

# **NORTH WEST BODYSHOP SUPPLIERS**

**INDEPENDENT PROMOTOR OF  
MAIN DEALER PARTS, SERVICES & EQUIPMENT**

**The newsletter supporting  
bodyshops!**

## **MEET THE PARTS MANAGERS OF LOCAL MAIN DEALERS**

*Put a face to the parts manager of  
your local main dealer*

## **WHAT ARE THE DUTIES OF AN ENGINEER WHEN HANDLING INSURANCE CLAIMS?**

*A customer's entitlement and how  
the FCA regulations are applied.*

## **HOW TO GET THE RIGHT CUSTOMER #MARKETING SPECIAL PART 1**

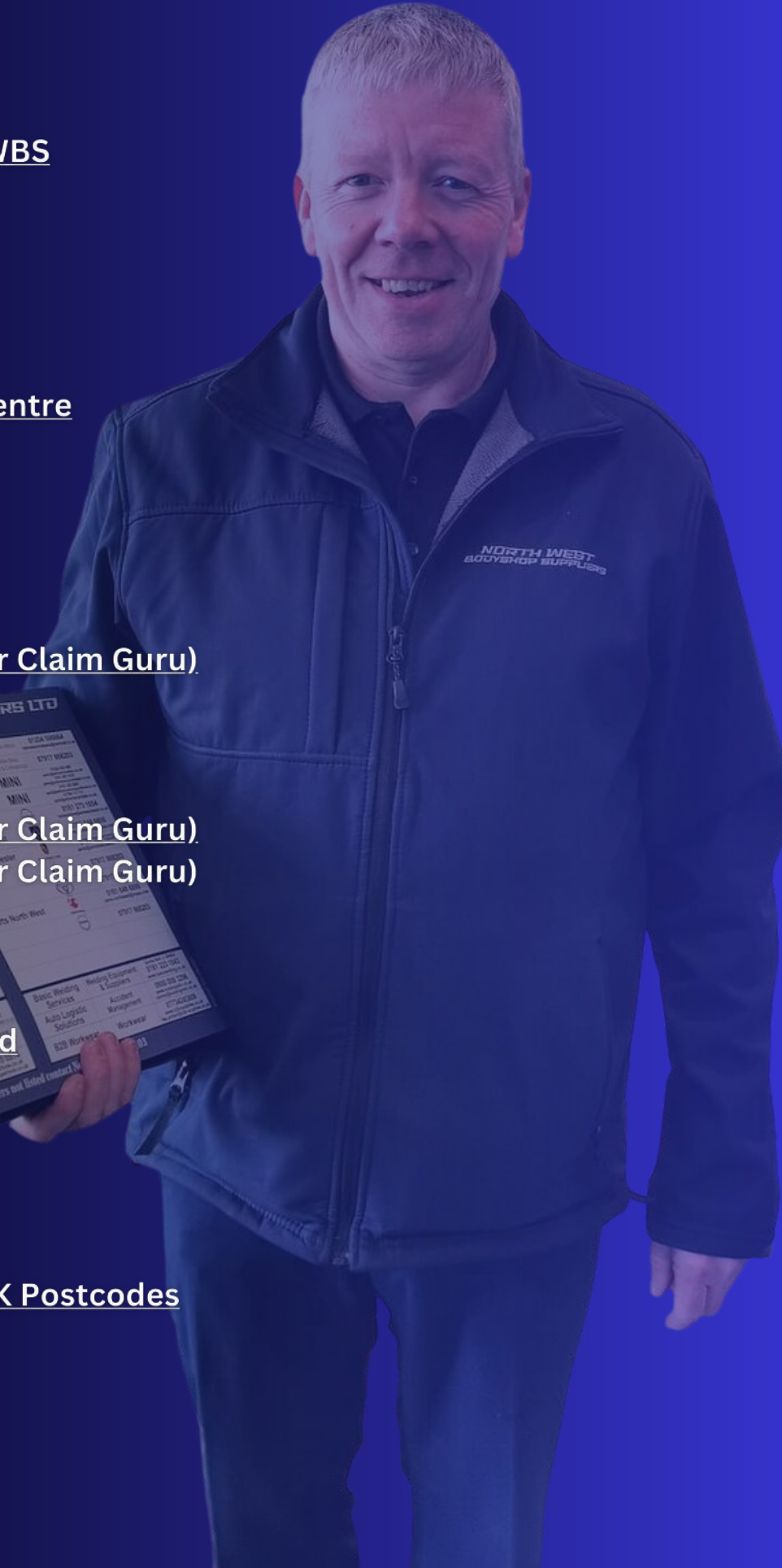
*Who is the "right type"  
of customer exactly?*

