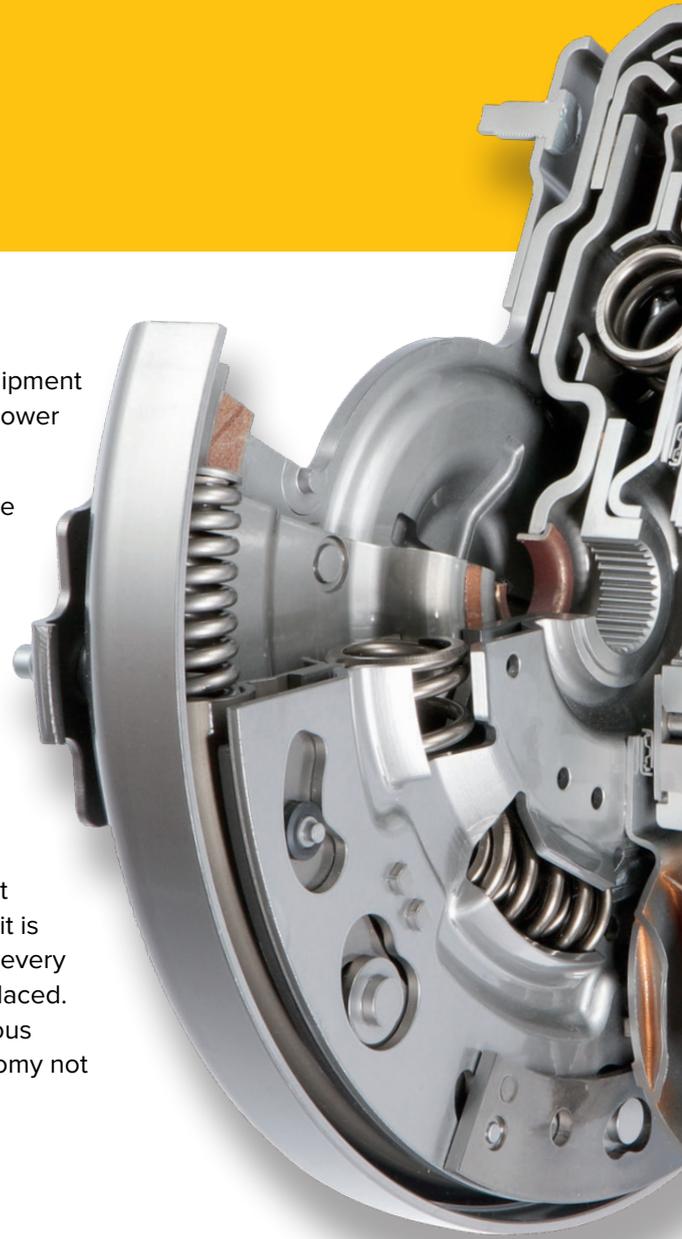
Get to grips

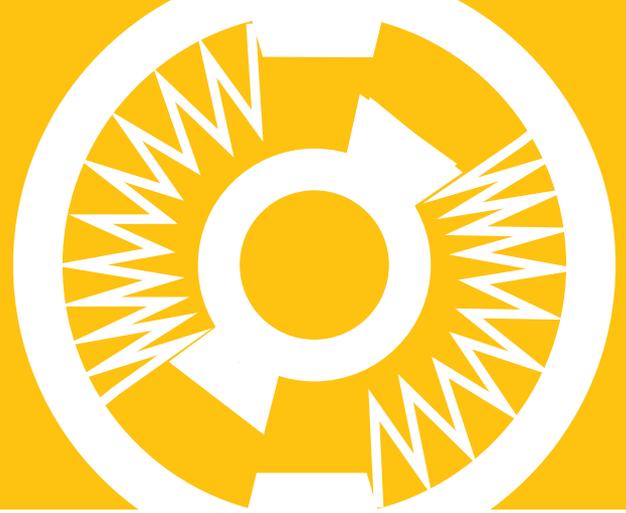
Get to grips with the DMF. What is this component? Why is it fitted to so many of today's vehicles? The easy way to explain a DMF is to take a standard solid flywheel and split this into two parts and then insert damper springs into the center. The two parts (masses) of the flywheel are then able to move in opposition to each other, and the damper springs act like a large shock absorber within the transmission.

