

NORTH WEST BODYSHOP SUPPLIERS

INDEPENDENT PROMOTOR OF
MAIN DEALER PARTS,
SERVICES & EQUIPMENT

March/April 2024



The newsletter supporting bodyshops!

Top News

School of Thought has evolved since it's creation in 2019 and we couldn't have done it without the support of our great partners.



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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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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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We are the original Stellantis &You parts hub, with a very experienced team. We have added Fiat, Abarth and Fiat Professional to our stocked range,



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Hello, I am Johnny Helps, the proud owner of Total Spray Repair Centre, an independent body shop located in the heart of Manchester.



Kirsty Mellon Recruitment

Staff Retention by definition:

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NORTH WEST BODYSHOP SUPPLIERS

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NWBS Newsletter

March/April 2024

Hi All,

Welcome to the Spring Edition of the NWBS Newsletter. Although it seems like some bodyshops have gone a bit quieter this last few weeks in general things are still very busy. Remember I can help you source anything you may need as a Bodyshop/Garage or Main Dealer whether it be Main Dealer parts at competitive prices delivered to your bodyshop no matter what franchise or new or used equipment or any other services that you may need. Just get in touch and ask the question ring/whatsapp/text me 07917 868203 or email neil.nwbs@outlook.com and I will do the rest.

I hope you enjoy the read as you will find some interesting articles that will hopefully help your business as well as lots of companies introducing their products & services. Bodyshop spotlights this time from Road & Race Cheshire and Total-Spray Salford, If you want to feature your Bodyshop for Free in the next newsletter just let me know.

A great feature about David Tully who is a Bodyshop owner who stood in the recent by Election in Rochdale and came second to George Galloway, Well Done Tull.

Our Charity section is taking off with some fantastic efforts from Dan at Goddard & Staines and Ben from Fix Auto Mcr East as well as the team at Waltons announcing their Charity for 2024, Well Done all.

If you are doing anything for Charity and want to feature again just let me know, Our industry does some great work for Charity so lets shout about it.

As always get in touch if you want to advertise in the Summer Edition.

Have a nice Easter Break and see you soon

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



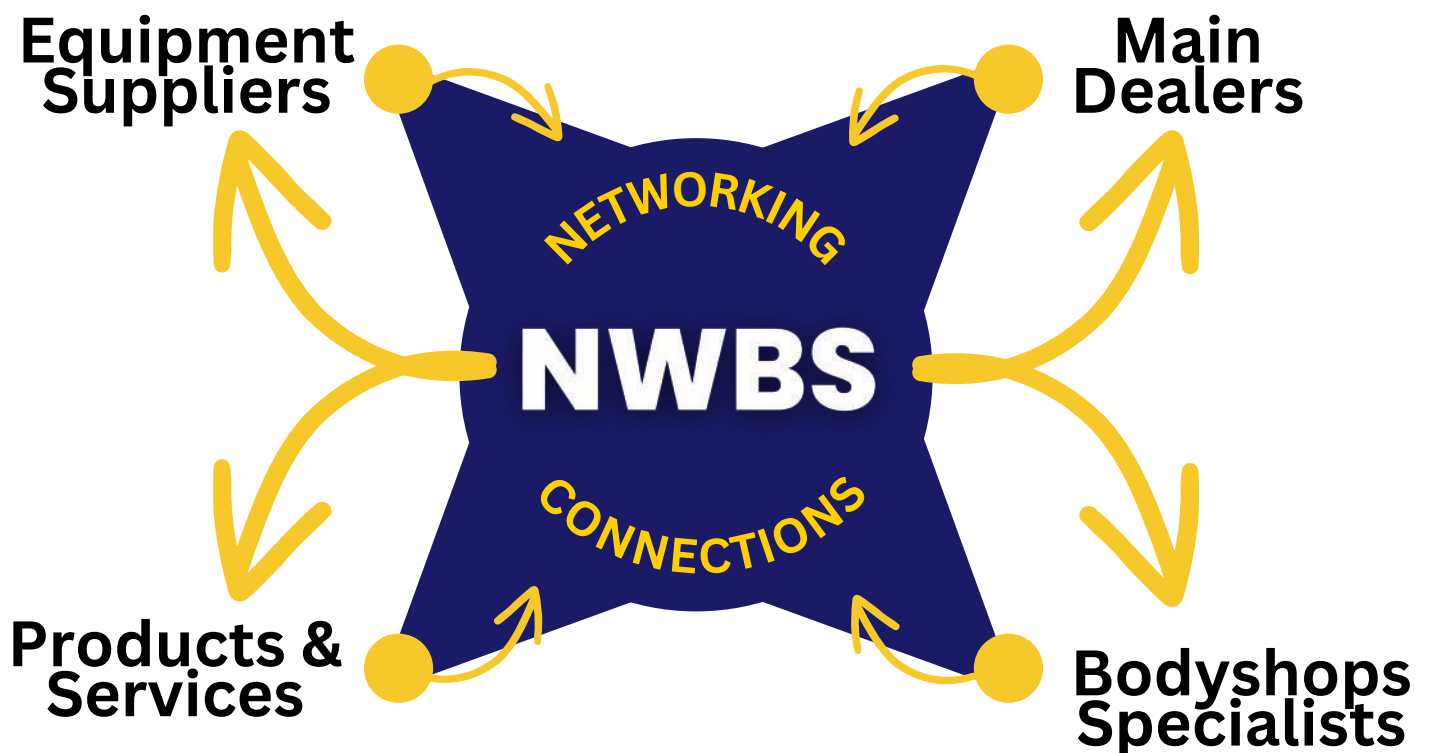
I am a dedicated sales professional with a passion for helping and supporting my customers. My commitment to excellence is demonstrated by my drive to succeed, which has enabled me to specialise in helping main dealers and other partners sell parts and their products and services to the motor trade.

