

Issue 28

A large, stylized white letter 'W' is centered in the upper half of the image. It is enclosed within a white square frame that has a 3D effect, appearing to float above the background. The background is a solid blue color.

WIRED

20th May 2016

EURO CAR PARTS PRODUCT NEWS



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

WIRED



Brake Clinic



New to Range



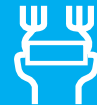
New to Range



New Publications



Aircon Station



New to Range



New to Range



New Guest Blogger



Workshop Solutions



Wired Competition



How to order barrels

Brake Clinic

Number from the old unit for braking product group

For other product groups, obtaining the number off the old unit can help pinpoint a correct part number. However, when it comes to braking, it is not as helpful. For brake pads, numbers off the back of the old pads are normally material codes or R90 numbers.

On product groups such as Brake Servos, the numbers off the old units are the numbers that the vehicle manufacturer / OE supplier use for the assembly plants. These are internal numbers that are denotes that these are destined for the new cars being manufactured.

We deal with the numbers that are destined for the dealership parts departments as replacement parts and are different from the numbers which go to the aforementioned assembly plants. There have been a few occasions where customers are returning parts because the numbers don't match the numbers off the old unit. They will never match for this reason.

In other circumstances, there are issues where the customer provides the numbers from the old unit and there are people who spend hours upon end trying to cross reference those numbers to no avail. The first port of call should always be TopCat for such braking part numbers as well as the dealer catalogues that we have at our disposal.



If challenged by a customer that the numbers do not match, assure them that you have gone down the correct channels and that this is the correct part along with an explanation about the numbers off the old units being for the manufacturing plant. Use Webchat for part number identification and the PM team if you are still unsure.

If you have any further queries, please contact Aaron Spencer on aaron.spencer@eurocarparts.com or Ehsan Arabalizadeh on ehsan@eurocarparts.com who will be happy to assist.

New to range

GEARWRENCH



Recent Gearwrench history

GearWrench® introduced the original patented five-degree ratcheting wrench in 1996 and quickly became a go-to brand for professional automotive technicians. The innovation didn't stop there. Year after year, the GearWrench® brand continues to expand its line—in ratcheting tools and beyond—to help automotive and industrial technicians get their jobs done faster and easier.

Claim to Fame

Having the right tool for the job is critical and technicians working in cramped spaces understand better than anyone the power of this simple statement. GearWrench® has the broadest selection of ratcheting wrenches in the world with over 20 unique styles and over 400 different sizes. This wide range is the backbone that gives GearWrench® its reputation for unprecedented speed, strength and access. The result is increased productivity for those who keep GearWrench® tools in their box.

Game-Changers

GearWrench® introduced the first real change in wrench handle design with the X-Beam™ in 2006. Whether working under the hood of a car or on an industrial shop floor, professional tool users like the GearWrench® X-Beam™ for its wider, super-strong crossbeam, which increases the contact area between the hand and the wrench by 500 percent and provides greater comfort.

A more recent innovation is the GearWrench® 120XP™ Ratchet, the only ratchet that features 120 positions for every full rotation, allowing it to turn fasteners with a swing arc of as little as three degrees. The GearWrench® 120XP™ ratchets take access to a whole new level.

Some of the top-selling products from the non-ratcheting side of the GearWrench® line include Double-X™ Pliers, Screwdrivers, Indexing Pry Bars and XL Series Tool Boxes.

The Double-X™ Pliers deliver innovation with the double joint pliers

that allow the plier to reach where others can't. The two pivot points act to allow the jaws to open greater than the handles that means better access to more places.

GearWrench® screwdrivers are ergonomically designed to fit your hand when in use. Developed in conjunction with a leading university, the Tri-Lobe handle shape offers three sides that provide the best performance with the least amount of effort.

Sales have taken off really well with most BDMs making sales. As with many tools when its put in a mechanics hand they can tell it's a quality product. Its proven that demos sells tools, so as all BDMs have their own demo kit, a quick demo on all visits will increase sales further.