The purpose of the DMF is to absorb engine vibrations far more efficiently than the conventional method, the clutch driven plate. This is vital if we are to maintain the smooth running of diesel engines and to eliminate vibrations through the drive train. More and more we are increasing the vibration and shock found within modern vehicles by refining the

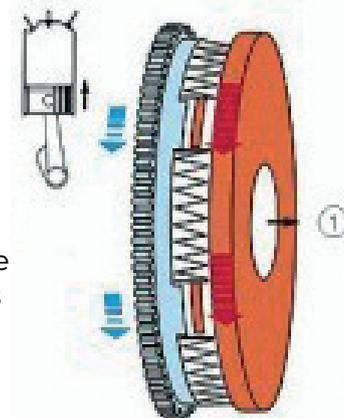
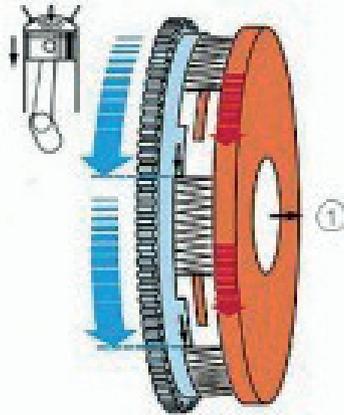
engines and adding extra equipment such as air conditioning and power steering.

Dual mass flywheels undertake a tremendous work load within today's modern cars and vans, they have to withstand excessive torque and extreme working conditions. The DMF has become an integral working part of the clutch system and a considerable amount of natural wear takes place inside the unit that is not always easy to see, therefore it is advisable to change the DMF every time the vehicles clutch is replaced. It has been proved on numerous occasions that it is false economy not to carry out this advice.





Every time the engine fires the DMF springs tighten



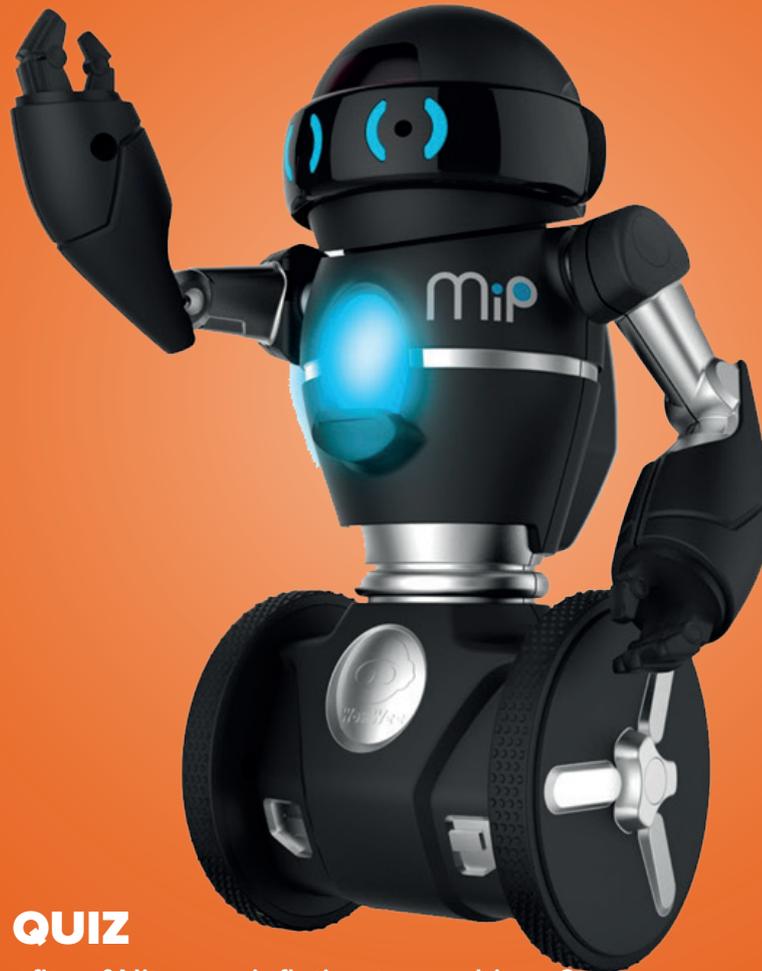
It is a popular misconception that newly fitted DMFs are faulty, normally there are other underlying causes for suspected DMF faults, these tend to multiply as vehicles age. It is extremely rare to find a faulty new DMF, millions are fitted at OE level and failures are almost unheard of, the key is to diagnose suspected DMF problems correctly.

Every time you get a clutch enquiry always ask about the DMF, many sales advisors look up the DMF first, if there is one fitted you can then ask the question "Have you checked the DMF" this will result in SALES!

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

Wired Competition

Make MiP dance, follow a route, play games, perform tricks and more! Attach the carry tray to MiP and watch him balance using his dual wheels. Want a chance to win a MiP? All you have to do is answer all questions correctly in the pop quiz, 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. All answers must be submitted before 18th May 2016. The winner from Wired 26 was Robert Bellamy.



WIRED POP QUIZ

- 1) What are the benefits of Nitrogen inflation to car drivers?
- 2) What does DMF stand for?
- 3) What have Vehicle Air quality Sensors been designed to measure?
- 4) Gulf is a proud sponsor of which football team?