

NORTH WEST BODYSHOP SUPPLIERS

The newsletter supporting bodyshops!

INDEPENDENT PROMOTOR OF MAIN DEALER PARTS, SERVICES & EQUIPMENT



Tim Kelly Article

For the repair industry, the elephant in the room is the fear of challenging insurer's, telling them you have had enough of Crap rates and of them running your business.

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5 Tips to securing non fault repairs.

Ask some simple questions at the start of doing an estimate as to who was to blame for the accident – you will be surprised as to how willing customers are in...

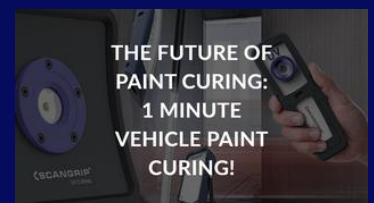
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The Future of Paint Curing:

In the world of automotive body repair and paint, efficiency and speed are crucial. Repair centres are constantly seeking ways to optimise their processes and reduce cycle times.

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January/February 2024

NORTH WEST BODYSHOP SUPPLIERS

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NWBS Newsletter

January/February 2024

Hi All,

Welcome to the first edition of the NWBS Newsletter for 2024.

2023 was a fantastic year for me personally establishing my own business and maintaining and building my partnerships with my customers who pay for my services as well as meeting and supporting lots of new Bodyshops/Garages (as well as the customers I have been serving for many years) who need anything from Parts to Equipment and anything in between.

The newsletter has gone from strength to strength with some new companies advertising their services, As always if you want anymore information about the companies advertising please just get in touch with me.

It seems like 2024 has started off very busy for everyone and I am getting lots of leads for my partners which is great to see. Please remember I can help you with anything you could possibly need if you are a Bodyshop or Garage, I am your ONE STOP SHOP so please just give me a call/email if you need anything and leave the rest to me.

Hope you enjoy the read and as always if you have any Charity Events you would like to promote in future newsletters just let me know, if you would like to feature your business as a Bodyshop Spotlight, this is FREE again just get in touch. If you would like to advertise your business in future newsletters get in touch neil.nwbs@outlook.com

NWBS – NEIL BUCKLEY? WHAT MAKES HIM STAND OUT FROM THE CROWD?



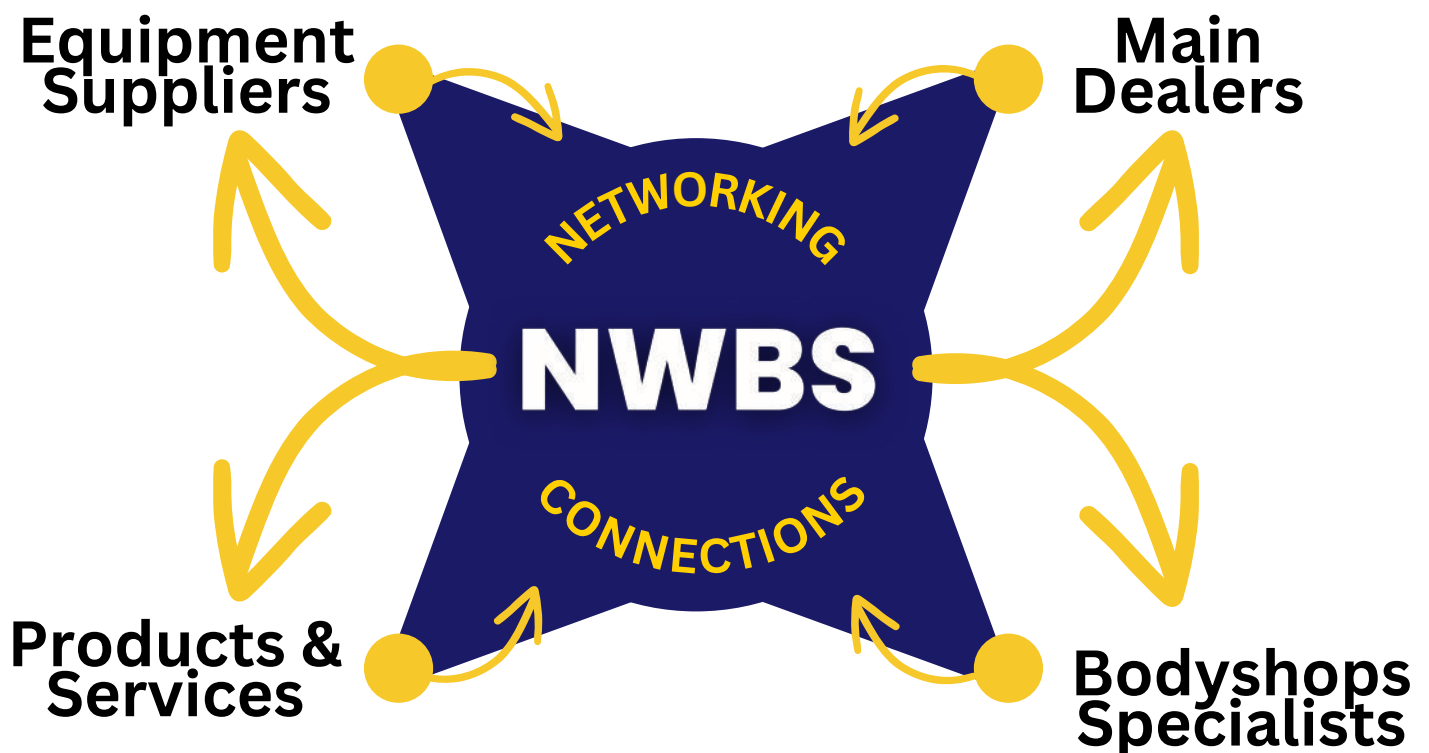
I am a dedicated sales professional with a passion for helping and supporting my customers. My commitment to excellence is demonstrated by my drive to succeed, which has enabled me to specialise in helping main dealers and other partners sell parts and their products and services to the motor trade.

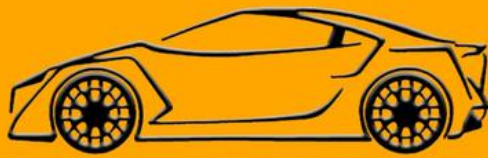
MY EXPERTISE

My expertise in this area makes me a valuable asset to any team or organisation that values customer service and sales success. My customers can trust that I will go above and beyond to meet their needs and ensure their satisfaction. Overall, I am an exceptional professional who is committed to making a positive impact in the Motor Trade industry. Contact me on 07917 868203.