You can view the new Gear Wrench booklet via Flipping Book by clicking the following link:

<http://bit.ly/GearWrench1>

If you have any queries, please do not hesitate to contact Rick Newman on rick.newman@euroccarparts.com who will be happy to assist.

Aircon Station



Leak detection

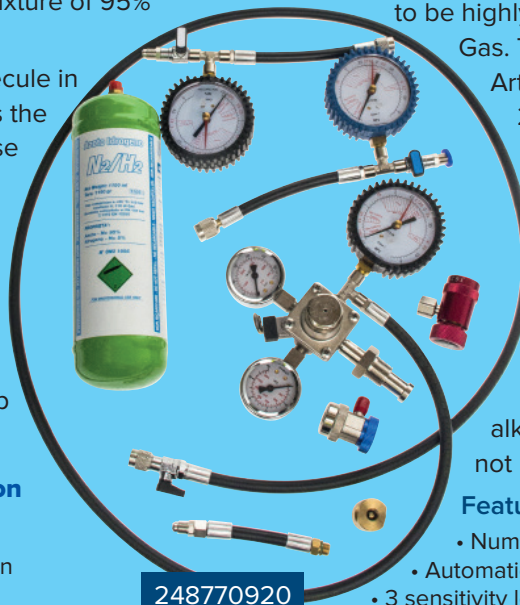
In order to make your leak detection choices easier and more efficient; we assembled a complete “turn key” “forming gas” leak detection kit. “Forming gas” is a special leak detection gas mixture. It is a mixture of 95% Nitrogen and 5% Hydrogen.

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 254770640 (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.

R134a/1234YF Portable Leak Detection Kit Nitrogen in Carry Case

- 950 Cc “One-Shot” Nitrogen and Hydrogen Cartridge.
- 200 Bar (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).



248770920

D-640 Techno Tools Nitrogen/Hydrogen Leak Detector

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



254770640

If you have any queries please contact Aaron Macfarlane on aaron.macfarlane@eurocarparts.com or Autoclimate on 0345 50 50 900

New to Range

POWER PROBE®

Power Probe is a company dedicated to the creation of innovative, easy to use diagnostic equipment for the automotive industry. They strive to improve upon everything they do and the Power Probe line of devices reflects this as it continues to grow in an effort to meet the increasingly complex needs of today's automotive technician.

In keeping with the Power Probe dedication to innovation they were recently very proud to release a new addition to the Power Probe range - "The Hook". This new product revolutionizes the idea of what a circuit tester can do. You can happily say goodbye to a myriad of other testing tools once you make use of "The Hook".

Power Probe is located in Brea, California where they manufacture the Power Probe line as well as design all future products. If you would like to know more about Power Probe please visit:

<http://www.powerprobe.com/>



No other Motor Factors have access to the Power Probe range. Initially we have brought in the most range below but all Power Probe products can be ordered through the special orders process.

This is just a small range of what is available from the Power Probe brand:

Power Probe 3 - 569770130

Power Probe short and open circuit tester - 569770210

Power Probe 4 - 569770140

Power Probe lead set - 569770180

Solder Kit - 569770220

If you have any queries, please do not hesitate to contact Rick Newman on rick.newman@euroccarparts.com who will be happy to assist.