April - May 2023 Edition

# ***NORTH WEST BODYSHOP SUPPLIERS***

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# 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

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Suppliers

Main  
Dealers



Products &  
Services

Bodyshops  
Specialists

# "Meet the Main Dealer Parts Managers"

## MANAGERS PROFILES

Name: Ian Newton

Dealership: Williams Manchester

Franchises: BMW & MINI

How many Years in the Trade: 33 (26 with BMW)

Favourite Food: Italian

Favourite Drink: Beer

Favourite Team: United

Biggest Challenge in your Dept at the moment?

Finding good parts advisors

Ian Newton  
Williams Manchester



***NORTH WEST BODYSHOP SUPPLIERS LTD***

## MANAGERS PROFILES

Name: John Sweeney

Dealership: West Way Nissan

Franchises: Nissan

How many Years in the Trade: 38 Years

Favourite Food: Salad

Favourite Drink: Vimto

Favourite Team: Can you guess?

Biggest Challenge in your Dept at the moment?

Getting a brew in the morning!

John Sweeney  
West Way Nissan Mcr



***NORTH WEST BODYSHOP SUPPLIERS LTD***

# "Meet the Main Dealer Parts Managers"

## MANAGERS PROFILES

Name: Craig Donnelly

Dealership: Williams Bolton

Franchises: BMW & MINI

How many Years in the Trade: 40

Favourite Food: Mexican

Favourite Drink: Moretti

Favourite Team: None

Biggest Challenge in your Dept at the moment?

Retail Customers Expectations

Craig Donnelly  
Williams Bolton



***NORTH WEST BODYSHOP SUPPLIERS LTD***

## MANAGERS PROFILES

Name: Gareth Baker

Dealership: Porsche Centre Chester

Franchises: Porsche

How many Years in the Trade: 20 Years

Favourite Food: Curry

Favourite Drink: Beer

Favourite Team: Manchester United

Biggest Challenge in your Dept at the moment?

Back Orders

Gareth Baker  
Porsche Centre Chester



***NORTH WEST BODYSHOP SUPPLIERS LTD***

# "Meet the Main Dealer Parts Managers"

## MANAGERS PROFILES

Name: Ian Dale

Dealership: Parts North West

Franchises: Peugeot/Citroen/Vauxhall/Fiat/Chrysler  
Jeep/Alfa Romeo

How many Years in the Trade: 23

Favourite Food: Fish Chips & Mushy Peas

Favourite Drink: Real Ale

Favourite Team: Whoever is on at the pub.

Biggest Challenge in your Dept at the moment?

Meeting customer expectations due to parts shortages

Ian Dale  
Parts North West



***NORTH WEST BODYSHOP SUPPLIERS LTD***

## MANAGERS PROFILES

Name: Dave Earl

Dealership: Williams Rochdale

Franchises: BMW + MINI

How many Years in the Trade: 26 Years

Favourite Food: Rib Eye Steak

Favourite Drink: Mackmyra Whisky

Favourite Team: Liverpool

Biggest Challenge in your Dept at the moment?