NORTH WEST BODYSHOP SUPPLIERS LTD

NWBS = YOUR ONE STOP SHOP

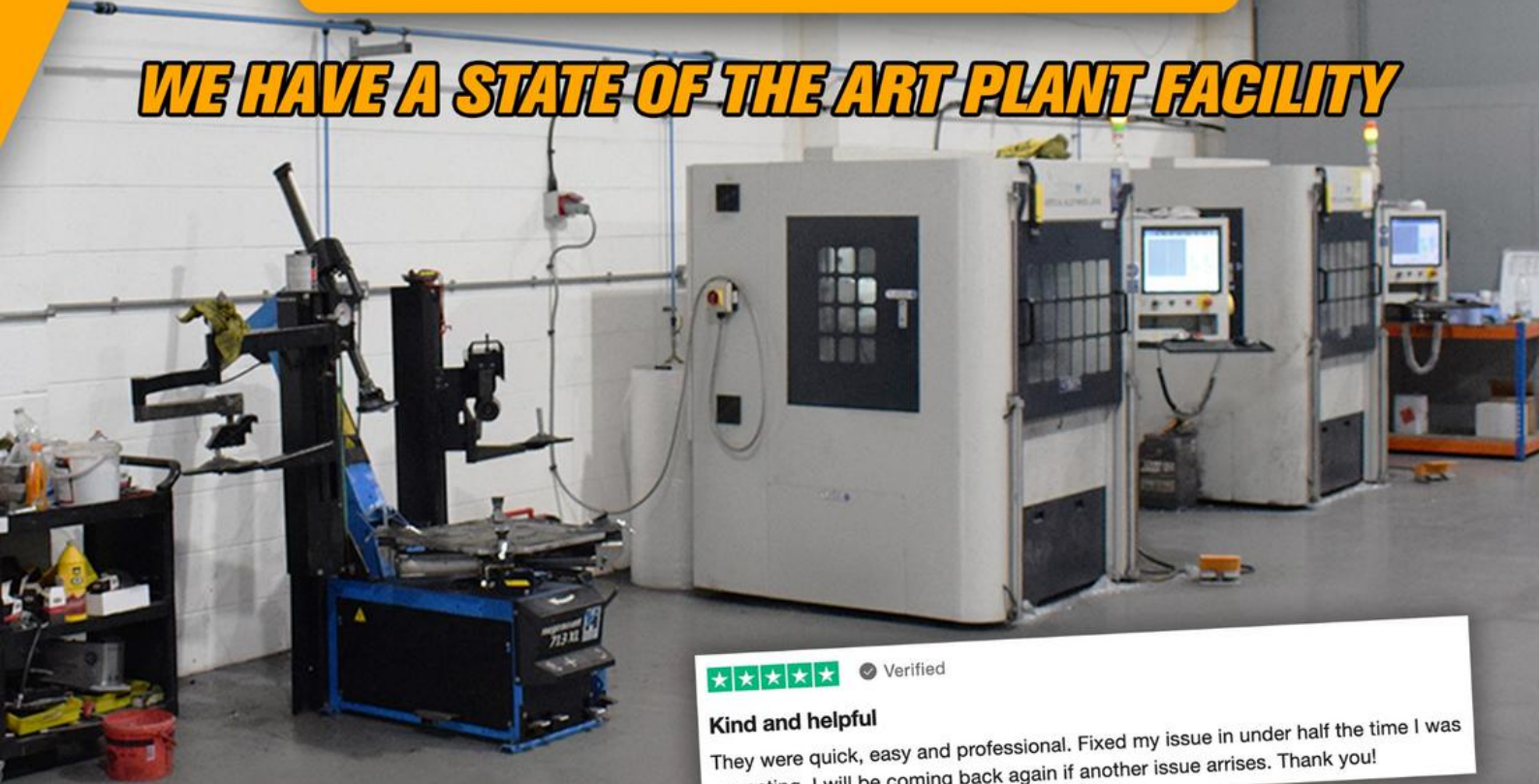




PRESTIGE WHEELS

EXPERTS IN ALLOY WHEEL REFURBISHMENTS

WE HAVE A STATE OF THE ART PLANT FACILITY



Verified

Kind and helpful

They were quick, easy and professional. Fixed my issue in under half the time I was expecting. I will be coming back again if another issue arises. Thank you!

BEFORE



AFTER



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+

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Trustpilot



4.9 out of 5

THE GREATEST ENEMY OF SUCCESS IS FEAR



Tim Kelly MotorClaimGuru Ltd MSOE MIRTE C.A.E. EngTech.
Appropriately Qualified Person (AQP)

For the repair industry , the elephant in the room is the fear of challenging insurer's, telling them you have had enough of Crap rates and of them running your business.

Why?

For fear of losing the very work you do not want? Or the possibility of upsetting a relationship that could bring better rates? More profit? But never ever does.

Donkey?stick? carrot?

Is it the industry dichotomy?

I had a conversation with a very well respected industry colleague who has a large business with various work providers. They called partly for advice, partly to update me with what is happening in the industry. I was informed that they had turned off one of their primary work providers who works with insurers, as it just was not a profitable contract. They are not the first to tell me this, what could have been a contract with potential five to ten years ago, has not changed with the times. The offer of paying £x per job to offset fuel cost was seen as them not grasping the current economic climate.

The more interesting aspect of the conversation came next, the insurers who the company work with are now directly approaching these repairers to find out why they are turning the contracts down?

Again, these people acting for insurer's seem to be from some dystopian world in a parallel universe, not grasping FULLY what is happening in the body repair industry.

Or are they? They then proceeded to agree a "gentlemen's agreement" at £50 per hour compared to the less than £30 per hour on the contract.

I had said to my colleague ,they should have done this ages ago, I have been saying this for two years to them! Even though the repair industry is in very dire straights, capacity issues are no longer on the horizon, BUT STANDING RIGHT IN FRONT OF US...the business dynamics are most certainly shifting to repairers, what they said next had me scratching my head.

Due to their size, they were still concerned about making waves and upsetting insurers.

My question would be why?

If ever there was a time that insurers need repairers, rather than the other way around, it is now.

The other question is, "why do you fear upsetting insurers?" If you market areas that are not reliant on insurers, then you have less to fear in upsetting them.

How many insurer's do you think have sat there and thought... " we cannot do that, as it will upset repairer's?"

none??? Any???

If you own a bodyshop (your business) is it truly yours if others are dictating there terms of business to you?

The next couple of years are going to be tougher than this industry has ever seen, I can see many repairer's not being here . The only way they will is when they start taking running a business very very seriously. For those that do, Don't be scared of saying "NO" to crap contracts and work providers, don't be scared of upsetting them either, they need you more than you need them. For the intermediaries in the middle, if you do not have repairers doing your work, you also do not have a business. Revise your business models, pay repairer's labour rates in the £50 per hour and above region rather than £30, and make your profit by charging insurers for your claims administration.

The argument that insurer's want savings not cost does not wash, It cost Insurers a lot more to not use you than to do so. That is EXACTLY why these intermediaries exist.

But what happens to these intermediaries when insurers change back to another business model? And they take it back in house?

The cycle of business in insurance goes around and comes around. Someone somewhere is making profit... **if you are a repairer, time to make sure it is you.**





To talk to our Courtesy Car team

Call **01995 641146**

or email [us here](#)

**Last few Golf - Due to arrive
March/April 2024**



Image Colour is for illustration purposes only

VW Golf 1.5 R-Line (150ps) 1.5 Tsi Manual 5 Door

£213.47 + VAT

6+23 (24 Month Lease - Initial upfront rental = £1,280.82 + VAT)

6,000 Miles Per Year

Customer to maintain

(Due for delivery March/April 24')

Colour - Urano Grey, Pure White add a further £10.00

email for other pricing options courtesycars@ukcarline.com



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or email [us here](#)

Thinking of going electric but not really sure ?

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Cupra Born or Polestar

Prices From £27.69 + vat per day

"Request a callback from our team "

Contact our team directly on [01995 641111](tel:01995641111)
Option 5

Supertune Special - January Sales

-Available from your Supertune Representative-

92340 **Mobi-Lift Mk2 UK Plug**

The Mobi-Lift is designed for lifting a vehicle sideways, allowing for mechanical repairs, bodywork or repainting. The compact design with a single movable column including various fittings to suit different types of work makes this an ideal lifting solution, especially where space is limited.

- Max vehicle weight 2500kg; safe lifting capacity 1250kg (one side of vehicle). Overall size: 900 x 600mm.
- Handlebar for easy manoeuvrability into required position.
- Maximum lift height: 980mm. Max wheel diameter: 18".
- 240V, 3 pin UK plug. CE compliant. Made in Germany.
- For fitting larger sized tyres, please use with Mobi-Lift Tyre Dolly, Power-TEC Part No. 91814.



SPECIAL OFFER

£1,375.00

92444 **Car Parts Trolley**

Storage solution for the busy workshops and bodyshops. Labelling facility and small parts racks.