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.

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We take pride in our Platinum Partnership with the top Bodyshop trade association in the UK and our ongoing collaboration with prominent bodyshop consultants.



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IT'S A PERFECT TIME TO REVIEW YOUR INSURANCE COVERAGE

As some of you may have noticed during your insurance renewals this year, the UK insurance market is consistently raising rates for both Personal and Business policies, including Motor Trade Insurance. Typically, most insurers are imposing an average rate hike of 10% for businesses with a clean claims record in the past year.

WAYS WE CAN ASSIST

In our team, we bring over 35 years of valuable experience supporting Bodyshops and Commercial Body Builders.

We have forged solid partnerships with leading Motor Trade Insurers and are acknowledged as brokers who understand the risks in this industry.

Our thorough assessment will examine your current insurance coverage and suggest enhancements to optimise your overall policy.

A RECENT REVIEW BY A NBRA MEMBER

I'd like to give a big shoutout to Atticus, one of your supplier members. They helped me save nearly £3,000 on my insurance renewal. Interestingly, they worked with the same underwriter and did an outstanding job.

- Highly professional
- Incredibly helpful
- Thoroughly explain details
- Available after hours to provide reassurance

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



LUKE JONES

MD Atticus Insurance

Insurance premiums continue to rise for all types of insurance products. It is essential to collaborate with an insurance broker who provides personalised guidance and guarantees that the renewal choices proposed are best suited to your business requirements.

As an independent broker, we take pride in delivering a first class service to all our clients and safeguarding their interests at all times.



BODYSHOP SPOTLIGHT



Hello, I am Johnny Helps, the proud owner of Total Spray Repair Centre, an independent body shop located in the heart of Manchester.

My entrepreneurial journey began three and a half years ago when I became a full-time single father at the start of the pandemic after being laid off. It was a sink-or-swim moment, but our commitment to excellence in work and service at our body shop allowed us to attract and retain a significant amount of private and contract work.

As we now step into our fourth year, our growth is accelerating. We have expanded our services and are fully equipped with Audatex for all insurance-related work. Operating two booths – one for commercial vehicles and one for everyday cars – we meticulously mix our own paint in-house using the latest Lesonal paint scheme, ensuring precise color matching with a camera for optimal results.

Our services include vehicle maintenance contracts, insurance claims, private commissions, dealership support for sales departments, and warranty work. With a dedicated team of five, we are enthusiastic about the continued growth and success of our business.

To cater to our customers' needs, we offer a fleet of courtesy vehicles for private, trade, or insurance purposes.

For more information, visit our website at www.totalsprayrepaircentre.co.uk.

Best regards,
Johnny Helps

Why Choose Us?
Well Established Car Body Shop

Skilled & Expert Technicians

All Makes & Models Repaired

Commercial Vehicle Repairs

Accident Repair Specialist

High Quality Body Repairs

Friendly, Courteous Service

Opening Times
MON: 8:30am - 5:00pm

TUES: 8:30am - 5:00pm

WEDS: 8:30am - 5:00pm

THURS: 8:30am - 5:00pm

FRI: 8:30am - 4:00pm

SAT: 8:30am - 1:00pm

SUN: CLOSED

Business Information
Total Spray Repair Centre
Auto Body Shop
Canal St, Salford
Manchester, M5 4ST

Contact Us
0161 925 9990

MEET THE TEAM

STELLANTIS  &you
SALES & SERVICES

Parts NORTH WEST

We are the original Stellantis &You parts hub, with a very experienced team. We have added Fiat, Abarth and Fiat Professional to our stocked range, alongside Eurorepar all-makes and supplier range products such as Bosch, Valeo and Monroe - so a product for every budget. We relocated in 2021 to a brand new facility, allowing even greater stock profile - so we can cover Greater Manchester and beyond for all your trade needs. This includes a full consumables range such as gloves, grease, sprays and much more.

Gary Rhodes



Time at PNW: 3 Months
(initial 7 year stint)
Time in trade: 22 Years
Interests: Socialising, Football

Elliot Wainwright



Time at PNW: 2 Years
Time in trade: 8 Years
Interests: Karting, Motorsport

Matthew Seel



Time at PNW: 11 Years
Time in trade: 26 Years
Interests: TV, Films, Family

Neil Dowling



Time at PNW: 14 Years
Time in trade: 16 Years
Interests: Lego, Fishing, Gaming, Family

Chris Huck



Time at PNW: 9 Years
Time in trade: 20 Years
Interests: Motorsport, Ice Hockey, Motorbikes

Jake Cooper



Time at PNW: 1 Year
Time in trade: 10 Years
Interests: Football, Drink, Darts, Family

PLEASE MENTION
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BODYSHOP SUPPLIERS
NWBS
WHEN REPLYING TO ADVERTS



Ian Dale

Parts & Accessories Sales Manager

Time at PNW: 23 Years (12 years in first stint)

Time in trade: 39 Years (Two stints at Stellantis & You, a brief gap in between spent with another Peugeot garage.)

Interests: Real ale, socialising and walking Frank the dog.

