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CHESTERFIELD LTD

**BUTLERSAUTOMOTIVE**  
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**LEISUREWAYS**  
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# AutoNews...

Vol. 13 • 2024

## The Happy Motorist is smiling again!

### Investment continues



### Availability boosted



### Retail growth



**One of the UK's largest independent, family owned motor factor groups**

# “The opinion of the motor trade needs to be front and centre in discussion on MOT”

**Autosupplies Group MD David Clarke welcomes news on MOT frequency and underlines investment as key driver to success**

“The decision to keep the MOT frequency as it currently stands (the first test at three years) is good news for everyone in the automotive industry.

I also think it should be appreciated more just how much independent garages prioritise safety and the importance of roadworthy vehicles on UK roads.

It's a real concern when the MOT test frequency comes up for debate because I think the opinion of the motor trade needs to be front and centre of the discussion. That's because garages see first hand the vehicles coming in for test and are rightly alarmed if unroadworthy vehicles were to go unchecked for a further 12 months.

We've been feeding back our thoughts and that of our customers to our trade association IAAF and I'm pleased that they have used this to protect the current MOT test frequency.

***“Garages see first hand the vehicles coming in for test and are rightly alarmed if unroadworthy vehicles were to go unchecked for a further 12 months”***

## **Training**

Training and recruitment are the two biggest issues facing our trade. Training staff helps to improve customer service, giving customers the correct information and sending the correct parts first time.

We need a reframe of the parts industry - within Autosupplies there are numerous roles spanning telesales, customer services, sales, warehousing and logistics to name but a few. The motor trade can offer a very varied career for anyone and it needs to be encouraged.

All employees at Autosupplies Group have their own training programmes to ensure development and those employees that need training are focused on and given the support they need. With these changing requirements and evolving customer base, our future is all about our people, the team. We have to ensure employees are fully trained and our recruitment process is the best it can be.

## **Investment**

Investment is key to our business. We've made investment in stock availability, new people, high quality products and

importantly, getting products to customers on time.

Add to this competitive pricing and resolving issues in a professional manner, we have been very successful.

We prioritise customer service by urgency. It's also important we bring customers along with us in our journey and understand that the business as a whole will always go above and beyond.

Key to everything we do on customer service is listening. We listen to customers and act on their recommendations. As a motor factor that employs more than 200 people, I visit customers locally every Monday and are fully invested in their success.

## **Leisureways growth**

Since acquiring Leisureways, we've quadrupled the number of staff, vans and stock availability, by fully responding to customer needs.

Just recently, we've completely overhauled our new retail area to improve the customer experience.

We have dedicated external sales people visiting customers on a daily basis keeping them updated on new products, company initiatives and overall customer service

***“Since acquiring Leisureways, we've quadrupled the number of staff, vans and stock availability”***





## Spotlight on Rotherham: Leisureways aims to redefine customer journey

*The Rotherham based motor factor is virtually unrecognisable from when it was acquired in 2019. We find out how the business is changing perceptions for the better*

It's been quite a journey for Leisureways since it was acquired in 2019 by Autosupplies Group.

The Rotherham based businesses, now more than 65 years old, is on a path of modernisation, or more essentially, a renaissance as it looks to invest in all areas of the business.

And this investment is paying off, with a 90 percent increase in footfall of retail trade in the past month.

Branch manager, Tom Clarke, says: "The key is to offer quality, choice and availability. We're busy across both trade and retail and people are starting to know more about us, what we offer and how we can look after them."

The day to day running of any motor factor is centred around problem solving, and the 23-strong team at Leisureways is meeting this challenge head-on.

"Customer service is paramount," Tom adds, "and the positive response from customers is pushing us forward every day."

For Leisureways, this means investment. The investment in new lighting, racking and overall infrastructure means parts picking is easier, ultimately benefiting the customer through more efficient deliveries.

There's also a cultural shift among the team. "When the team sees the level of investment being made, they're aware that



they are part of something that wants to develop, grow and get better - the team is key to this," Tom says.