- Equipped with hanging rack for bumpers and exhaust pipes.
- Includes part shelf, writing board, small parts basket and elastic straps for securing loads.
- Size: 590mm x 890mm x 1700mm high.
- Manoeuvrable on 4 castors.
- Capacity: holds up to 200lbs.

SPECIAL OFFER

£300⁰⁰

68073 **Cordless Polisher 20V Kit**



SPECIAL OFFER

£265⁰⁰

**We are accepting
Advertisements for the
March/April Edition!**

Contact Neil on: 07917 868203



For Any Suppliers not listed contact Neil on 07917 868203



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WE HAVE IT COVERED!



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- ✓ Burnt out vehicle recovery
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The Vehicle Recovery Industry is currently in just as much peril as the Vehicle Body Repair Industry, restraints from insurers who control the Breakdown and Rescue volume complicated by volume control on a daily basis, as they tend to stack jobs in order that their own patrols attend first! which exacerbate the situation for the Recovery Operators as and when the Club patrols finish shift, large volumes of unattended claims are distributed to operators who also have employees finishing shift!

Further complicated by the Pandemic, where Recovery operators had staff on furlough yet needed to cover 24/7 shift patterns? Then Brexit and the exit of European staff who returned home, compounded by the driver shortage as we emerged for COVID and the vast increase in salary requirements to retain staff in a role which is unsociable let alone unpredictable at best and dangerous in nature due to attending vehicles at the side of busy roads, "unlit "A" roads", smart or all lane running motorways, to name but a few.

CMG are one of the most compliant companies in the sector with both regulatory and legislative industry practices, which is something which CMG thrives on, as partnership companies look and require to have this compliance in place in order to transact business.

CMG work in partnership with Insurers, Claims Management companies and Body Shop Repair groups to support their Road Traffic Collision uplift programs. UK Nationwide coverage, which can centralise the "Out of Hours" requirements becoming a one stop shop, a 24/7 x 365 control room, able to dealing with incoming phone calls, or instructions electronically via a web-portal, vehicle tracking and full transparency from images, documentation, through to invoicing via the web-portal. Just one point of contact but clarity on charges and service provision no matter where they you located in the UK.

Article produced by Mike Hawcroft for and on behalf of CMG
Contact detail email: mike.hawcroft@cmg-org.com

Shiny outcome assured
your car, beautifully
reconstructed!



Turn disaster into
dazzle – your car's
comeback starts here!



IMAGES BY
GREEN SOCIAL

Rekindle the love for your car, post-crash
perfection delivered!



**Unleashing the Power of Social Media for Business Growth:
SEE PAGE 40**

From collision to sheer
perfection – your car's
shining revival!



Restored perfection
awaits, drive your
reborn beauty today!





B 2 B

WORKWEAR & JANITORIAL

**WE
CREATE
THE
TREND**



Quality branded workwear for your business



01. Showcase Quality

Highlight the quality of your branded workwear, emphasizing that it is made with high-quality materials and designed to withstand the demands of a tough work environment.

**WE
CREATE
THE
TREND**



Quality branded workwear for your business



02. Brand Awareness

Promote your brand by adding your logo or company name to your workwear. This not only increases brand awareness but also creates a sense of unity among your employees.

**WE
CREATE
THE
TREND**



Quality branded workwear for your business



03. Competitive Edge

Highlight how wearing quality branded workwear can give your business a competitive edge over other businesses that do not invest in branded workwear.

**WE
CREATE
THE
TREND**



Quality branded workwear for your business



**QUALITY BRANDED WORKWEAR
FOR YOUR BUSINESS**

WWW.B2B-SUPPLIES.CO.UK



ATTICUS INSURANCE JOINS AS A PARTNER SUPPLIER TO NBRA & VBRA



ATTICUS INSURANCE

We are delighted to announce that Atticus Insurance Brokers has become a partner supplier of the NBRA and VBRA, joining some of the leading suppliers to the Bodyshop and bodybuilding sector.

OVER 45 YEARS EXPERIENCE

Our knowledge and comprehension of the insurance market enable us to acquire policies from an extensive range of providers.

As specialised insurance brokers for Bodyshops, we take pride in our ability to genuinely understand the unique requirements of our clients.

COMMITMENT

You will be working with a dedicated account manager who will have vast experience dealing with Bodyshop Insurance.

We have experience of working with multi-site Bodyshops, single site operations, HGV body repairers, smart repairers, & vehicle body builders, and of course bodywork repairs.

POLICIES

We have established partnerships with reputable insurance providers to offer you a comprehensive insurance policy at a highly competitive premium.

**WE HAVE SAVED
OVER £60,000 IN
PREMIUMS FOR
THE BODYSHOP
INDUSTRY IN
2023**



LUKE JONES

MD Atticus Insurance

We are incredibly proud that Atticus Insurance have entered this partnership. Our insurance offering supports members with expert advice tailored to their industry from our experienced team

OUR COMMITMENT AND PARTNERSHIP WITH THE NBRA AND VBRA

We are thrilled to collaborate with the NBRA, as we share a common goal of supporting the industry and its members, regardless of their size.

The NBRA proves to be an ideal partner for Atticus Insurance, and we look forward to strengthening our relationship with them. We aim to increase our engagement with the members in the upcoming months.

Michael Wicks, National Business Development Manager for the NBRA stated 'We are delighted to announce that Atticus have stepped up into the 'Partner' space. Luke Jones has been delivering a first class personable service to NBRA & VBRA Commercial members for several years, saving members money but more importantly, ensuring they are adequately covered'

Along with our colleagues at Atticus Insurance, we are excited to assist more repairers in providing the advice and service their body shops require. We look forward to growing our network and working with more businesses during 2024.

★★★★★ 16 hours ago **NEW**

Helpful and extremely knowledgeable and supportive for insurance requirements, I have moved all my insurance policies to them.

★★★★★ 6 hours ago **NEW**

Atticus are a company with a very approachable staff and an absolute host of experience. I'm local so a great contact, but local or not worth knowing



SPECIFICATIONS

Vehicles up to 2500 Kgs

Lifting time: 35 seconds.

Lifting height: 1 meter.

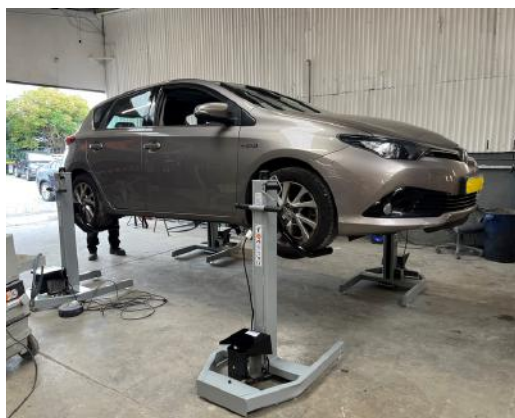
Weight: 72 Kg.



Lift Tech Ltd

To complement the lift there are a number of accessories.

Engine crane & Coil spring compactor etc.



Ikotec 3000 Portable Vehicle Lift

Our Single Column Ikotec 3000 is a portable vehicle lift, it is designed to lift a vehicle for mechanical work Body work and Paint work. Its compact size makes it easy to use and manoeuvre around the workshop with ease without having to move the vehicle. The lift is capable of lifting vehicle up to 2500kgs.

Lift Tech Ltd

SafeStore Reddish

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Tel: 061 7580488 / Mob:075 52985237 /info@lifttech.uk.com

<https://www.lifttech.uk.com>



EKLIPSE



Folding mobile painting booth



Air volume 7500 m³/h.
Motor: 1.5 Kw, 220 Vts
Filter: paint and particles.
Mobile and foldable cabin
Weight: 170 Kg.

Lift Tech Ltd.