The same as the whole of the Motor Trade – Availability

Dave Earl  
Williams Rochdale



***NORTH WEST BODYSHOP SUPPLIERS LTD***

**NORTH WEST  
BODYSHOP SUPPLIERS  
LTD.**

Number  
E-mail

07917 868203  
neil.nwbs@outlook.com

# "Meet the Main Dealer Parts Managers"

## MANAGERS PROFILES

Name: Carl Jones

Dealership: Williams Stockport

Franchises: BMW & MINI

How many Years in the Trade: 30

Favourite Food: Anything but Currents & Raisins

Favourite Drink: Real Ale

Favourite Team: Burnley (The Mighty Clarets!!)

Biggest Challenge in your Dept at the moment

The enjoyable challenge of maintaining our high levels of customer service.?

Carl Jones  
Williams Stockport



***NORTH WEST BODYSHOP SUPPLIERS LTD***

## MANAGERS PROFILES

Name: Mathew Kelly

Dealership: Williams Liverpool

Franchises: BMW + MINI

How many Years in the Trade: 36 Years

Favourite Food: Rib Eye + Fried Eggs

Favourite Drink: Brandy

Favourite Team: The Toffees

Biggest Challenge in your Dept at the moment?

Constant distractions that take me away from the job I am here to do

Mathew Kelly  
Williams Liverpool



***NORTH WEST BODYSHOP SUPPLIERS LTD***

# NORTHWEST BODYSHOP SUPPLIES LTD

Name: Neil Buckley

Company: Northwest Bodyshop Supplies Ltd

Franchises: I cater for all franchises

How many Years in the Trade: 36 Years

Favourite Food: Rib Eye & Chips

Favourite Drink: Becks/German Lager

Favourite Team: Oldham Athletic

Biggest Challenge in your Dept at the moment?

Getting bodyshops who don't know me to understand I can help there business



NORTH WEST BODYSHOP SUPPLIERS LTD	
Neil Buckley   07917 868203   <a href="mailto:neil.nwbs@outlook.com">neil.nwbs@outlook.com</a>	
Parts North West Williams Bolton Williams Bamber Williams Stourport Williams Northside	0191 548 6000 0191 548 6000 0191 548 6000 0191 548 6000
Parts North West Parts North West	0191 548 6000 0191 548 6000
Verhu J.R. Bolton Parts North West Verhu J.R. Bolton	0191 548 6000 0191 548 6000 0191 548 6000
Prestige Wheels GDS Services Supertone Automotive Ltd	0191 548 6000 0191 548 6000 0191 548 6000
Materials Williams Bolton Williams Bamber Williams Stourport Williams Northside	0191 548 6000 0191 548 6000 0191 548 6000 0191 548 6000
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**(Pictured from left to right Jason Gough MD, Mark Taylor Senior Panel beater, Stephen Heery Apprentice, Ian Warburton Tameside College**

# Walton Accident Repair Centre

Established in 1991. D. Walton Limited is a North West based, independent, family run accident repair centre located in Trafford Park, Manchester. We work alongside the UK's leading manufacturers, insurers, and fleets, as well as private vehicle owners, carrying out repairs on all makes and models of cars, vans and light commercial vehicles.

Our bodyshop hold the BS10125 Kitemark standard for vehicle body repair, along with numerous manufacturer approvals and we have also achieved preferred status with many of the UK's leading insurance companies.

This year we have passed our Audit's for the following manufacturer approvals; Nissan, Mazda, Suzuki, we have also passed our BSI Audit back in March.

Just last week we received the news that we have been shortlisted for finalist at the FMG Outstanding Repair Partner of the Year at the British Bodyshop Awards 2023.

We also took on our very first apprentice back in February 2022. Tom Phillips our Bodyshop Manager and Hayley Johnson our Compliance Officer are currently going into schools to attend career fairs and to speak to year 11 students about apprenticeships and opportunities here at Walton Accident Repair

Tenax road, Trafford Park M17 1JT      0161 872 8090  
waltonaccidentrepair.com



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# GDI *Services*

Specialists in OE Dealer Diagnostic Procedures,  
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Resetting of Dashboard Warning Lights

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### Calibration of Radars, Cameras & Sensors

- IMI quality assured program certificate for ADAS
- Years of experience in the calibration of ADAS sensors
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- 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](mailto:garygdi@live.co.uk) [www.gdiservices.co.uk](http://www.gdiservices.co.uk)



# GDI *Services*

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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.