Anthony McNally



Time at PNW: 1 Year
Time in trade: 23 Years
Interests: DJ, Dogs

Jasmin Dawson



Time at PNW: 2 Months
Time in trade: 5 Years
Interests: Walking, Family, Flying

Dave Spiby



Time at PNW: 4 Months
Time in trade: 30 Years
Interests: Football, Beer



OUR PARTS SALES REPRESENTATIVES



Paul Hurst

Time at PNW: 6 Years
 Time in trade: 29 Years
 Experience: Ian Skelly Manchester VAG, Manchester Audi (JMG), Mercedes Benz Commercial, Liverpool Audi, OEC/Parts North West.
 Interests: Cycling, Tennis, Walking Dogs, Cooking & Having family/friends round for dinner.



Charlie Baynes

Time at PNW: 2 Years
 Time in trade: 7 Years
 Interests: Sports and spending time with family and dog.



Issam Iqbal

Time at PNW: 5 Months
 Time in trade: 5 Years
 Interests: Boxing and going to the gym.



Dave Sharkey

Time at PNW: 9 Months
 Time in trade: 35 Years in Aftermarket Interests:
 Football, Holidays (Sand, Sea & Sun!), spending time with family.

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AND MOT EQUIPMENT.**



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The OEC Total Loss Avoidance (TLA) Programme offers a solution to bodyshops to prevent vehicles from being declared a writeoff.

By collaborating with vehicle manufacturers, OEC's collision solution provides a discount on the entire parts basket to help keep vehicles on the road. OEC's collision solution connects crash repairers directly with vehicle manufacturers, and dealers to notify vehicle manufacturers' central sales teams of every collision estimate written. OEC's specially designed software boosts your vision of the market for more effective, efficient parts sales.



TOTAL LOSS AVOIDANCE

Every year, thousands of vehicles are written off by insurance companies because their repair is deemed too expensive relative to the vehicle's market value.



HIGH CONNECTIVITY

By using data-driven algorithms, OEC's collision solution proactively seeks vehicles within crash repairers that are deemed borderline total loss.



WIN-WIN-WIN

CollisionLink Broker is the only system on the market to offer instant, accurate decisions for vehicles written off by insurers using our bespoke total loss scheme.



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vehicles saved*

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worth in incremental sales*

*based on the last 5 years

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business
energy
buy better, use less

recommended by



proud to support



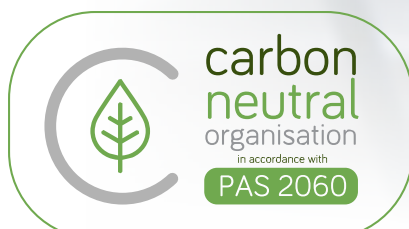
Achieve carbon neutral status in accordance with PAS 2060.

Better value utilities, independent energy and carbon management, from people who care about the body repair industry.

Reduce costs, attract more business and help the environment.

ECA Business Energy has helped over 500 bodyshops:

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- Cut 1.3kg of carbon emissions per job
- Offset 60,000 tonnes of carbon
- Increase revenue streams
- Support UK & worldwide projects



Join over 500 carbon neutral bodyshops. Become a member of ECA's Green Energy Drive.

Green Energy Drive.

ECA's specialist team work with more than 500 bodyshops, generating total savings of more than £5 million.

Benefits of joining ECA's Green Energy

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 - Access to ECA cloud based usage analysis

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analysis
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Image of the Citroen C3 Plus

Image Colour is for illustration purposes only



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1+14 (15 Month Lease - Initial upfront rental = £199.99 + VAT) 8,000 Miles Per Year - Customer to maintain.

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B 2 B

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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.

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Quality branded workwear for your business



02. Brand Awareness

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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.

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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.**



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

Contact Neil on: 07917 868203



For Any Suppliers not listed contact Neil on 07917 868203

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?



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QUALITY ASSURED CONSULTING 5 TOP TIPS

Know your numbers!

Most bodyshop owners I speak with have no idea about the financial side of their business. They are forever repairing vehicles and hoping for the best. One common reply I get when on this topic is 'there's money in bank' - This is NOT an indication that the business is profitable! If there's money in the bank today but not tomorrow does that mean the business is now not profitable on day 2? It's vital that you understand your business financials and have a process in place to monitor these on an ongoing basis, or you are setting up to fail. You may fail quickly or after a period of time, but you will 100% fail.

Do not price match!

I often see smaller bodyshops competing with other local places and undercutting them in order to secure a job. When I see bodyshops doing this I try to educate them as to why this is not a good idea. Every business has different running costs so it does not make sense to lower your prices to match or better a business with different overheads! Ultimately you end up repairing a vehicle no profit or, worse still, at a loss, just for the sake of stealing a job from a competitor. You should have a method of pricing work that is specific to your business, taking into account your overheads and required margins, and stick to that regardless of whether Fred down the road is cheaper - let him do those jobs as opposed to doing them at your detriment!

Don't be too proud to ask for help!

As 90% of my work comes from referrals I regularly take calls from bodyshop owners who are seeking help developing their business. Some have owned these bodyshops for many years and some are relatively new. In all cases one of the early things I say is 'the first step is seeking help'. There are a lot of bodyshop owners out there too proud or embarrassed to ask for help and, unfortunately, it's those that usually end up closing down. There are many examples in recent years of this happening.

If you are looking to make your business more profitable, sustainable and future proof, it's inevitable that you'll need to utilise people, so do not be too proud to ask them! Whether it's QAC or another, the first step to making these improvements you need is seeking assistance.



Know your contracts!

Analyse your contracts! Before you sign on the dotted line make sure you know what's being proposed.

What discounts are this work provider stipulating? Are these built into the repair or do they come after?

Are there hidden rebates in there or stipulations such as where you must purchase your paint and what paint this must be? Be aware of these kind of clauses as occasionally there's a monetary penalty for not obliging.

What liabilities are you signing up for – warranties? Courtesy vehicles? Who is insuring these courtesy vehicles? At what cost does this come to you?

