

# Workshop Solutions

One call for complete peace of mind



Alignment can increase your profits!

Garage Equipment, Tools,  
Training & Technology





# Why should customers should have an alignment check?

Many motorists overlook wheel alignment and see it as an unnecessary cost because they don't understand the benefits. For less than the cost of a tyre customers can extend the life of their tyres, prevent rapid premature uneven wear and increase fuel efficiency.



Every vehicle that comes into the workshop is an opportunity for a wheel alignment check, age, mileage and general wear and tear on **steering components, bearings** and **control arms** either wear out or fall out of adjustment, as well as, more commonly hitting a pothole or banging into a curb can often throw a vehicle out of alignment.

## Why check all four wheels?

Manufacturers recommendations vary but as a general rule a check should be carried out every 10,000 miles or when new tyres are fitted. Most modern cars can be adjusted front and rear or by replacing components. This ensures that the steering wheel position is straight which is increasingly important with the number of integrated controls on the wheel.

3D alignment process is quick, easy and profitable.

## The benefits are easy to sell to customers:

- Reduced tyre wear – premature inner or outer edge
- Improve vehicle handling – pulls to one side
- Ensure safer driving – increased braking efficiency
- Saves money and the environment – reduce fuel consumption

## Haven't got space for an alignment bay?

Why not utilise your MOT bay when it's quiet with a 3D alignment upgrade. Generate more profit stream with relatively small-scale add-on to the MOT lift, along with a 3D alignment system. Talk to us about what your options are.

## Increase your profits!

Alignment is a logical and justifiable procedure after any steering and suspension work on any vehicle and a printout supports invoices, reassuring customers the work has been completed. Charges vary around the country but charges typically range from £45 up for a check and front wheel track adjust which can take as little as 20 minutes. Additional adjustments are charged accordingly.

3D Alignment complements your existing service business. A simple visual check comparing inner and outer treads is often enough evidence to propose an alignment check. Even the process of getting the car to a workshop, is the steering wheel straight or offset, – With alignment the customer can feel the benefits immediately it is easy and very quick using 3D alignment.

# Hofmann Megaplan Ssence 400/600

Utilising the proven 'camera and target' principle, the Ssence 400 and 600 are fast, simple, and ideal for those customers looking to invest in the latest wheel alignment technology. The software has been designed to make life as easy for the operator as possible, minimising unnecessary manufacturer-specific procedures commonly found on other systems, and ensuring the whole alignment process is simple, quick and user-friendly.

A comprehensive vehicle database provided by an industry-leading name in vehicle data, Autodata, ensures up-to-the-minute specifications, and fully-automatic operation of the up/down movement of the cameras synchronized with the lift put this aligner firmly in the 'premium' spec category. To set the Ssence further apart, all orders up until 31st March 2016 will have the opportunity to purchase the 'MegaTab' handheld, remote display, worth L995, half price – that's just L495! With the MegaTab, the customer has the benefit of being able to view and operate the system anywhere around the vehicle or workshop, or show customers in reception exactly what is happening with their vehicle.

- Impressive, easily understood graphics and prompts
- Ssence 400 with Semi-Automatic movement of the camera bar and 19" monitor
- Ssence 600 with Fully-Automatic movement synchronised with the up/down movement of the lift and 32" monitor
- Includes Autodata database
- Includes premium mechanical turnplates
- Comprehensive, on-site training
- Half-price 'MegaTab' option on all orders until 31st March 2016



## FOR SSENCE 400 AND 600

- Industry leading software provided by Autodata. The simplest, easiest software from start to finish.
- New spacesaver cabinet – can be portable surface-mounted or crucifix-mounted to save space.
- On-site training as standard, saving time & money by not having staff removed from their business.

## FOR SSENCE 600 ONLY

- 32" monitor.
- Megatab option uses dedicated software to operate making it quick and efficient.

<b>Ssence 400</b>	587 77 1360
Pays for its self in only 6 months based on 2 alignments per day*	
Weekly from	<b>£43.32</b>
Only	<b>£8,395.00</b>

<b>Ssence 600</b>	587 77 1370
Pays for its self in only 7 months based on 2 alignments per day*	
Weekly from	<b>£51.06</b>
Only	<b>£9,895.00</b>
Add Megatab for only <b>£495.00</b>	

**FREE MegaTab offer** (worth £995)  
**FOR ALL MEGALINE SSENCE 400 AND 600 SALES** (until May 31st 2016) 587 77 1510



Megatab is a handheld Tablet manufactured by Samsung, supplied in a rubberised casing for maximum durability. It uses factory-supplied, dedicated software making it a genuine extension of the machine, not just a VPN.

- Remotely operate and view data even when working around the vehicle and the main display is obscured.
- Great tool for showing customers in the reception area exactly what is happening with their vehicle.

## Hofmann Megaplan Ssence 600 + Cascos 445 Package

A perfect partnership of Aligner and Lift. The Cascos 4 Post Alignment Lift enjoys undoubted reputation for quality throughout Europe. Just compare the construction to everything on the else on the market, and you have evidence enough of why a Cascos 4 Post Alignment Lift is the best choice for anybody who values reliability and long term ownership.