Alfa, Fiat, Ford, Hyundai, Jaguar, Jeep, Kia, Land Rover, Mercedes, Nissan, Renault, VAG.

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.

Our OE Diagnostic equipment, software & security access allows us to complete OE ADAS Calibrations and safely program, code & configure new control modules Headlights, S-Racks, Radar, Airbag, Keys etc.

Call GDI 07740 866555

Email: [garygdi@live.co.uk](mailto:garygdi@live.co.uk) [www.gdiservices.co.uk](http://www.gdiservices.co.uk)



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# WHAT ARE THE DUTIES OF AN ENGINEER WHEN HANDLING INSURANCE CLAIMS? A CUSTOMER'S ENTITLEMENT AND HOW THE FCA REGULATIONS ARE APPLIED.

What are The duties of an engineer when handling insurance claims? a customer's entitlement and how the FCA regulations are applied.

When I first became an engineer one of the best thing 's i did was undertake training with the IAEA and do the exams, I truly believe anyone involved in the industry as engineer would benefit massively from doing it. I thoroughly enjoyed it and have continued to further my knowledge in the industry.

It is important you do not stop learning and feel you know it all, or become dismissive, I feel engineers have been massively undervalued by insurer's and are seen as an unwanted necessity, but maybe that is because they do not realise how beneficial engineers are.

It is a complex role, but one that few will understand the complexities of what law's & regulations surround it, the significance of them and how it effects the consumer.

It is probably a good place to start in understanding what an "Assessing Engineer" is.

1. Expert witness

2. Vehicle damage assessor

The two are very different though.

1 The expert witness has an overriding duty to the court in the evidence they provide, and not to their paymaster.

If advising in your professional capacity you that are an engineer, the report may be needed in court and could be subject to CPR 35 rules. Many an engineer applies rates advised by their work provider to be the rates being applied. The instance this is done, there report is no longer impartial, could be found in contempt of court, as their duty lies to the court not their paymaster.

When assessing and accident damaged vehicle, the "Engineers" role, is to evidence the damage, and identify the correct methodology to re-instate the vehicle. There is no duty for them to mitigate loss on behalf of any party. Ie, The engineer should not be negotiating in any way on anything other than the methodology or repair and what is required to carry out that repair.

2 The vehicle damage assessor has no duty to the court ( as they are not an expert witness) but DO have a duty to make sure the vehicle is re-instated to manufacture's specifications.

If a repairer changes the repair methodology based on what the engineer advises, it does not remove their liability. Both parties are then liable.

If you want to see how badly this can go ?

<https://www.motorclaimguru.co.uk/blog/an-attorney-who-on-monday-secured-a-315-million-verdict-over-a-body-shops-improper-repair-now-plans-to-re-sue-state-farm-insurance-for-its-alleged-influence-in-the-work-and-crash-test-aftermarket-part>

The regulations and law

The insurance industry is governed by the Financial Conduct Authority ( FCA) the FCA's role is to apply the statute that is the "Financial Services and Markets Act 2000".

When an Engineer acts for an Insurer, either as an independent contractor, or directly, they MUST abide by the FCA regulations, as they act under the Insurers regulated authority.

The main purpose of the FCA regulations is to protect Consumers from harm by "Financial Institutions" like insurers.

# WHAT ARE THE DUTIES OF AN ENGINEER WHEN HANDLING INSURANCE CLAIMS? A CUSTOMER'S ENTITLEMENT AND HOW THE FCA REGULATIONS ARE APPLIED. (CONTINUED)

The specific area is called "ICOBs". The Insurance Conduct of Business Standards. But there are other areas that apply as well.

These needs to be viewed relative to laws that apply.

This is the law of "Tort" applicable on a non fault claim

<https://www.motorclaimguru.co.uk/what-are-my-rights-on-a-non-fault-claim>

And Contract law. The contract of insurance.