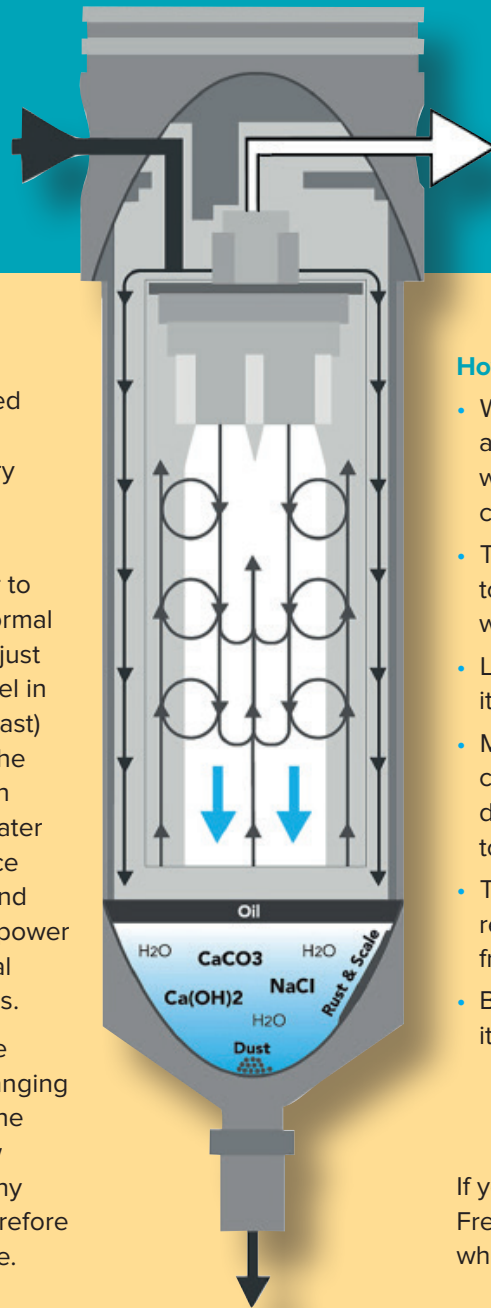
Workshop Solutions

Dropout

Compressed air is great, dry compressed air is even better, maintenance-free dry compressed air is the best.

Almost every Workshop and Bodyshop uses compressed air to power tools and equipment. Normal atmospheric air is full of water (just check the average humidity level in your area on any weather forecast) and this humidity is present in the compressed air passing through the airlines, unless removed. Water vapour and contaminants reduce the efficiency and life of tools and equipment by delivering lower power output, and accelerating internal rusting, and wearing out of seals.

Traditional water separators use filters which require regular changing to continue delivering dry air. The Dropout water separator is new technology that doesn't have any filters or replacement parts, therefore offers a fit-and-forget advantage.



How Dropout works

- Water and contaminated air enters the inlet port and is directed through the primary chamber where directional changes cause the air to spin in a cyclonic motion.
- The air passes through a small opening causing it to rapidly expand and cool. At this stage, 98% of the water is removed.
- Liquid water then falls to the base of the unit where it is collected and drained.
- Meanwhile, the air passes through the 'clarification chambers' where precision engineered vents cause deflections that result in 'like' particles grouping together.
- These remaining groups of particles are then removed, and the now 99.99% dry and contaminant-free air leaves the Dropout
- Because Dropout uses no filter or replacement parts, it will always deliver the same level of performance.

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

How to order barrels

3 is a magic number

We store our barrels stock at a 3rd party warehouse (Cannon Packing) in Oxford, so whenever our branches sends a barrel order, it get processed in both ECP & Cannon packing systems. To ensure that our branches receives the delivery on time, the order has to be placed through a procedure agreed between ECP and Cannon Packing. Details are as below;

- Only raise this order if stock is available from branch number 91, otherwise it will be rejected.
- The delivery day will be 3 working days from the date the order was raised.

APN (Association of Pallet Networks), Road Haulage Association & Health & Safety Executive new health & safety regulations have now restricted the weight on the pallet for deliveries

made by vehicles with a tail-lift to a maximum of 750kg. The primary factor for this ruling was the concern of the health & safety of all staff involved in unloading heavy pallets from vehicles – both drivers & staff at the delivery point.

As our heaviest barrel (anti-freeze) weighs around 220kg, so ECP & Cannon Packing have mutually agreed to limit 3 barrels per pallet. Hence, it is now mandatory to order barrels in multiples of 3 (any mix of 3 is ok).

Most of the sales colleagues are following this guideline however some of them are still ordering in wrong multiples. Previously, Cannon use to ask ECP to amend the quantities on the order, but now they have decided to cancel orders with wrong quantities.