Safestore Reddish
 Reddish Road, Reddish,
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 United Kingdom

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Our services:

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- Breakdowns & remedial repairs
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- Equipment calibration
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We employ highly skilled engineers throughout the UK to offer a truly nationwide quality service, ensuring our rapid response at local level can be applied to larger national accounts.

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We provide independent electricity, gas, water procurement advice, carbon management and Net0 strategies and compliance services to bodyshop businesses throughout the UK.

» procurement

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» compliance

SECR, ESOS, TCFD, DEC's, EPC's, TM44's

» bill validation

Validate contracts and bills, query management and dispute management and online usage reporting

» LED lighting

Make significant savings, and exceed manufacturers criteria on Lux levels, by switching to LED lighting. You can switch over to LED, with no upfront costs

» monitoring & usage reduction

Analyse existing usage and actively reduce consumption to reduce costs

» electric vehicle charging points

Expert planning and grant advice, and installation support, to help generate new revenue streams for your business

» carbon management

Strategic advice and support to work towards PAS2060, Net0, SBTI's

Join over 300 carbon neutral bodyshops*. Become a member of ECA's Green Energy Drive.

Green Energy Drive.

ECA's specialist team work with more than 400 bodyshops, generating total savings of more than £4 million.

Benefits of joining ECA's Green Energy Drive:

- One to one energy consultation
- One to one carbon neutral consultation
- Quarterly energy newsletter
- Quarterly energy webinar
- Access to information on energy saving products and equipment
- Access to ECA cloud based usage analysis

FREE Membership
Join today

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Our clients include:



Call ECA Business Energy on 01246 290 490 to discuss how your bodyshop can start saving on energy.

Email: sales@ecaBusinessEnergy.com | ecaBusinessEnergy.com

My Top Five Recruitment Tips



Kirsty Mellon

**Managing Director at Kirsty Mellon
Recruitment**

Mobile 07983854905

Email info@kirstymellonrecruitment.co.uk

Automotive recruitment covering the UK

I'm an automotive recruiter with over 8 years' experience within the accident repair and dealership world.

Fave drink: Strawberry daquiri (frozen holiday ones are the best)

Fave food: Pizza

Fave hobby: Throwing weights around at the gym

Loves travelling and exploring new places

Hates flying ants and being cold

Random fact about me: I'm the oldest of 10 children, 6 sisters and 3 brothers.

1. Don't prejudge

CV's too long, too short, too many big words, they can't spell, looks overqualified or underqualified, maybe they've moved around a bit more than you would like or perhaps they've got more experience than you expect but they're applying for a lesser role, and it doesn't make sense. I hear all too often reasons why a person won't be suitable before a conversation has even been had. "The job won't be enough", "the job will be too much", "he'll probably leave again in 6 months", "sounds like he loves himself"... and I'm not saying you're wrong, but equally, how do you know until you have a chat with them? CV's are a formality, words on a bit of paper rarely really help you to know a person. Maybe you're not convinced enough for a face to face so just arrange a phone call. That candidate could be hidden gem.

My Top Five Recruitment Tips

2. Stick to your time scales.

If you say you'll get back to someone by a certain time, then do so. Even if a decision hasn't been made or there isn't an update, having a conversation with your candidates and explaining that shows them you haven't forgotten about them, and you do value them. Often, the reason they're looking for work in the first place is because they don't feel valued, that small conversation could ultimately be the deal breaker for them.

3. Get back to everyone, even the unsuccessful ones.

Could be a simple email if you're short on time, maybe even a copied and pasted template if needs be, especially if you've interviewed a ton of candidates but chances are, while you had multiple options, your candidate only had one, you, and that post interview not knowing, can be incredibly stressful and they will tell their friends. The automotive industry is a small one, and people talk. Good and bad. That "I interviewed with them but never heard back", could be what stops anyone they know coming to interview or work with you in future.

4. Keep doors open & keep contact details.

They weren't successful this time, but maybe you will have another opening in future? Maybe the person you chose will have a change of heart? Keep their number, going through your phone next time will save you a lot of time and potential money advertising. Save their number with what they do and when you're looking again (in case you're not so good with names) you only need to search the job title in your phone.

5. Get feedback.

What did they like about the interview process with you? Is there anything they disliked? Could anything be improved? Interviews are as much an opportunity for the candidate to interview you as much as you are interviewing them, getting feedback will allow you to build on your strengths, make improvements if needs be and make sure you are also giving the best possible impression to everyone walking through your door.



MAXIMISE
YOUR
REPAIR

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SECURE MORE REPAIRS WITH OUR FAST TRACK CLAIMS SERVICE

EARN MORE FROM REPAIRS WITH LABOUR RATES AS MUCH AS
£89/HR

IMPROVE CASH FLOW WITH REPAIRS PAID IN 24HRS

WITH INDUSTRY LEADING HIRE COMMISSIONS AND NOW WITH OUR
UNIQUE TOTAL LOSS UPFRONT PAYMENT PACKAGE FOR STORAGE
AND RECOVERY CHARGES (£1300 FOR A PRESTIGE VEHICLE) THERE
HAS NEVER BEEN A BETTER TIME TO CHANGE YOUR NON-FAULT
WORKING PARTNER.

BASED IN THE NW WITH OVER 300 VEHICLES ON FLEET WE KNOW
HOW TO SERVE YOU AND YOUR CUSTOMERS RIGHT.

CALL 0800 009 3296 TO FIND OUT HOW EASY IT CAN BE TO SIMPLY
EARN MORE FROM YOUR NON-FAULT CASES.




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MANAGEMENT

FIND OUT WHY SO MANY PEOPLE
TURN TO US

Collision Service

Auto Body Repair

 0800 009 3296

www.autologic.co.uk



SECURING NON FAULT REPAIRS

5 Tips to securing non-fault repairs.

1: Ask some simple questions at the start of doing an estimate as to who was to blame for the accident – you will be surprised as to how willing customers are in providing their views, particularly if its not their fault.

2: Remind your customers that they paid for their insurance to cover them should they cause an accident, and not for the benefit of the other driver.

3: Advise them that should they claim on their policy, fault or non-fault, they will pay up front their excess amount.

4: Also confirm to them that their policy is effected if there is a claim . Even if its isn't their fault, their policy will have a claim registered against it, and this WILL affect their premium amount, come the time of renewal.

5: Finally make them aware that if they let their insurer choose the repairer, then they will only be offered a small courtesy car while their car is being repaired. However by following your recommendations, they will be provided with a vehicle similar in size to their own.

There is only one way to ensure that;

A: Your client doesn't pay an excess

B: They keep their insurance no claims status clean

C: They get provided with a like for like replacement vehicle

D: And they have all the hassle and stress taken away from them



and that's to allow a specialist company to take the claim directly to the third party insurers on their behalf. If you follow these steps you will secure more repairs, securing top labour rates, being paid in 24Hrs, and you will earn more from your hire commissions.



GDI *Services*

Specialists in OE Dealer Diagnostic Procedures,
ADAS Calibrations, Key Programming, Air Conditioning,
Resetting of Dashboard Warning Lights



Specialist Calibration of **Advanced Driver Assist Systems**



Calibration of Radars, Cameras & Sensors

- IMI quality assured program certificate for ADAS
- Years of experience in the calibration of ADAS sensors
- OE Beissbarth VAG & Nissan Calibration equipment
- Texa RCCS & CCS multi brand calibration equipment
- OE manufacturer software, equipment & on line dealer portal accounts with security programming access
- Calibration certificate available upon request

Calibration of ADAS sensors is required after

- Wheel alignment has been adjusted
- Sensor or module has been disturbed, removed or replaced
- Windscreen removed or replaced
- Fault stored in any of the ADAS control units
- Changing the ride height or running gear

Call GDI 07740 866555

Email: garygdi@live.co.uk www.gdiservices.co.uk



GDI *Services*

Specialists in OE Dealer Diagnostic Procedures,
ADAS Calibrations, Key Programming, Air Conditioning,
Resetting of Dashboard Warning Lights



Bodysshops with their own ADAS equipment may be experiencing problems calibrating newer vehicles.