There are so many key factors to be aware of when deciding whether to take on a particular contract and its vital you are considering the whole situation before agreeing to anything. Do not fall foul of the misconception that having a busy yard means you are making money – this is only the case if your contracts are profitable in the first place.

Invest in your people!

As we all know, staff in the motor industry are very hard to find. Good, reliable staff are even harder to come across. If you have a good team you should continually invest in them. Whether this is skills training, promotions or simply team-building days out, you are only as good as your team and its never been more important, as a bodyshop owner, to ensure your team feel valued.

With the constant evolution in vehicle technologies it's important that your team are up to date from a skills point of view so regularly investing in training, new techniques and equipment should be budgeted for. There are loads of providers out there and you should always be aware of the latest developments in the repair industry and, more importantly, ensure that your team are aware and capable of dealing with them

PHIL SHEDDEN

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British Heart Foundation

DAN MARTIN

from Goddard & Staines

My Story

So, in April 2024 I'm challenging myself to the BIG London Marathon to raise money for the British Heart Foundation.



Please Help if You Can!

We are the British Heart Foundation

We fund lifesaving medical research to beat the world's biggest killers.

Our vision is a world free from the fear of heart and circulatory diseases. We raise money to research cures and treatments, so we can give people more time with the ones they love.

We fund around £100 million of research each year into all heart and circulatory diseases and the things that cause them. Heart diseases. Stroke. Vascular dementia. Diabetes. They're all connected, and they're all under our microscope.

Heart attacks that strike without warning, strokes that shatter futures, newborn babies born with broken hearts. These are just some of the cruelties of heart and circulatory diseases. And the brutal reality is, there is so much more for science to discover before we can beat the world's biggest killers.

We have been funding science since 1961. Heart transplants, pacemakers, portable defibrillators and valve replacements are all breakthroughs we have helped fund.

Every donation you make helps fund scientific breakthroughs. Your donations will support the lifesaving research that turns science fiction into reality.

BODY SHOP ESTIMATES

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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.

Staff Retention by definition:

"the organisational goal of keeping productive and talented workers and reducing turnover by fostering a positive work atmosphere to promote engagement, showing appreciation to employees, providing competitive pay and benefits, and encouraging a healthy work-life balance"

Benefits of retaining the staff you already have:

- **Overall efficiency;** long term employees already know how your company works and what they have to do.
- **Higher productivity;** your team are already skilled in their work.
- **Higher team morale;** when your team feel like they belong, they will take pride in their work and perform better.
- **Reduced costs;** it's expensive to recruit and train new employees.

It's also very time-consuming advertising for, vetting, interviewing, recruiting and training new employees but I'll save those points for my next article.



Staff Retention by definition:

I hear a lot of different reasons why people want a new job, and often, there is something their boss could have done to stop them wanting to go. Broken promises from companies/ bosses, toxic environment/ colleagues and being treated unfairly are quite common answers.

You've already done the hard work to get your staff so what now? Well, some potentially obvious steps you can take are:

- **Providing competitive pay and benefits;** do some research and find out what your competitors are offering then beat it if you can.
- **Stick to the things you said at interview;** bonus, benefits, progression potential for example... If you said it was possible, work with them and make it happen.
- **Nurture a good company culture;** deal with negativity that comes up swiftly and diplomatically, treat your team members equally and fairly.
- **Training and support;** further qualifications in their field, in-house training across departments, promoting from within and supporting team members to grow.

That will not only make your team happy, but makes you as a company, very attractive.

And if you've got all that nailed already, then there's bonus points for showing appreciation or you can always provide incentives. Ask your team up front what would make them happy – and I mean ask now, don't wait till they're already trying to escape.

There's a lot of power in just communicating with your team; say hello, listen to their stories, remember their kids' names, and ask about their weekends.

Arrange a summer party, or team days or activities for targets that are achieved, treat them to a bacon roll on Monday morning, or pizza or a chippy tea on a Friday afternoon, there are so many things that don't have to cost the earth, little things that mean so much – I once had a job where we had a beer fridge and an hour before we finished for the weekend, we all got a free beer, that was a nice touch and it probably cost my boss **£20** a week.

Think back on your career. Think back to the jobs you've left and the reasons why. Could your boss have done anything differently? Did they even try? Remember those times, remember how it felt and treat people how you would have wanted to be treated.

Simon is taking part in Benathlon Series 3 and is raising money for BEN.

“Ben is the charity dedicated to supporting the people of the automotive industry, providing support for life for them and their family dependents.

Your donation helps Ben to work with people to improve their mental health, physical health and their wellbeing - whether they are facing a crisis or just need some support to get them back on track.”



**Simon works at Fix Auto
Manchester East**

[Donate Here](#)



Susan from Fix Auto has participated in Ben's life coaching service, which was fantastic. I have recently shared my experience of their assistance and encouragement, and it is now featured on their website.

[Read Susans
Story](#)



Susan's story

1 month, 100 miles, £100 - are you up to the challenge?

Throughout March, we're challenging our automotive family to complete the next challenge in our Benathlon series! So... what's involved? You'll have one month to clock up 100 miles and raise £100 for Ben!

How you increase your mileage is up to you, as long as you're exercising. Whether you're looking for an excuse to get your bike out of the garage, hit the gym, get in that pool or simply up your steps - Benathlon is a great way to give your health a boost and support your automotive family too. It's a win/win!

Sign up for free

Sign up for free today! You'll get a daily mile tracker and a fundraising toolkit to help you spread awareness while you raise funds. However you choose to move this March, just know that you'll be making a life-changing difference to automotive families in need.