‘So please order barrels in multiples of 3’,





Details of the contact in case of any issue related to deliveries and stock discrepancies

- Branches can follow up or track delivery by contacting the product team or supplier service help line (Jason Horns @ 0 1235 232281).
- Any discrepancies or problems should be immediately reported to the Oil Product Management Team using the Cisco number (7001019 or 7001553).

For any other queries please contact Yasir Hussain on yasir.hussain@eurocarparts.com who will be happy to assist.

New to Range

Frecious Plus

Cabin air filters ensure that drivers and passengers breathe in as few pollutants as possible from the outside air. And depending on where you happen to be, the levels of these can be very high. The air that flows into the vehicle through the ventilation ducts during driving, which can be as much as 540,000 litres per hour, contains around five times more exhaust gases, pollutants and allergens than the air by the side of the road. The sole and, therefore, the most important barrier between this cloud of pollutants and the occupants of the vehicle is the cabin air filter in the ventilation system.

The Frecious Plus features an additional 'Biofunctional' media layer, it delivers ultimate in-cabin protection for drivers and passengers. The Biofunctional media layer is coated with Polyphenol - a natural barrier against Proteins. Polyphenol 'binds' Allergens together achieving almost 100% retention efficiency and optimum

protection for all vehicle occupants.

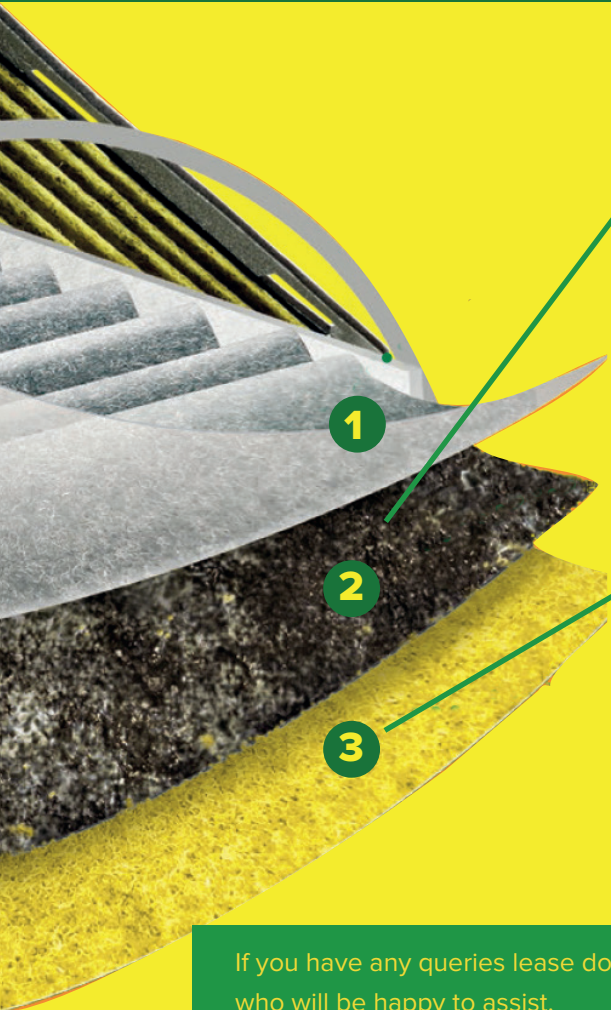
Conventional cabin air filters only prevent particles such as dust, pollen and diesel soot, together with odours, from making their way into the car via the ventilation system. But allergy and asthma sufferers, children and frequent car travellers can now breathe more freely all year round, if the car they are sitting in is fitted with the FreciousPlus filter from MANN-FILTER. This latest generation of cabin air filters absorbs almost all allergens and prevents the spread of bacteria and mould in the passenger compartment.