This could be Secure Gateway security (SGW), blocking communication with diagnostic equipment or vehicles that are working on new diagnostic protocols E.g. DOIP.

Vehicles currently affected or require a security login to access certain control modules.

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GDI have the ability to get through the SGW by the use of our OE diagnostic equipment & account security logins.

If you can't complete your calibration or you simply don't have the calibration target, software or extra equipment needed we can help.

Unlike other companies GDI don't use or rely on a third party to remotely program & code new control modules. We use genuine original equipment and software.

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BODYSHOP SPOTLIGHT



Parkhouse Bodyshop first opened its doors in February 2021, joining an already established **Garage** and **Carsales** family run business, and has since seen substantial growth. In addition to our garage with 5 qualified mechanics, MOT ramp, and 4-wheel alignment services, we have expanded to include a dedicated **Mobile-Tyre Van** catering to nearby neighbourhoods for efficient tyre repairs and replacements.

Being a **family-run** business, we frequently refer customers across our services. For instance, a customer visiting for an MOT might discover our Bodyshop and seek a quote. It's not uncommon for a customer to have a repair done at the Bodyshop and subsequently opt for our garage services, creating a seamless experience before collecting their vehicle.



Customer satisfaction has always been a top priority, evidenced by over two hundred 5-star reviews in our Carsales department. The same commitment to excellence extends to our Garage and Bodyshop, with recent efforts focused on obtaining the prestigious **BS10125 certification**.

This involved significant investments in equipment, staff training, and calibrations, all culminating in the approval received this past November.



We proudly showcase the BS10125 approved logo on all our signage, marking a significant achievement for our team. The dedication and hard work invested in this endeavour pave the way for an exciting **2024** as we continue to elevate our standards and services.

We're excited to announce our latest collaboration with Drivalia **Car Rentals**, which has recently opened a branch at our location. Drivalia has recently acquired an existing rental company, enhancing the brand while maintaining affordability. For bookings, please call or visit www.Drivalia.co.uk.



We're expanding our friendly team in Salford and currently seeking a skilled panel beater to join us.

For more information, please reach out to Yidi@parkhousebodyshop.com via email.

BODYSHOP SPOTLIGHT

Why not put the spotlight on your bodyshop within NWBS Newsletter.

Advertising your bodyshop in NWBS Newsletter can be a great way to reach a targeted audience of car enthusiasts and potential customers. By placing an advertisement in the newsletter, you can showcase your services, highlight your expertise, and attract new business. The newsletter is distributed online to over 1000 businesses subscribers, including car bodyshops, car owners, and other industry professionals. This means that your advertisement will be seen by a highly engaged and interested 3500 + LinkedIn Readers, who are more likely to take action and contact you for services. So why not take advantage of this valuable advertising opportunity and promote your bodyshop to the NWBS community today?



THIS PAGE COULD BE YOUR BUSINESS!

CONTACT NEIL TODAY

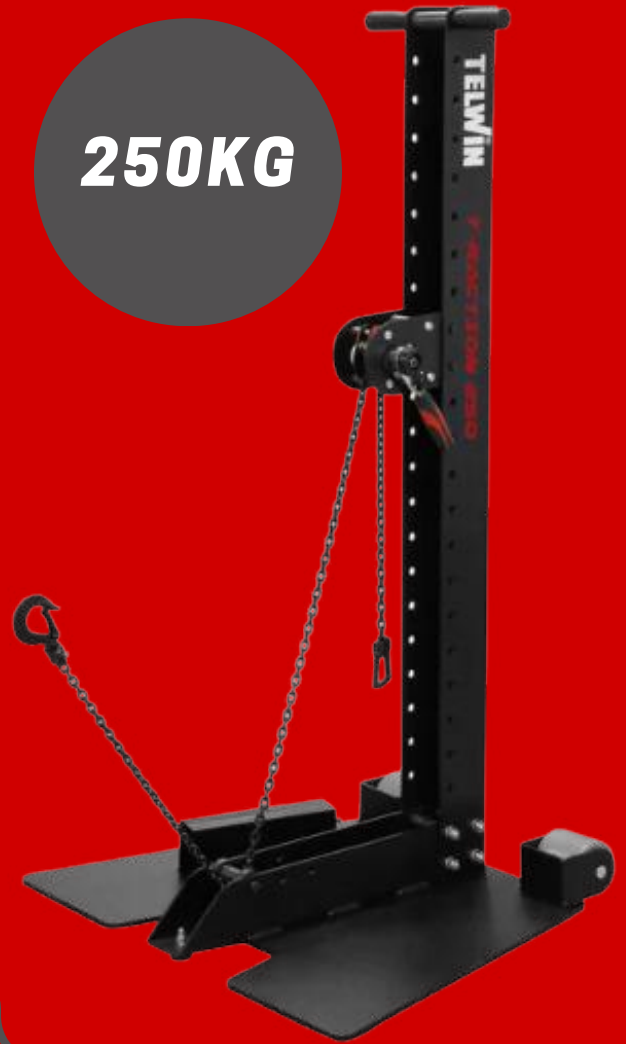
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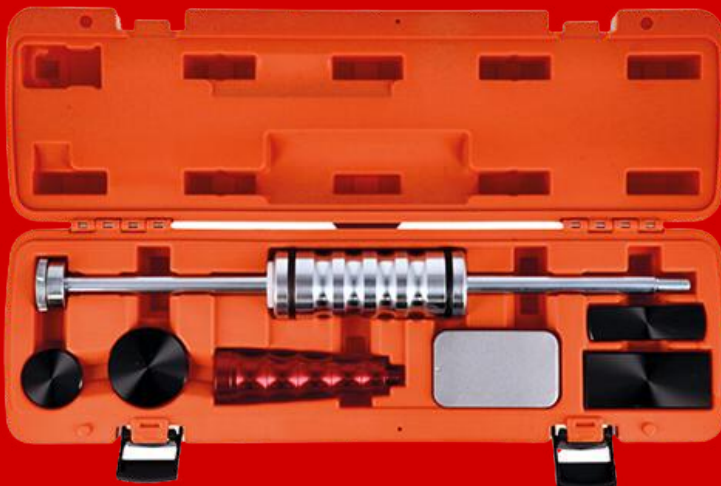


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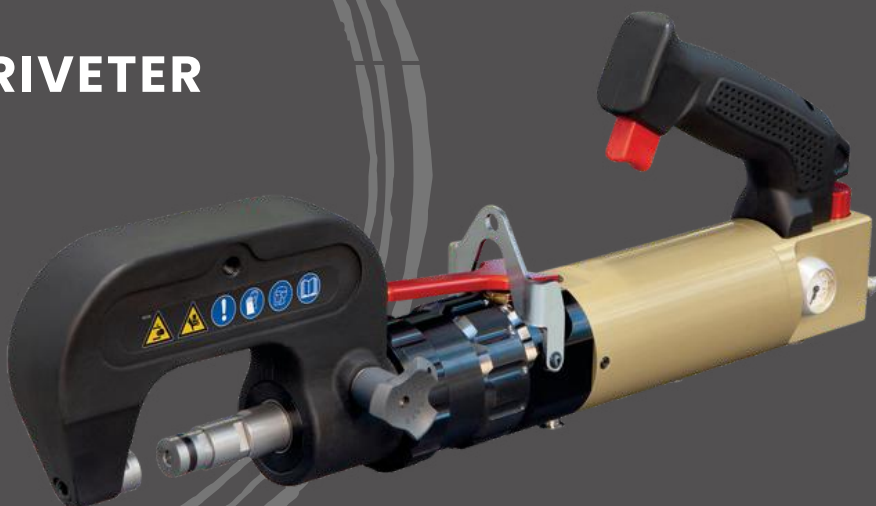
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- Monthly payment scheme (ongoing support)
- Minimise time & effort needed to demonstrate compliance
- Provide ongoing audits/business support
- Upload and management of documents



We have seen a clear shift in the types of Bodyshops that are now applying for BS10125. They are those that are doing trade work, often cosmetic repair only and in the initial stages of their business development journey. Supporting clients through their journey and watching both their business and personal growth is extremely rewarding for us. Implemented in the right way, it can truly enhance your business.