Forward this email on to your friends, family and colleagues and get more people involved! More people than ever need our support, yours will mean we can reach them all.

Ben Fundraising Team



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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.

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“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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- 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.



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Have the HSE knocked on your door yet?

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School of Thought has evolved since it's creation in 2019 and we couldn't have done it without the support of our great partners.

School of Thought has evolved since it's creation in 2019 and we couldn't have done it without the support of our great partners.

Our new website features a Partners section where students can have direct access to search for careers and also to research what they actually do, whether that is technical or supply and support connecting them to this great industry and careers.

The link below is to our first edition of 'Partners' magazine which also has a feature in this issue on our partner Hickleys who not only supply garage equipment but also training aids for colleges which is really important to keep colleges up to date with new technology. A brilliant company supporting not only the industry with equipment but also education.

There is also information about two industry events we will be attending in June and how you can register to attend. The Garage and Bodyshop Event at the NEC and RTX The Road Transport Expo at Stoneleigh Showground in Warwickshire. School of Thought are inviting students to come and meet the industry and also to encourage companies to sign up for AWE24 Automotive Work Experience 2024.



School of Thought putting our partners at the forefront of the solution,

Enjoy the magazine and if you would like to do more please contact dave@ready4work.uk or julie@ready4work.uk or use the contact us section of our new website www.schoolofthoughtautomotive.co.uk



Mahdlo welcomes new patron

Fix Auto Manchester East's Generous Community Gesture

Fix Auto Manchester East has stepped in to help financially support a community project aimed at supporting young people throughout the community of Oldham.

The repairer has become a patron of Mahdlo Youth Zone, a community centre dedicated to providing help and support for youngsters aged between eight and 19 and for people with disabilities aged up to 25.

Commendably, they have agreed to support the community project for the next three years!

James Gore, Managing Director for Fix Auto Manchester East, said: "Myself and my brothers grew up and went to school in Oldham, as do my children, so it's a privilege to be able to give something back to the community and to help the area prosper."



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Our very own David Tully ran for the Rochdale By-Election

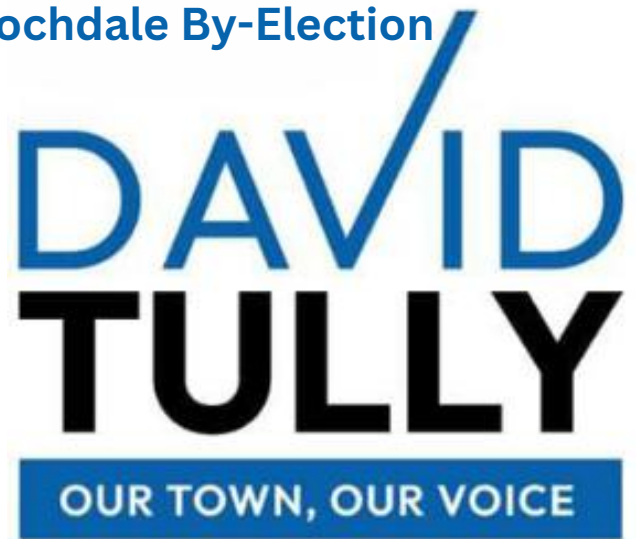
Raised in Rochdale, I have a profound understanding of the challenges our community faces. My educational path took me through Sacred Heart Primary, St Joseph's Middle School, and Bishop Henshaw High School. At 17, I met my wife, Lindsey, and together, we've nurtured a life with our four children while successfully running our local business, David Tully Ltd., a vehicle repair center.

My early years were defined by a love for rugby league, starting with Rochdale Mayfield's youth and open age teams, as well as playing for Lancashire. I also represented Rochdale Rugby Union and helped coach their youth team. I am a proud supporter with a season ticket for Rochdale AFC.

Engaging in charity work is essential to me, supporting organizations like the British Heart Foundation, the MND Association, and local charities such as the SG6 Foundation.

Throughout my journey, I have remained devoted to the well-being and progress of Rochdale. Upholding values of integrity, transparency, and inclusivity, I, as a local resident, aim to bring practical solutions for the betterment of our town.

It is crucial to me that every voice is valued, ensuring our children do not inherit the town's decline.



**WELL
DONE
TULL!**
ROCHDALE'S
CHAMPION!



David Tully, your dedication is commendable, proving to Rochdale that there is a demand for honest and hardworking individuals to represent them. It underscores the importance of voting, as neglecting to do so could result in an MP with a large ego and unconventional style. Consider running for office again, as the community now understands both the advantages and drawbacks. If the Labour and Conservative Party had integrity, they would allow you to run unopposed to challenge Galloway, but since they do not, you must surpass them as well. You have the ability and should consider running again – this time, success will be on your side!