Similar to its sister operations Butlers Automotive and Autosupplies Chesterfield, Leisureways is on the recruitment trail with new opportunities for local people to play a part in its future success.

Future investment centres around the overhaul of the offices and the rollout of paint and refinishing products to bodyshops, with mixing facilities and paint room already in place at Rotherham.

## Out and about: All about the stock as PSH, Kilen, Mannol and Juratek ranges increase throughout group



It's been a tale of more investment in the past few months, as Autosupplies group makes considerable strides forward in offering the widest range of products and brands to garages.

PSH Plusline (+Line) Rotating Electrics is the latest brand to hit the group's shelves and the range is proving popular with garages. (see feature page 9)



Stock availability of fast moving products is continually monitored to ensure customers have access to the widest range of products and brands



Mannol oil products are growing throughout the group. Look out for special offers via the Facebook page



The group has also expanded the range of Kilen Coil Springs available and a new range from BM Catalysts has become available from all three sites: Chesterfield, Barnsley, and Rotherham.



The Juratek ranges of passenger car brake pads and discs is currently flying off the shelves

## Enjoy a Career at Autosupplies Group

Embark on a career path with Autosupplies Group. Autosupplies is the fastest growing family owned automotive parts distributor in the UK.

Autosupplies group redefines what it means to be a parts distributor and you can enjoy a varied career as part of an award winning team.

There are opportunities in:

- Accounts
- Sales
- Counter sales
- Warehousing
- Logistics
- Distribution
- Technical
- Apprenticeships



Recruitment at our award winning businesses is ongoing so please contact us at [davidclarke@autosupplies.co.uk](mailto:davidclarke@autosupplies.co.uk) to enquire about any roles available.

## Online ordering grows to 15 percent of group sales

Many garages are now ordering via our online ordering system, so they have access to technical data and bulletins regularly.

We work with suppliers to ensure garages have data directly accessible via their system so they can access the information instantly, also through access to platforms like Parts Link 24.

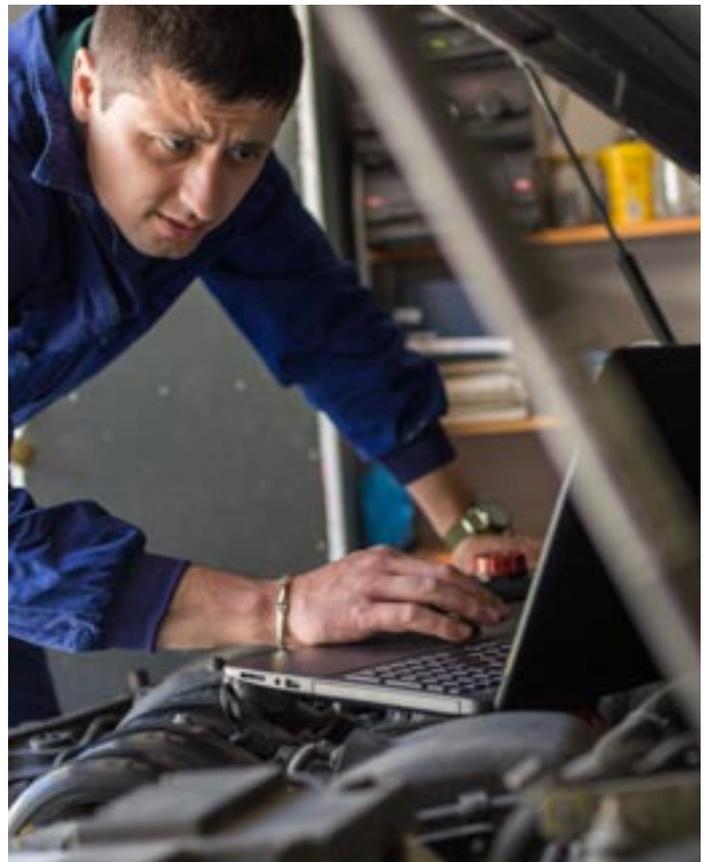
Every garage has access to our online ordering platform - 24 hours a day, 7 days a week.