### C445 LIFT FEATURES

- Wheel Alignment Lifts with front recesses (for alignment plates) and rear slip plates
- 4t lifting capacity and 4.4m, 4.8m and 5.2m platform lengths
- Double mechanical security system and pneumatic security system – safest on the market
- Re-enforced Platforms for perfect level throughout life
- Can be supplied with Cascos Jacking Beam (Made in Denmark) for perfect compatibility or integral scissor lift – additional option



**Lift + Ssence 600 package** 587 77 0090

Pays for its self in only 13 months based  
on 2 alignments per day\*

Weekly from **£80.61**

Only **£15,995.00**

**MIX AND MATCH –  
WE OFFER THE LARGEST RANGE  
OF WHEEL ALIGNMENT LIFT PACKAGES –  
ASK FOR DETAILS!**



# Bosch FWA4630

A "Real 3D" alignment system with short setup times, simple operation, with precise and fast results. High frequency cameras and integrated reference system make the FWA4630 highly accurate and precise.

- Quick operation from drive in to measurements
- Many OEM approvals available
- Mobile and space saving with no need to install the sensor heads at fixed positions
- Easy adaptation to 4-post and scissor lifts
- Sensitive measuring heads in a shock absorbent housing

Space-Efficient Design – the natural choice for limited-space applications

Maintain Full Control of the Vehicle – no pushing back and forth

Consistent repeatability of results – essential for comparing the effect of different components



<b>Bosch FWA4630</b>	587 77 0720
Pays for its self in only 8 months based on 2 alignments per day*	
Weekly from	<b>£52.91</b>
Only	<b>£10,495.00</b>

# John Bean V2200 & V2300

Computerised 3D car wheel alignment with PRO 42 software for general repair shops.

## V2200

- Comprehensive and up-to-date manufacturers' specifications
- Set of four universal wheel clamps – take a full four wheel alignment reading in minutes

## V2300

- Features as for V2200 plus
- Measurement of toe, camber, caster, maximum steering angle, rolling radius and cross diagonal EZ Access for measurement with demounted wheels



**JOHN BEAN V2200 587 77 0050 – COMES WITH £300 APPLE STORE GIFT CARD**

<b>V2200</b>	587 77 0050
Pays for its self in only 6 months based on 2 alignments per day*	
Weekly from	<b>£45.99</b>
Only	<b>£8,750.00</b>

<b>V2300</b>	587 77 0060
Pays for its self in only 10 months based on 2 alignments per day*	
Weekly from	<b>£67.05</b>
Only	<b>£12,995.00</b>

## What do our customers say?

Neil Barnard and Simon West of Spraytech and Stoke Mandeville Autocentre, Aylesbury bought their 3D Alignment system from Workshop Solutions one year ago.

Replacing an optical system, they received training when the equipment was delivered and installed. The difference it's has been dramatic.

"We could suddenly complete a full alignment – including the adjustments – in the time it would have taken just to set up the old system!" Simon explained.

Simon, who is the main operator, went on: "The 3D sets the benchmark for alignment. It is easy to set up and it's so fast to actually do the test takes literally minutes; I can't fault it"

"The screen gives step-by-step instructions – you just can't get it wrong."

Neil, who looks after the business, went on to explain some of the thinking around getting the 3D system.

"It has more than paid for itself with the increased business and customer confidence and because of the added speed profitably has gone through the roof! In the past, alignment was only done as an afterthought. Now, it is much more of a 'due course' procedure we offer on every vehicle through the workshop, this has resulted in about 10 additional add on jobs per week that we would probably never done."

Has it been a worthwhile investment? Neil's answer is direct: "The extra work alone practically pays for the aligner, the rest is profit. You do the math's ..."

## Calculate your 3D wheel alignment potential

Return on Investment		Example	Do Your Own
<b>WHAT YOU CAN EARN</b>			
<b>ALIGNMENTS PER DAY</b>	Your OPPORTUNITY. is based on 2 alignments per day	<b>2</b>	
<b>ALIGNMENTS (PER MONTH)</b>	Alignments per day x 22 working days per month	<b>44</b>	
<b>WHEEL ALIGNMENT CHARGE</b>	How much can you charge for 4 wheel alignment?	<b>£45.00</b>	
<b>MONTHLY REVENUE</b>		<b>£1,980.00</b>	
<b>WHAT WILL IT COST</b>			
<b>LABOUR COST</b>	£ 9 average labour cost to business x No. of alignments per month (average time to check and adjust 3D alignment is 0.6 hr)	<b>£396.00</b>	
<b>WHEEL ALIGNER COST</b>	per month Aligner cost based on £9,895 Hofmann Megaplan Ssence 600	<b>£221.00</b>	
<b>MONTHLY COST</b>		<b>£617.00</b>	
<b>HOW LONG TO COVER THE COST OF THE EQUIPMENT</b>			
<b>*MONTHLY PROFIT (REVENUE MINUS COSTS)</b>		<b>£1,363.00</b>	
<b>PAY BACK</b>	How many months' profit to cover the original cost of the equipment	<b>7</b>	

\*Example calculation based on 2 alignments per day only and not a guarantee of earnings

0845 603 3636  
OVER 200 BRANCHES NATIONWIDE



Finance example typically based on a 5 year lease purchase agreement. Finance subject to status, full terms and conditions available on request. Other finance options available. All prices exclude VAT at 20%. Price, availability and specification may change without prior notice. Warranty subject to manufacturers terms and conditions of use. Errors and omissions excepted. Offers end 31st May 2016. ©Euro Car Parts Ltd.