Don't get left behind!


“Client Testimonial”

Wrights Quality & Safety Solutions have been looking after us for 8 years now. Take it from me, there are lots of people out there who can talk the talk but not walk the walk. I can't recommend them highly enough. Direct in their approach and no hidden costs"

- Rob Walker MJ Warner Bodyshop and Volkswagen main agent
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Fed up of trying to find a record or work out what you need to get done when?

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It covers:

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- Annual reviews
- Subcontractors
- Audits
- Risk Assessments

Benefits:

- Weekly emails to alert for updates needed
- Head Office management facility
- Remote logon functionality for 3rd party auditors - reducing time needed on site
- Records all in one place
- Pre-populated training / equipment / frequencies
- Real time support on queries/records

“Testimonial” I am a compliance auditor and during a visit to Belfast came across the WQSS Portal for the first time. When covid hit I had to carry out a lot of audits remotely. Repairers would let me have a unique login to access their portal which saved time and effort. This also reduced the amount of intrusion into the repairer’s working day by two thirds. Hence, we have carried on using remote audit for repairers with the portal. I’d recommend the system to any repairer looking to reduce the burden of audits by work providers and other stakeholders.” **Kulwant Soor**

Di-isocyanate Training

REACH Regulations (ANNEX XVII) - As of August 2023 – all employers or self-employed are required to ensure that industrial or professional user(s) have successfully completed training on the safe use of di-isocyanates prior to the use of the substance(s) or mixture(s).

Don't wait until it is too late. We have an HSE reviewed training solution available for you.



HSE
Di-Isocyanate Training



Are you compliant?

Have the HSE knocked on your door yet?

Leading from the front Alex Davis Sales Director of Equate Group a Bodyshop's IT and Comms provider.

Sales Director of Equate - Alex Davis

What makes you tick?

Getting out and about meeting Bodyshop Owners' and their teams to understand their pain points, advising and providing innovative IT solutions so they can concentrate on what they are great at.

What service do you provide?

We initially provide a Cyber Essentials Gap Analysis Free of Charge, it will identify any security gaps and IT issues that need remedial work before you can go forward to your cyber essentials accreditation.



Fully Managed IT Services



Broadband and Connectivity



Hosted Telecoms Systems



Commercial Infrastructure

What have you got planned for 2024?

I am extremely excited that I am taking on a challenge to run Olympic Triathlons 1.5k (0.9 mile) swim, 40k (24.9 mile) bike, and 10k (6.2 mile) run in 78 Cities in the United Kingdom & Crown Dependencies & Overseas Territories in 2024. I will be raising funds for National Paralympic Heritage Trust, Oxford Hospitals Charity *

<https://www.justgiving.com/page/alex-davis-1705277721287>

<https://www.justgiving.com/page/alex-davis-1705278895461>

You will hopefully be seeing me soon in your areas when I pass through.

How is it best to contact you for help?

Please call Equate on **03451255400** or email me on **alex.davis@equategroup.com** to discuss how your Bodyshop can start saving & be protected.

*National Paralympic Heritage Trust, they are guardians of the Paralympic heritage and do amazing work with children using the Paralympic story. Their work includes using the collections to educate and break down negative perceptions towards disability, alongside providing inspiring role models for disabled children. This is such important work because disabled children still face an enormous level of bullying.

Oxford Hospitals Charity supporting The John Radcliffe Hospital (JR) is Oxfordshire's main accident and emergency site. The JR provides acute medical and surgical services including trauma, intensive care and cardiothoracic services



New Year's Resolutions

I am worried about my IT security



I haven't got Cyber Essentials



My emails keep crashing



My tablets are not working on the WIFI



Issues accessing call recording relating to a customer service call



My internet is so slow for uploading images



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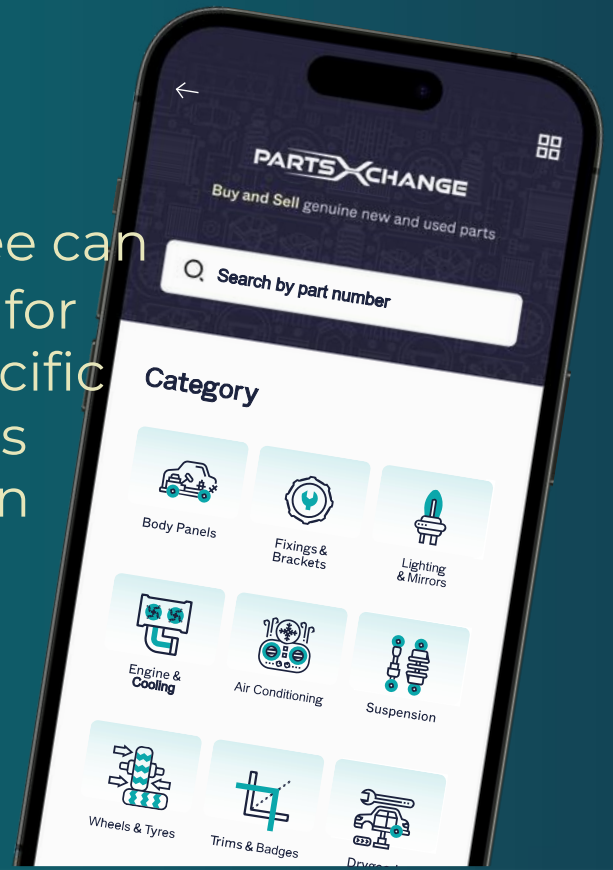
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THE PARTSXCHANGE SOLUTION



The Case of a Car Bodyshop

Businesses must adapt to the ever-changing landscape of customer acquisition in today's digital age. One of the most effective methods is harnessing the potential of social media. In this article, we'll delve into how a car bodyshop utilised social media to expand its customer base and share insights on the strategies that can benefit your business.

Leveraging Social Media for Business Growth

Social media platforms serve as more than just a means of connecting with friends and family; they are now powerful marketing tools. The car bodyshop recognised this potential and decided to tap into it.

Strategies to Enhance Customer Acquisition

The car bodyshop adopted the following strategies to optimise social media usage and grow their business:

Creating Engaging Content

The first step to social media success is creating engaging content that resonates with your target audience. The car bodyshop focused on producing visually appealing posts showcasing their repair work, before-and-after photos, and customer testimonials.

By doing so, they were able to capture the attention of potential customers.

Consistent Posting Schedule

Consistency is key in the world of social media. To keep their audience engaged, the bodyshop maintained a regular posting schedule. This not only helped in keeping their existing followers interested but also attracted new ones.

Utilising Relevant Hashtags

Hashtags are a vital component of social media strategy. By using industry-related hashtags, such as #CarRepairs and #AutoBodyShop, the car bodyshop ensured that their posts reached a wider audience. This also improved their visibility on platforms like Facebook, LinkedIn, Instagram and Twitter.

Interacting with the Audience

Engagement is a two-way street. The car bodyshop actively responded to comments, messages, and inquiries from their audience. This personalised approach helped in building a strong online community and customer trust.