Here, customers can view stock availability across all three sites.

Customers can also invoice to a dedicated on-line printer 24 hours each day.

Online ordering now accounts for 15 percent of our turnover.

If you are interested in setting up online ordering please contact your Autosupplies Group representative.



## Juratek shows its quality as range grows

Juratek has revealed its latest range expansion, offering six new caliper references, two brake pads and five new hoses, as it looks to cover the ever-growing vehicle parc and meet increased demand.

The brand employs product engineers who have developed its products to today's industry-leading standards. For example, Juratek's leading range of brake pads are fully certified to ECE Regulation 90 and officially approved for fitting in any European country.

The brand's new calipers include part numbers, JCA1243L and JCA1243R, to cover Alfa Romeo Giulietta 10 - 20, Chrysler Delta 11 -, Fiat 500I 13 -, Lancia Delta 08 - 14 and Opel Combo 12 -, plus references, JCA1366L and JCA1366R, developed for Toyota Auris 10 - 18, Mark X 07 -, Mirai 14 - 20, Prius Plus 11 - and Rav4 05 -.

The company has also added part numbers, JCA1703L and JCA1703R, suitable for popular BMW applications such as X3 10 -, X4 14 -, X5 18 - 23 and X6 19 - 20.

Juratek's calipers are put through rigorous testing to ensure they a fit for purpose. One of the most important tests is the high and low pressure test. Each caliper will firstly be low pressure tested with a 0.6MPa pressure which lasts for 5 seconds, then a high pressure test is done under 4MPa which also lasts 5 seconds. If there is no pressure loss, then the product is approved for sale.



Two new brake pad references, JCP4108, to fit Mercedes C-Class 21 -, and part number, JCP8261, suitable for BMW i3 13 - to meet the needs of the latest vehicle models and technologies, have also been introduced.

A key highlight in Juratek's latest brake hoses offer includes, JBH1494, to fit Nissan Qashqai II 13 - and Renault Kadjar 15 -. All of the new to range parts from Juratek are available on the brand's online catalogue, Webshop, where customers can search by part number, vehicle application or dimensions such as height, thickness, drum diameter and other criteria, making the identification of brake parts quick and easy.

## FAI Automotive's latest range expansion

FAI Automotive has launched eight new references in its leading product portfolio. This latest expansion includes one new Exhaust Manifold Gasket, one Head Gasket, One Inlet Manifold Gasket, one new Oil Seal, a Rocker Gasket, one Timing Chain Kit and two new Sump Pans.

FAI offers an all-makes program for gaskets, oil seals and cylinder head bolts to ensure that every gasket set will contain every gasket and seal required to finish a complete head or block rebuild.

Its cylinder head bolt range is an essential addition to the gasket portfolio, as 99% of all modern engines are fitted with "stretch" bolts which must be replaced when fitting a new head gasket.

The first new references introduced and highlighted as key are part number EM1646, an Exhaust Manifold Gasket suitable for Ford B-Max, Fiesta and Fusion, 1.4i engine models, 2008 - 2018, plus, reference HG1796, a new Head Gasket to fit Mercedes A-Class, B-Class CLA and GLA applications, 1.6, 2.0i 2012> models.

Another new-to-range part that is expected to be a fast mover is an Inlet Manifold Gasket, part number IM2189, fitting various engines and models such as Hyundai Accent, Gets and Kia Rio II, 1.4i engine, 2005 - 2011.



FAI has also introduced two new Sump Pan part numbers, PAN084 and PAN091, to fit Ford B-Max, C-Max, Ecosport, Fiesta, Focus, Mondeo and Tourneo Connect; plus, Dacia Duster and Dokker; Mercedes Citan; Nissan Juke, Pulsar and Qashqai; and Renault Captur, Clio, Kangoo, Megane and Scenic.

Finally, the brand has added a new Rocker Gasket (RC8345) to cover BMW 3 and 5 Series 2.0 / 2.5 / 2.8i (M50 / M52) 1990 - 1999 and a new Timing Chain Kit (TCK206NG) to fit Audi A4 and A5 3.0 Tdi 2007 - 2012 applications.