With FreciousPlus, your health has priority

- Traps almost 100% of allergens
- Reduces the growth of moulds and bacteria by more than 98%
- Blocks particulate matter almost completely (PM2.5)



MANN FILTER



Layer 1 + 2

Reinforced particle and activated carbon media

Effective filtration of pollen and dust particles

Effective in retention of allergy forming molds and bacteria

Absorption of odour generating gases and Ozone

Layer 3

Bio-functional media

Anti-microbial fabric blocks development of molds and bacteria

Natural Polyphenol coating retains Proteins (Allergens)

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

New Publications

BITS Magazine & Tyre consumables

We have two great publications that have recently launched. The two publications are full of great deals your customer won't want to miss out on, so it's up to you to make sure they get copies of both publications.

The latest BITS magazine is full of great deals and information for your customers. There are lots of unbeatable offers right across our range of products.

Introducing new to range products – a whole spread featuring new INA timing belt kits + water pumps. It's recommended to replace the water pump plus the tensioner and idler pulleys during the belt change service, and now INA offers the KIT + containing all components needed to carry out a complete system replacement including Water Pump. Go through the article, and be ready to answer all questions your customers may have.

- In the Clutch Clinic section we talk this time about Direct Shift Gearboxes – as always good reading combined with

good prices on all important transmissions components. Don't miss it out!

- We've got the right tools for every job. On several pages you can see a selection of tools also including some amazing 'buy&get' deals from GearWrench. Just get tooled up!

Also in this issue of BITS: Propshafts and Driveshafts; a selection of new and remanufactured Turbo products; our usual section of servicing products including filters and wiper blades; and finally some great consumables from Schrader and Normfest and many more.

We also have the new Tyre Consumables publication. Schrader have now tied up with ECP to launch their range of Tyre consumables, most of which are in stock.

Schrader's brand reputation is built upon our continual dedication to design and manufacturing leadership in sensing, valve, tyre hardware and fluid control technology. Our world-class manufacturing processes have been developed to manufacture the latest variants of Schrader's products

BITS
STRICTLY TRADE ONLY

OFFERS VALID UNTIL
31st JUNE 2016



EQUIPO
OUR PARTS

**AIRCON
EDITION**



0845 603 3636
Over 200 Branches Nationwide

on high-volume and fully-automated processes, utilizing only the highest quality inputs and state-of-the-art equipment. At Schrader, quality means defect free.

Quality assurance mechanisms are built into each key stage of the manufacturing process, and are operated by experienced, highly-skilled Schrader associates. With Schrader innovation installed within mission-critical applications,

where safety, performance and reliability are of the utmost importance, each manufactured product is fully quality-tested before it ever leaves a Schrader facility.

To see both publications via Flipping Book, click the following links-

BITS Magazine: <http://bit.ly/BITSMAY2106>

Tyre Consumables: <http://bit.ly/TyreConsumablesMay2016>

You will get 200 copies of BITS initially, make sure all your customers have one. All offers in this edition of BITS are valid until 30th June 2016. And all offers in the Tyre Consumables publication comes to an end 30th September 2016.

New to Range

Introducing Scorpion Exhausts

Scorpion exhausts have been one of the market leaders producing performance exhausts for both motorcycles and cars for over 20 years from their Derby factory. They have a rich history in motorsport from being technical partners to Honda in the BTCC to supplying all the exhausts for Prodrive Subaru in the 90's and 00's.

Everything is produced and made in house from the hand polished trims to the hand welded silencers. All parts are made from 304 grade stainless steel which is either hand TIG or MIG welded in house. This means they can offer lifetime warranty to the first owner which is a great selling point. Scorpion can offer everything from complete turbo back systems to sports cat and rear silencers in both resonated and non-resonated versions. They can also offer systems in ultra-lightweight titanium. There is around 400 different parts available from a 1.2 Corsa D to a Nissan GTR!

ECP has now become a master stockist for Scorpion, we will be holding their top 55 parts on the shelf. This includes systems for Nissan 350z, Mini R53 and Clio 197 among many other popular vehicles. We will also benefit from fast special order supply (1-3 days if in stock with the supplier) Everything is catalogued in Topcat with pictures and full descriptions. Our pricing structure

is set competitively to capture sales. Customers with performance terms will benefit from even better discounts. Your Emissions Field Based Trainers are on hand to help you find and educate customers and have undergone extensive training in all performance exhausts.