Running Targeted Ad Campaigns

In addition to organic content, the car bodyshop invested in targeted advertising. By identifying their ideal customer demographics, they created ads that specifically reached out to those most likely in need of their services. This approach significantly boosted their customer acquisition.

The Results

By diligently implementing these strategies, the car bodyshop witnessed a remarkable surge in their customer base. Their online presence not only attracted local customers but also garnered attention from a wider geographical area.

In conclusion, social media is not just a platform for socialising; it's a dynamic tool for boosting your business. The car bodyshop's success story is a testament to the immense potential that social media holds for those willing to explore and harness it.



FREE
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A business should use Social Media Management services for several key reasons:

Expertise: Our services bring a deep understanding of social media platforms, algorithms, and best practices. This expertise is crucial for leveraging these platforms effectively to promote a business.

Time Efficiency: Managing social media accounts can be time-consuming. Our services free up the business's time, allowing them to focus on their core operations while you handle their online presence.

Consistency: Maintaining a consistent social media presence is essential for engagement and growth. Our services ensure regular posting and interaction with the audience.

Content Creation: We can create engaging and relevant content tailored to the business's target audience, enhancing their online branding and visibility.

Audience Engagement: Effective engagement with followers is key to building a loyal customer base. Our services can actively interact with the audience, responding to comments and messages, and fostering community engagement.

Growth Strategies: We can develop and implement growth strategies, including audience expansion and follower acquisition, to help the business reach a larger audience.

Analytics and Insights: Social media platforms offer valuable data, and our services can interpret and use these insights to make data-driven decisions, improving the business's social media performance.

Crisis Management: In the event of negative PR or crises, our services can help manage the situation, mitigate damage, and protect the business's reputation.

Competitive Edge: An effective social media presence can help a business stand out from competitors and reach a wider market. Our services can give them a competitive edge.

ROI Tracking: You can track and measure the return on investment (ROI) from social media marketing efforts, ensuring that the business's resources are used efficiently.

In summary, your business using our Social Media Management services will benefit with our expertise, you will save time, maintain consistency, engage with your audience, and will achieve your social media goals efficiently and effectively. Our services can be a valuable asset for your online branding and marketing.



 **01253 280524**

 **07918 655630**

THE FUTURE OF PAINT CURING: 1 MINUTE VEHICLE PAINT CURING!

In the world of automotive body repair and paint, efficiency and speed are crucial. Repair centres are constantly seeking ways to optimise their processes and reduce cycle times. One significant advancement in this field is the introduction of UV paint curing technology. In this blog post, we will explore how UV paint curing is changing the game and revolutionising the automotive repair industry.

Understanding the Need for Speed

Automotive coating technology has come a long way, with a focus on cost-effective methods for body and paint repairs. The industry's new buzzword is "cycle times," which refers to the time it takes to complete a repair job. Shorter cycle times mean more efficiency and productivity, making it essential for modern body repair centres to adopt innovative solutions.



UV Paint Curing: A Game-Changer

UV paint curing is not a new concept, but it has been associated with high costs, primarily due to the expensive handheld units required for the process. However, Scangrip, one of the world's leading handheld LED solution companies, has entered the scene with an exciting range of handheld UV LED lights, and what's even more remarkable is the cost-effectiveness they offer.

The Scangrip UV range offers something for everyone of every budget. Even the top of the range unit is remarkably great value for money.

HOW DO UV PAINT CURING LIGHTS WORK?

UV (Ultraviolet) paint curing lights work by emitting high-intensity ultraviolet light in the UV-A or UV-B spectrum to rapidly cure or harden certain types of paints, coatings, adhesives, and inks. This curing process is often used in automotive repair, printing, woodworking, and other industries where quick drying and hardening of materials are essential. Here's how UV paint curing lights work:

Ultraviolet Light Source: UV curing lights are equipped with specialised UV lamps or LEDs that emit UV radiation in the desired wavelength range. The most common UV wavelengths used for curing are in the UV-A range (around 365 to 405 nanometers) or UV-B range (around 280 to 315 nanometers).

Photosensitive Materials: To work with UV curing, the paint or coating being applied must contain photo-initiators or photoactive compounds. These materials react when exposed to UV light and initiate a chemical reaction known as polymerisation or cross-linking. This reaction causes the liquid coating to solidify and harden rapidly.

Application of Coating: The UV-curable paint or coating is applied to the surface of the object to be treated. This could be a car panel, printed material, wood, or any other substrate.

UV Exposure: The UV curing light is then directed at the coated surface. The high-intensity UV light activates the photo-initiators within the paint or coating, triggering the polymerisation process. As a result, the liquid coating transforms into a solid, durable finish.

Rapid Curing: UV paint curing is exceptionally fast. Depending on the intensity of the UV light source and the thickness of the coating, the curing process can take just a few seconds to a few minutes. This speed of curing is one of the main advantages of UV curing technology, as it significantly reduces production time and allows for quicker handling of finished products.

No Solvents or Heat: Unlike traditional paint curing methods that may require solvents or heat, UV curing does not rely on these elements. This makes UV curing an environmentally friendly and energy-efficient option, as it produces minimal volatile organic compounds (VOCs) and does not generate excessive heat.

High-Quality Finish: UV-cured coatings typically result in a high-quality finish with excellent adhesion, hardness, and durability. The absence of solvents also means there is no risk of solvent-related defects like wrinkling or bubbling.

In summary, UV paint curing lights work by emitting UV radiation to trigger a rapid chemical reaction in UV-curable coatings, transforming them from a liquid to a solid state. This technology offers numerous advantages, including speed, energy efficiency, and high-quality finishes, making it a popular choice in various industries.

THE FUTURE OF PAINT CURING IS HERE! WITH SCANGRIPS FEATURE PACKED RANGE!



The UV PEN is the starter in the Scangrip UV range and is designed for small spot repairs. Its rechargeable and really handy as it comes with a pocket clip making it really easy to carry. Its designed for narrow edges such as doors and wheel arch areas. its charged via a small USB adapter.



NOVA-UV S is slim and handy with a long operating time. Due to the flexible bracket with strong magnets, NOVA-UV Scan be placed in different positions to obtain the desired UV cure angle.

The housing is made of sturdy die-casted aluminium and is resistant to strokes, shocks and vibrations. Solvent resistant glass lenses are fitted as standard

It has a built-in timer system from 1-5 minutes and a battery indicator.

It's very comfortable to hold and the angle is perfect in your hand so that you can keep it easily over the area to be cured.

Magnets placed in the handle also help you store the lamp when not being used. I simply stuck it to the paint booth wall when not being used and this kept it safe and easily to hand.

There is optional stands as well so that you can set a couple of lights up to cure a large area.



The Extreme

Scangrip have introduced the new EXTREME UV paint curing light which they state is the worlds most powerful UV paint curing lamp.

The UV-EXTREME, identified by item no. 03.5272, and the UV-EXTREME PLUS, marked with item no. 03.5273, will deliver over three and six times the power, respectively, compared to the current UV lights, making them the most potent UV lights globally.

These two new EXTREME curing lights have an active cooling system in place to maximize UV output while maintaining a compact product design.

The UV-EXTREME PLUS stands out as the most superior and powerful LED work light worldwide, ideal for rapidly and efficiently curing larger paint repair areas, reaching dimensions of up to 135 x 130 cm, equivalent to the size of a car door.

The UV-EXTREME work light comes packaged in a robust and high-quality case capable of withstanding shocks and rough handling during shipping. This case features a built-in handle for ease of transport, and when the lights are not in use, it can serve as a convenient storage solution for the lamp.