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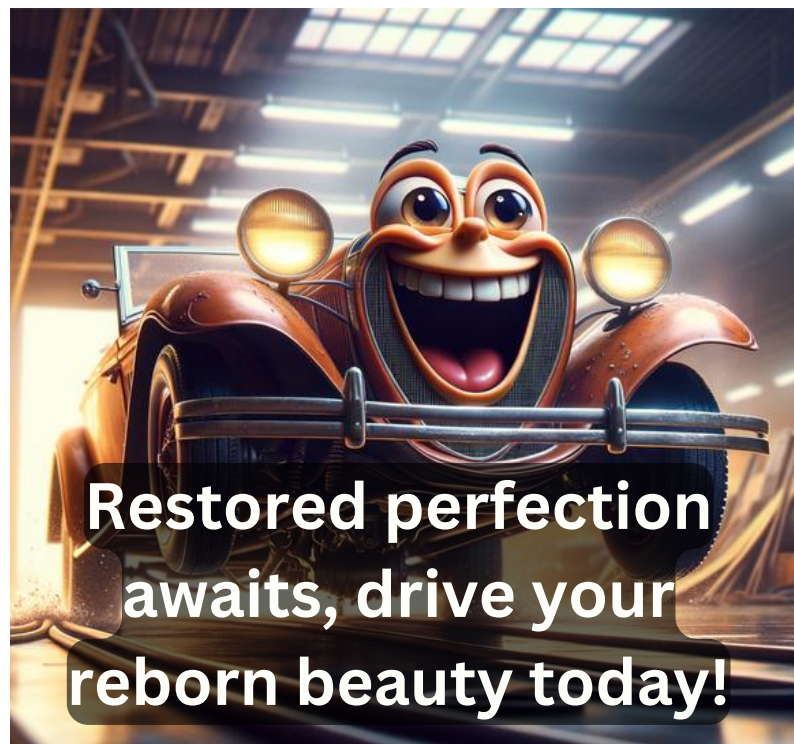
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5 Tips to securing non-fault repairs.

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.



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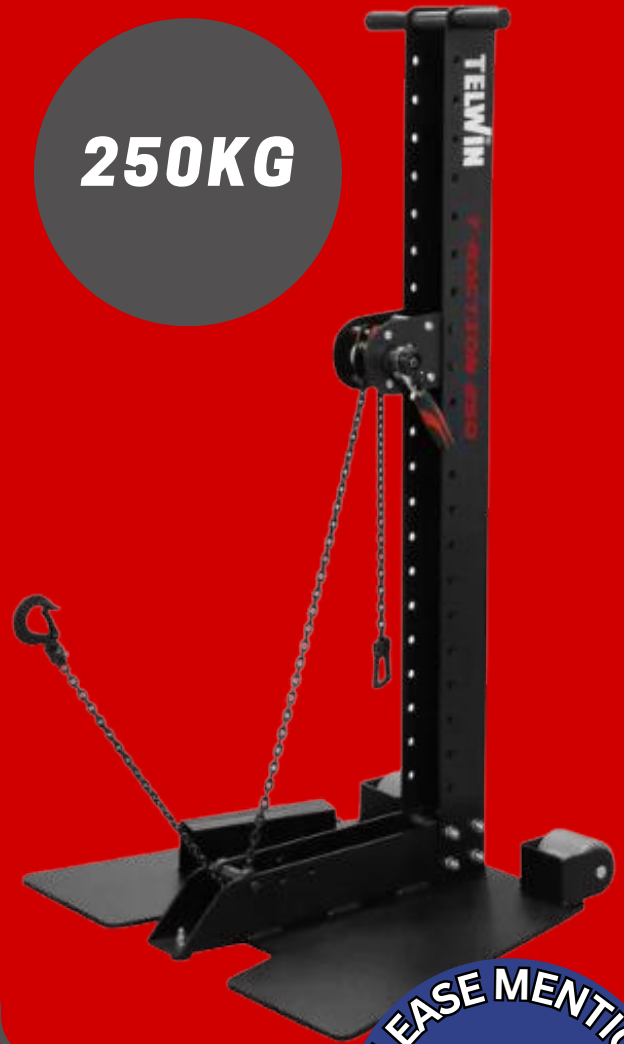
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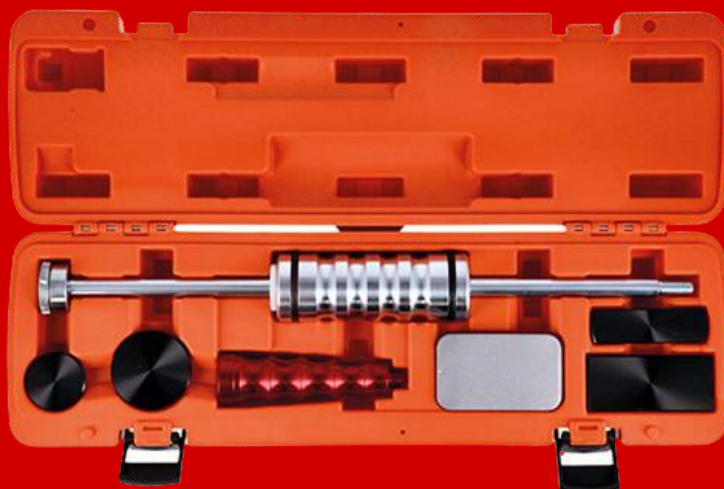
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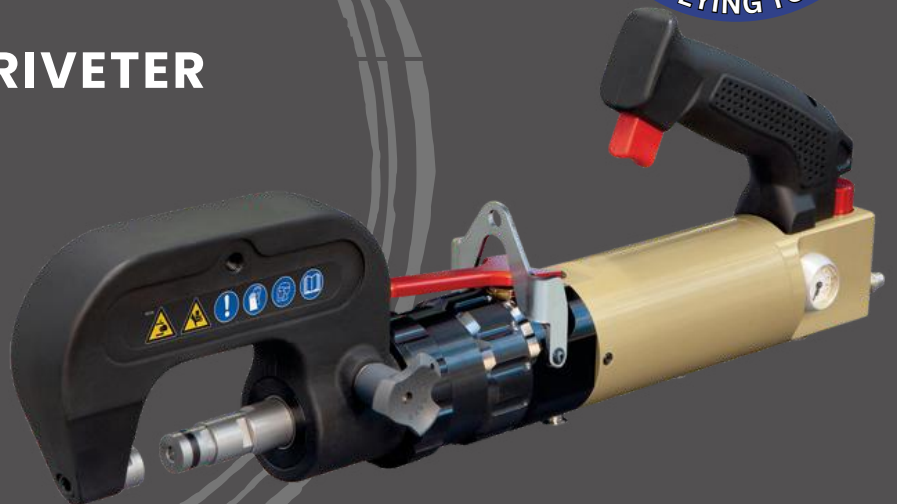
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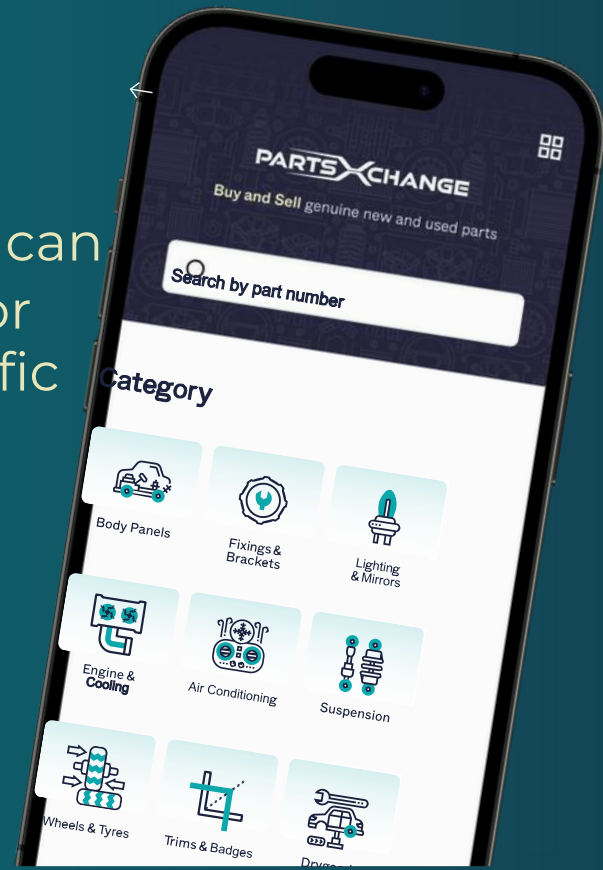
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Road and Race Cheshire also has Porsche recommendation and VW Audi approval; as such, we have invested heavily in manufacture training and repair equipment, including ADAS calibration tooling, HV repair facilities, the latest state of the art paint scheme, STL spray booths, as well as Jigs and wheel alignment equipment. We have been sure to set up shop with the future in mind