There is a B2B website which you can check stock and RRP on but please still order through special orders.

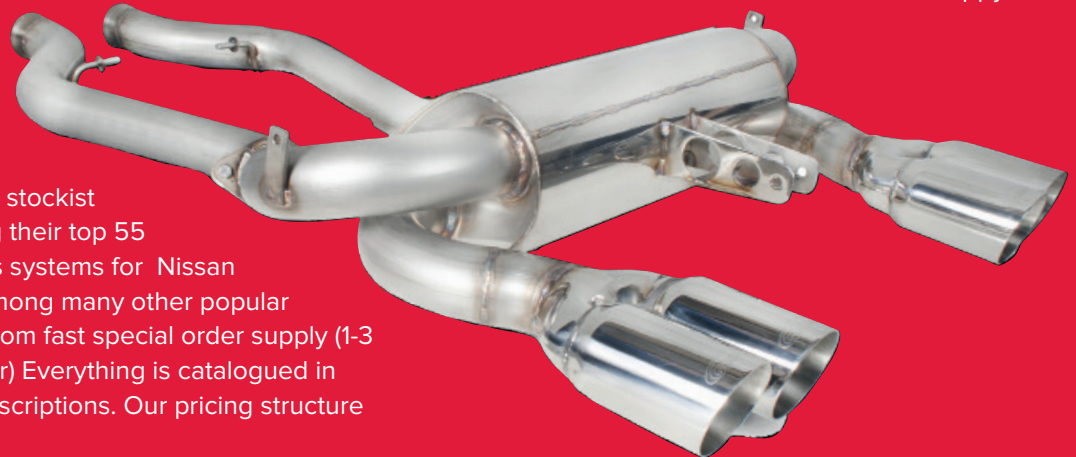
<https://online.scorpion-exhausts.com>

Login: specialistsales@eurocarparts.com

Password: eurocarparts.com



If you have any issues or questions please contact Miles Corrick on miles.corrick@eurocarparts.com who will be happy to assist.



New guest blogger

Introducing Charlie Martin

Charlie Martin has jumped on board to be a special guest writer on our blog to write regular post on her experience of racing in France, how she started her careers and many more topics. You may also know Charlie from writing on the PisonHeads, which is the 3rd largest network after Facebook and Twitter. She speaks fluent French and English and she will also be featured on our French Website.

To see Charlie's first post on her blog click the following link:

<http://blog.eurocarparts.com/author/charlie-martin/>

Charlie Martin is a Hillclimbing racer who has been breaking records since her first race in 2014 and over 1 million view on Youtube. Hillclimbing is one of the earliest forms of competitive motorsport. Vehicles are divided into classes based on their type and engine size, then race against the clock to complete an uphill course.

Charlie is currently racing in France you can follow her journey online

 <http://www.gocharliehillclimb.com/>

 <https://twitter.com/GoCharlieM>

 https://www.instagram.com/charlie_blonde_girl/

Her races are also streamed on Motors TV – Sky channel 447, Virgin channel 545. Check out the race schedule on ECPedia and tune in if you can.



Wired Competition

To celebrate the new X-Men movie out this week, we're giving away the complete collection of all X-Men movies, an X-Men mug to enjoy a cup of tea in and on top of that a brand new Samsung Blue Ray player. To win, 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 2nd June 2016. The winner from Wired 27 was Zak Smith (Ipswich branch).



WIRED POP QUIZ

- 1) How many layers are on the new Frecious Plus?
- 2) Name one feature of the D-640 Techno Tool Nitrogen/Hydrogen Leak detector
- 3) How many days does it take for the barrels to be delivered from the date the order was raised?
- 4) What is the new guest blogger famous for?
- 5) What are the new publications featured in this issue of Wired?
- 6) How many years has Scorpion Exhaust been producing performance exhaust for?
- 7) Name one main benefit of the Frecious Plus