Cold Curing Technology for Versatility

Scangrip's range of LED solutions for UV curing is suitable for curing UV-cured primers and UV-cured body fillers, making it versatile for various paint repair work. It offers faster curing times, with high-performance capabilities allowing for curing in just 1 minute. Additionally, these LED units have a long lifetime, exceeding 30,000 hours of use, and consume minimal energy. Importantly, they do not generate heat, ensuring the safety of the user.

So if you are looking for the latest UV paint Curing Technology then Scangrip have an offering for you, and at any budget. UV paints and fillers are here to stay and are only going to get better as technology and more manufacturers push the development boundaries.



Q1: What is UV Paint Curing and how does it work?

A1: UV Paint Curing is a process that utilizes ultraviolet (UV) light to quickly dry or cure paint coatings on surfaces, especially vehicles. This method involves exposing the freshly painted surface to UV lamps, which emit a specific light wavelength to accelerate the drying process.

Q2: What are the benefits of using UV Paint Curing Lights for vehicle paint curing?

A2: The primary benefits include significantly reduced drying time – often just 1 minute – improved paint quality, energy efficiency, and a lower environmental impact compared to traditional curing methods. This technology also allows for immediate quality checks and faster throughput in paint shops.

Q3: Are UV Paint Curing Lights safe to use?

A3: Yes, when used correctly and with proper safety equipment, UV Paint Curing Lights are safe. It is important to follow manufacturer guidelines, use protective gear, and ensure proper ventilation to avoid exposure to UV light and fumes.

Q4: How does 1-minute vehicle paint curing revolutionize the auto industry?

A4: This technology drastically reduces wait times for paint curing, allowing for a more efficient workflow in auto manufacturing and repair shops. This results in faster delivery times, increased productivity, and potentially lower costs for both businesses and consumers.

Q5: Can UV Paint Curing lights be used on all types of vehicle paint?

A5: the short answer is No, UV Paints and fillers are specific and only to be used with UV paint curing lights. These specialist products can be found easily though as they are manufactured by all the leading players in the paint industry. Check out our UV Paint Curing compatibility guide here!

Q6: How does UV Paint Curing compare to traditional drying methods?

A6: Compared to traditional drying methods, UV Paint Curing is much faster, more energy-efficient, and can provide a more durable and higher-quality finish. However, it may require a higher initial investment in equipment and specialized paints.

Q7: Where can I find more information about UV Paint Curing technology?

A7: For more detailed information, visit our blog post at

<https://www.basicwelding.co.uk/blogs/news/1-minute-paint-curing>, which provides an in-depth guide to this innovative technology.

Visit WWW.BASICWELDING.CO.UK

[CONTACT US](#)



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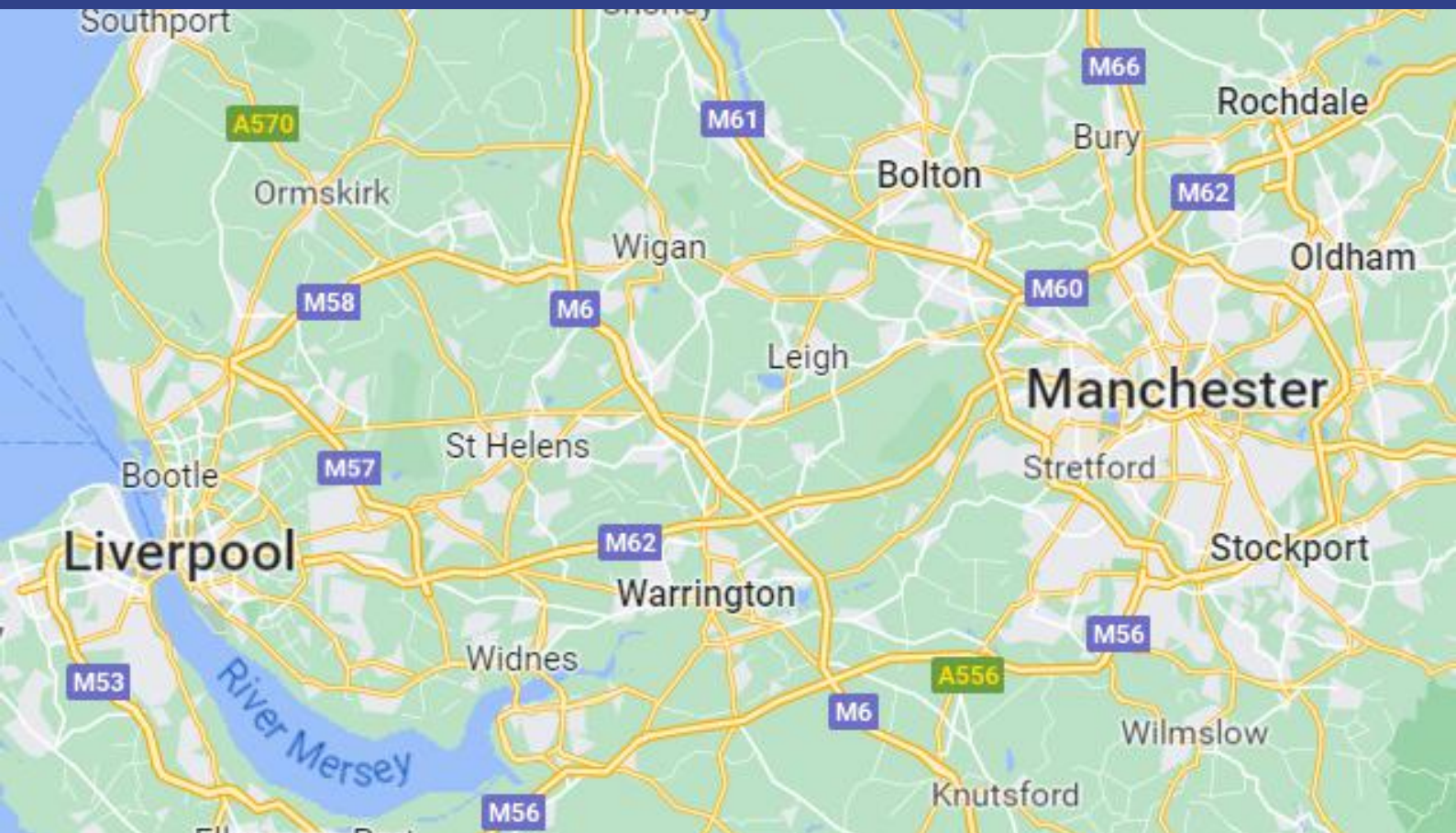
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Parts North West	FIAT	0161 848 6800 parts.northwest@mpsa.com
Johnsons Honda Wigan		01942 219 206 tradepartswigan@johnsonscars.co.uk
		07917 868203
Premier Isuzu	ISUZU	0161 393 6240 isuzuparts@premier-car.co.uk
Vertu JLR Bolton		01204 557522 boltontradeparts@farnelljr.com
Parts North West	Jeep	0161 848 6800 parts.northwest@mpsa.com
Premier Kia (Rochdale) Premier Kia (Tameside)		01706 718029 kiaparts@premier-car.co.uk 0161 343 2216 kiaparts@premier-car.co.uk
Vertu JLR Bolton		01204 557522 boltontradeparts@farnelljr.com
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GDI Services	ADAS/Diagnostics & Airconditioning	07740 866555 www.gdiservices.co.uk
Supertune Automotive Ltd	Refinish Products	0161 710 0514 www.supertune.co.uk osales@supertune.co.uk













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Johnsons Honda Wigan		01942 219 206 tradepartswigan@johnsonscars.co.uk
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Premier Isuzu	ISUZU	0161 393 6240 isuzuparts@premier-car.co.uk
Vertu JLR Bolton		01204 557522 boltontradeparts@farnelljr.com
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Supertune Automotive Ltd	Refinish Products	0161 710 0514 www.supertune.co.uk osales@supertune.co.uk

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