Both sites will function with the same ethos of quality of repair and exceptional service, as we continue to provide the best prestige vehicle accident repair for our customers throughout the North West.



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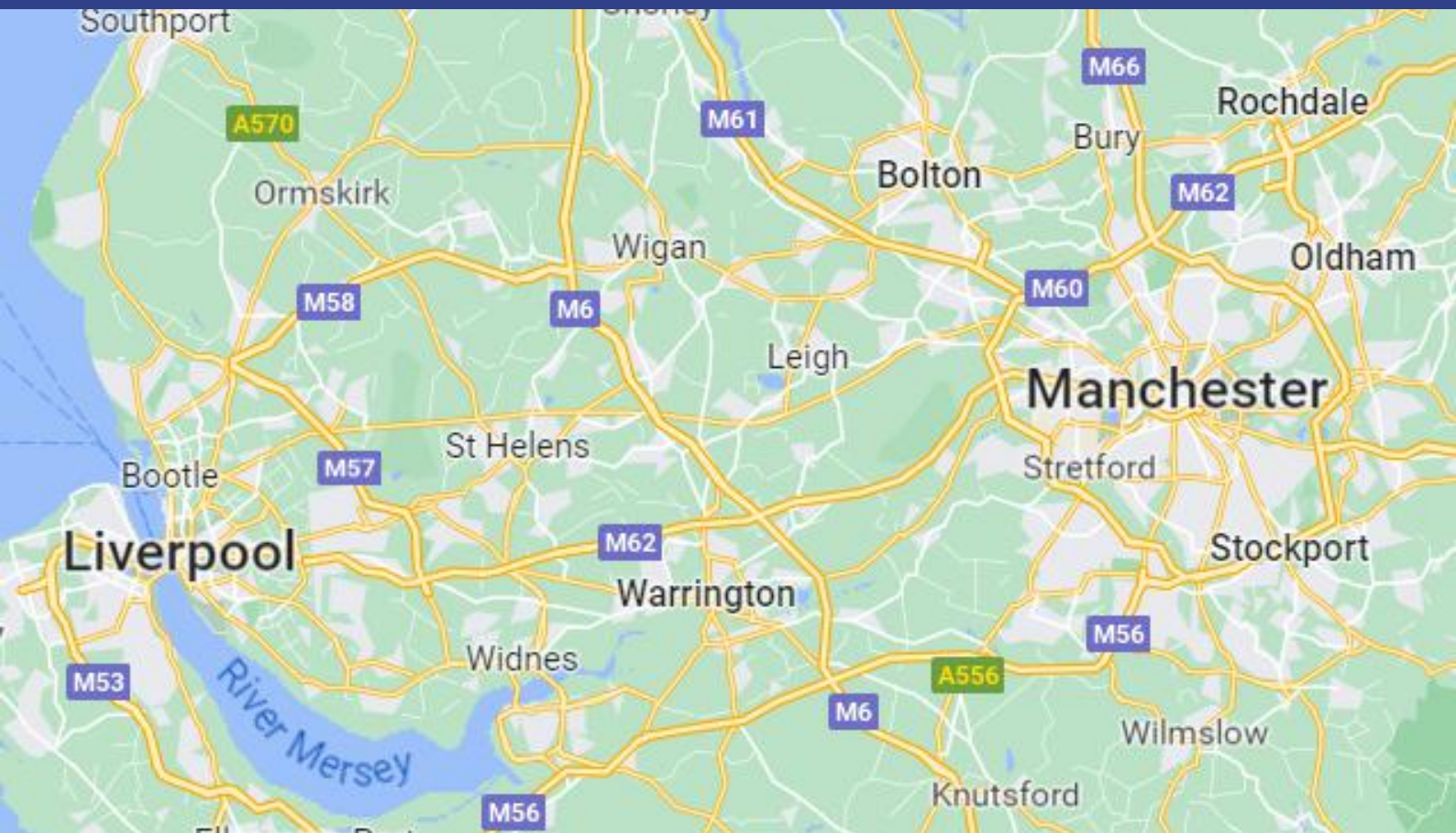
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Basic Welding Services	Welding Equipment & Suppliers	Quote Neil or NWBS 0161 223 1843 www.basicwelding.co.uk
Auto Logistic Solutions	Accident Management	0800 009 3296 www.autologic.co.uk claims@autologic.co.uk
B2B Workwear	Workwear	07734245808 www.b2b-supplies.co.uk lee.potter@b2b-supplies.co.uk