# Mirka PRO Finishing System for spot repair

The Mirka® PRO Finishing solution is a system that is aimed towards OEM and Automotive manufacturers and combines spot sanding and polishing to give you that pro-level result with a perfect, glossy surface.

The PRO Finishing solution consists of several Mirka products: sanding the imperfections is done with the cordless spot repair sanders and Mirka Iridium™ SR spot repair discs. The sanded area is then polished using Mirka cordless polishing machines and PRO polishing pads combined with the PRO Iridium™ 1250 polishing compound, the newest addition to Mirka's polishing product line. The compound has been developed especially for the PRO Finishing solution.

Normally polishing when removing surface defects is a two-step process, where you use one compound to remove the scratch marks from the sanding. Mirka PRO Iridium™ 1250 is developed to give you the best of both worlds, meaning you only need to polish once, while still getting a perfect result.



## Team gets to grip with Roar finishing products

The Autosupplies Group are delighted to announce a closer working relationship with local compound and wax manufacturer ROAR ADVANCED FINISHING.

ROAR, based in Ripley, Derbyshire have steadily increased market share since their inception ten years ago and recently invited their team to their offsite training facility in Huthwaite to showcase their latest products and processes.

Richard Singleton, ROAR Advanced Finishing Director, commented: "We've seen a huge expansion of the Autosupplies Group over recent years and realised it would benefit our brand enormously working closely with the Autosupplies Group and their fantastic sales team.

After a meeting with David Clarke, he kindly agreed to invest in his team attending a full day of offsite training, in a true bodyshop environment at our technical training centre"

Michael Tennyson, ROAR Technical Sales Representative, commented "The Autosupplies sales representatives are a very knowledgeable and attentive team, we had a superb day explaining the impact different paint brands and substrates have on the polishing process. We try to be different in our approach and add a little science and knowledge to make the bodyshop recommendations bespoke to the customer's needs."



# BM Catalysts flies into Autosupplies Group

With the vehicle parc growing year on year, Europe's leading manufacturer of aftermarket hot end emissions products, BM Catalysts, continues to expand its range to meet demand, and has recently added 22 new part numbers covering 145 vehicle fitments to reflect this.

Demonstrating its commitment to the long-term future of both the business and the industry, the range expansion has grown BM Catalysts' vehicle parc coverage by over 2 million vehicles.

Of these new additions, seven references are manufactured to meet Euro 6 emissions standards.

Stand-out additions include 10 diesel particulate filters (DPFs), three catalytic converters, five pipes and four pressure pipes.

BM Catalysts offers a complete solution to distributors and technicians with an extensive range of fitting kits also available.

The company's four manufacturing facilities and additional warehousing site covers a total of 214,000 square feet, from which it brings innovative product developments and precision engineering to the aftermarket.

As well as using the best materials possible, BM Catalysts uses advanced techniques to ensure everything from sub-components to finished products are designed to the



highest possible quality and fit.

BM Catalysts has complete control over processes, offering complete component and product traceability through its unique serial number system.

Complementing its regular range expansions to increase European vehicle parc coverage, BM Catalysts has an uncompromising approach to research and development, working to identify additional fitments to offer even greater choice to distributors and garages.

## Take care during CSC fitment, says First Line

Concentric slave cylinders (CSCs) play a crucial role in the operation of modern automotive clutch systems, however, First Line is pointing to the delicacy of the components, urging technicians to take care during fitment.

Acting as a combined clutch slave cylinder and release bearing, the CSC is responsible for releasing and applying pressure to the clutch plate, facilitating the engagement and disengagement of the clutch disc against the flywheel. However, despite their importance, CSCs are often subject to mishandling, leading to premature failures and costly returns.

One of the primary challenges faced with CSCs is their delicate nature, particularly during handling and installation. Mechanics and technicians may inadvertently apply excessive force when manipulating CSCs, causing damage to the internal components and resulting in leaks or failures.

The issue is compounded by the fact that these damages may not be immediately apparent, leading to complications only surfacing after installation.

Kelvin Olds, Product Director at First Line Ltd. said:

"Squeezing or mishandling the part can damage the internal seals, leading to leaks and eventual failure of the CSC. Mechanics must exercise caution when handling CSCs to avoid inadvertently causing damage that could compromise their functionality.



"By exercising care and attention during installation and handling, the risk of damage can be significantly reduced, ensuring the longevity and reliability of the CSC in the clutch system."

First Line recognises that quality is of paramount importance, which is why all of its new CSC references are put through 100,000 cycles on its in-house CSC test rig - the standard measure for original equipment (OE) manufacturers - simulating the recommended operating temperatures and ensuring the seals all perform to specification, with the capability to complete pressurised seal testing at 140 degrees.

Having such a comprehensive test facility on site allows First Line to underpin its reputation as a leading clutch specialist, committed to the values of the brand and the needs of its customers. In so doing, it is helping workshops to future proof their businesses in an ever-changing market.

# New rotating from PSH Plusline (+Line)

Autosupplies Group has invested considerably in stocking a large range of +Line starter motors and alternators from PSH.

The extensive, premium quality range is new to the UK market but already an established market leader across Europe and comprises 7,000 starter & alternator part numbers,

The brand-new units are all designed and manufactured to OE specification, come with a 24-month warranty and are sold core free.

The Autosupplies team recently visited the PSH's warehouse in Huddersfield and the relationship between the two companies continues to grow as the Chesterfield branch now has a +Line van in operation.

All products in the distinctively green and black branded +Line range are tested thoroughly and use high spec components such as INA pulleys and NSK bearings leading to a very low warranty rate.

David Clarke, Autosupplies Group Managing Director, said: "Since its arrival, the +Line brand from PSH has proven incredibly popular. The quality of the product range, as brand new, surcharge free units, offers reassurance for garages, all of which are supported with full technical help and a commitment to further development of the range."



Autosupplies team visit PSH offices and warehouse in Huddersfield as rotating brand grows in popularity with garages



Autosupplies Group MD David Clarke and Louise Cartwright of PSH greet the new Plusline (+Line) liveried Autosupplies delivery van

# Ask MAHLE on filters

*Alan Povey, Quality, Warranty & Technical Representative at MAHLE Aftermarket answers the latest questions on filtration*

**Q. What deviations in your filter sales over the last 12-18 months indicate that the servicing market is slowing down, speeding-up, flat-lining, or even moving in other directions?**

MAHLE UK had a strong 2023 and continues to increase its market share year on year, which is testament to the brand and its quality. To us, this indicates the market is still buoyant even with the high inflation rates and cost of living. Consumers have been keeping their cars longer, which we know is good for the aftermarket.

However, we do see some trends within the filter sectors changing. For example, to keep costs down with Cabin and Air filters, the perception is that they can be replaced less often or with lower-quality equivalents, which can lead to false economy or bigger issues later down the line, and therefore increase the potential costs the consumer potentially adding more costly repairs in the medium to longer term.

**Q. What are the consequences of not replacing filters on time?**

**A) Oil Filters:** Because of extended service intervals, and the use of low sap oils, the failure to service the engine when due can lead to issues such as heavy internal engine

damage to critical moving parts, (pistons, crank, bearings etc.). Long-term damage will cause excessive fuel and oil use and higher emissions.

**B) Air Filter:** Failure to change this on a regular basis will mean restricted air flow, damaging the air mass sensor, as well as potentially resulting in higher fuel consumption and damage to engine valves and sensors in the exhaust system, meaning expensive repair costs.

**C) Cabin Filter:** It is important to ensure the air within the car is as free from contaminants as possible and that the air flowing through the HVAC system is ensuring that the contaminants don't fowl the evaporator or heater matrix, as it could cause the system to smell and lead to expensive repairs.

**D) Fuel:** Over time water and particles will build up in the fuel system causing erosion and potential fuel flow restriction, with the potential of damaging injectors and fuel pumps. The vehicle performance will also be affected.