For Any Suppliers not listed contact Neil on 07917 868203















NWBS COVERAGE

NORTH WEST BODYSHOP SUPPLIERS LTD

Neil Buckley | 07917 868203 | neil.nwbs@outlook.com

Parts North West		0161 848 6800 parts.northwest@mpsacom
Williams Bolton Williams Manchester	BMW	01204 900 909 parts@williamsbolton.co.uk 0161 907 5107 parts@williamsmanchester.co.uk
Williams Stockport Williams Rochdale	BMW	0161 429 8881 parts@williamsstockportbmw.co.uk 01706 717 711 parts@williamsrochdale.co.uk
Parts North West		0161 848 6800 parts.northwest@mpsacom
Parts North West		0161 848 6800 parts.northwest@mpsacom
Parts North West	FIAT	0161 848 6800 parts.northwest@mpsacom
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@farnelljlr.com
Parts North West	Jeep	0161 848 6800 parts.northwest@mpsacom
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@farnelljlr.com
Prestige Wheels	Alloy Wheel Refurbishment	Quote Neil or NWBS 0800 8404040 Book Online www.prestigewheels.co.uk
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

Vans North West		01942 270114 parts@vansalesnorthwest.co.uk
Marshalls	 Mercedes-Benz	01204 545549 boltontradeparts@marshall.co.uk
eStar Mercedes Benz Truck and Van	 Mercedes-Benz Van & Commercial	0844 875 0041 parts.orders@estar.ltd
Williams Bolton Williams Manchester	MINI	01204 900 909 parts@williamsbolton.co.uk 0161 907 5107 parts@williamsmanchester.co.uk
Williams Stockport Williams Rochdale	MINI	0161 429 8881 parts@williamsstockportbmw.co.uk 01706 717 711 parts@williamsrochdale.co.uk
Premier Mitsubishi	 MITSUBISHI MOTORS	0161 393 6240 mitsubishiparts@premier-car.co.uk
West Way Nissan		0161 273 1054 tradepartsnw@westwaynissan.co.uk
Parts North West		0161 848 6800 parts.northwest@mpsacom
Porsche Chester		0151 357 1222 parts@porschechester.co.uk
Premier Ssang Yong		0161 393 6240 ssangyongparts@premier-car.co.uk
Premier Suzuki		01706 615156 suzukiparts@premier-car.co.uk
		07917 868203
Parts North West		0161 848 6800 parts.northwest@mpsacom
		07917 868203
Basic Welding Services	Welding Equipment & Suppliers	Quote Neil or NWBS 0161 223 1843 www.basicwelding.co.uk
Auto Logistic Solutions	Accident Management	0800 009 3296 www.autologic.co.uk claims@autologic.co.uk
B2B Workwear	Workwear	07734245808 www.b2b-supplies.co.uk lee.potter@b2b-supplies.co.uk

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Parts North West		0161 848 6800 parts.northwest@mpsacom
Williams Liverpool	BMW	0151 474 2002 parts@williamsLiverpool.co.uk
Parts North West		0161 848 6800 parts.northwest@mpsacom
Parts North West		0161 848 6800 parts.northwest@mpsacom
Parts North West	FIAT	0161 848 6800 parts.northwest@mpsacom
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@farnelljlr.com
Parts North West	Jeep	0161 848 6800 parts.northwest@mpsacom
Premier Kia (Rochdale)		01706 718029 kiaparts@premier-car.co.uk
Vertu JLR Bolton		01204 557522 boltontradeparts@farnelljlr.com
Vans North West		01942 270114 parts@vansalesnorthwest.co.uk
Prestige Wheels	Alloy Wheel Refurbishment	Quote Neil or NWBS 0800 8404040 Book Online www.prestigewheels.co.uk
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

Marshalls	 Mercedes-Benz	01254 506664 mercedestradearts@marshall.co.uk
eStar Mercedes Benz Truck and Van	 Mercedes-Benz Van & Commercial	0844 875 0041 parts.orders@estar.ltd
Williams Liverpool	MINI	0151 474 2002 parts@williamsLiverpool.co.uk
Premier Mitsubishi	 MITSUBISHI MOTORS	0161 393 6240 mitsubishiparts@premier-car.co.uk
West Way Nissan		0161 273 1054 tradepartsnw@westwaynissan.co.uk
Parts North West		0161 848 6800 parts.northwest@mpsacom
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