**E) Transmission:** With the larger number of vehicles with automatic gear boxes, the lack of filter change will cause poor gear box performance and oil evaporation because of the heat caused, eventually requiring the replacement of expensive components.



# Quality first on EGR valves, says SMP Europe

Engine management specialist SMP Europe is urging garages and workshops to always opt for high-quality EGR valves and engine sensors for maintaining vehicle performance and longevity.

SMP Europe champions its award-winning EGR Valves range, recently honoured with the prestigious 'Product of the Year' accolade at the Independent Automotive Aftermarket Federation (IAAF) 'Pride of the Aftermarket' Awards 2023.

The company supplies various original equipment (OE) and aftermarket components, of an operational quality equivalent to OE or higher, through its Lemark.

The brand's EGR Valves have been developed to improve aftermarket EGR solutions. Martin Turner, marketing director at SMP Europe, comments: "Our research into existing aftermarket solutions showed issues ranging from unreliable electronics to outright missing components.

"Inferior engine management parts not only compromise efficiency but also exert undue pressure on emissions systems, leading to premature failure and increased replacement frequency."

SMP Europe's solution, built on over 50 years' experience in the design and manufacture of engine management



components, was to replace the electronics with custom designed PCBs.

Each component undergoes rigorous development and testing at the brand's Nottingham Centre of Engineering Excellence, using the latest techniques and technologies.

## Technical demonstration van is coming to you

Autosupplies have The Tool Connection's fully fitted Technical Demonstration Vans booked in May and June. These vans carry everything from specialist tools to unique consumables and showcase products from each of the brands. The Tech Vans are accompanied by Tool Connections Technical Demonstrators, who are now all qualified in Level 3 EV, and are able to perform live product demonstrations and offer training.

The Tool Connection are the UK's most exciting and innovative tool company, distributing high-quality tools through Laser Tools, Power-TEC and Connect Workshop Consumables brands. Working closely with vehicle manufacturers ensures that The Tool Connection are first to market with specialist automotive tools and vehicle solutions for modern motor vehicles.

Laser offers a full range of high-quality hand tools and an increasing range of specialist products to make easy work of difficult and awkward jobs. This year saw the Laser 8824 Engine Timing Kit developed, due to unprecedented customer demand, to align, set and check the camshaft timing of the Volkswagen Group EA 211, 4-cylinder TSI petrol engines, without the need to resort to computer-based alignment tools - offering a significant saving on OEM tooling.



**The Tool Connection's fully fitted Technical Demonstration Van**

Power-TEC is a highly respected name in the bodyshop industry, that continues to lead the way with premium tools and equipment tailored for the collision repair and body shop sector. The Miracle System, regarded as the essential piece of kit in any professional bodyshop and approved by most insurance companies, benefits customers by providing efficient and cost-effective repairs. New to Power-TEC is a wide range of innovative Glue Repair and PDR tooling which can be used with EV/Hybrid vehicles and on Aluminium or Steel.



## Happy Birthday David!

A very happy birthday to our group managing director David Clarke who turned 60 recently.

Many congratulations on behalf of customers, staff and the wider automotive industry.

David has spent 44 years in the automotive industry, coming into the trade at the age of 17.

## Now in stock 3D Gel Digits

Tennants 3D Number Plates are the first independently UKAS Certified to BSAU 145e, durable and resistant to fading, scratches or damage from weathering.

Autosupplies group can produce them in minutes, on-demand. For more information on our 3D GEL digits, please contact your local branch.



## Range extensions & new products

**We have now expanded our range of the following items:**

- **Abtex** - Braking
- **BM Catalysts** - emissions products
- **Harp** - Air-conditioning gas
- **Kapci** - refinish and paint products
- **PSH Plusline** - Rotating Electrics

**Now available:**

*Dayco Ford Transit Eco Blue 2.0 2016 Timing Belt, oil pump belt, Liquid Gasket Sealant plus more...*



## Thank you for your continued business

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