All the above applies to an insurer or intermediary arranging an engineer, and if in doing so it leads to a material risk to a consumer, (an engineer negotiating in reducing settlement or an insurer contracting a repair at a reduced rate) could breach the regulations and cause financial detriment to the consumer. In doing so, the consumer has the right to go to the FOS and advise of these breaches and to seek full settlement and compensation.

As professionals, it would be wise to thoroughly understand the regulatory requirements that apply to our industry and that consumers are not harmed in their dealings when making a claim.

## Specialists in Alloy Wheel Refurbishments



Verified

28 Mar 2023

### My first time.

My first time getting an alloy repair. I asked at several places and they all mentioned Prestige Wheels and I can see why.

The service was spot on, you wouldn't know the wheel had been damaged and the cost was reasonable given the quality of service.

I will also be recommending them if someone asks.

Date of experience: 28 March 2023

 Trustpilot

 4.9/5

WEBSITE: [www.prestigewheels.co.uk](http://www.prestigewheels.co.uk)

EMAIL: [info@prestigewheels.co.uk](mailto:info@prestigewheels.co.uk)

PHONE:

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# HOW TO GET THE RIGHT CUSTOMER #MARKETINGSPECIAL PART 1

## How to get the right customer #marketingspecial part 1

It is clear that industry is in a mess, with rising cost at every avenue, it imperative you have the "right" type of customer. Who is the "right type" of customer exactly?

In short, the one that makes your business profit.

If you are not making profit, you don't have a business! You have an expensive hobby. The "what is the right type of customer?", is specific to your business. What does your business do? What services or products does it offer? Before you even start in business, you need to create a "differentiator", what makes you different?

This starts with your BRANDING! How much time and money have you invested in yours? Does it stand out?

The key to branding, is that you need to be the first company everyone thinks of when they need the services you provide. You also need visual links, or auditory ones that make you think of that company. How many can remember a tune to an old advert? With Smash makes mash for example? Or the Milk Tray Man? Nearly 50 years later, and it is still in your head! That is superb branding and marketing.

What is your branding saying about you?

The first thing is to make sure that your branding lets people know what it is! that does not necessarily need to be the services you provide, but it

certainly helps. For example, my brand name, motorclaimguru lets you know exactly what I specialise in, my visual link is

The colours are bold and distinctive, and the colour of Orange was chosen on purpose. ( research colour charts to find out why). I do a lot of other things aside from Motorclaim's though, so how do I promote them?

This next bit applies to you as a repairer, there are many other services you can provide that are linked to the services you provide, in essence you guys could be painting anything. Think about what services you already provide, and how they could be adapted to different customers?

In 2013 I worked for an Insurance company, no business, no idea of how to run a business or do marketing, last month I was on the main stage at the British Motor Show with National Geographic with Car SOS in front of thousands of people.

That type of marketing, you could not buy. But how does it happen? Well, it does not happen overnight.

The art of marketing is attracting people to your business that were not looking for you.

To answer the question above, I attract people to my business because they have a specific need, I make sure that whatever your need is, there is something relevant or associated with it on my website. Try inputting a term in the search field of my website, and you will see what I mean. I have 8 years of blogs and many many thousands of pages on there to make sure search engines direct "you" to "me". I then tell you of all of the services I offer and what I can do for you when you find me.

Consistency is key! You need to market all of the time! Make time for it!

I switched on quickly in realising newspapers, magazines, tv need content, if they have interesting content, advertisers will spend money to place themselves beside it. These platforms employ researchers and journalist, the media pay's journalist and researchers for this content. I made contact on linkedin with every Journalist, editor researcher that I

thought would be interested and give them content. Give them content, they will write about it, within a year, I had an article in the Telegraph, that developed in to three, then other newspapers, then BBC Rip Off Britain, channel 4 dispatches, Autocar mag, and many more.

# HOW TO GET THE RIGHT CUSTOMER #MARKETINGSPECIAL PART 1 (CONTINUED)

Make yourself useful to others.

You might think the above does not relate to you, as we are in different businesses, but if you do media that others find useful, you can push your brand, and your services. Your followers will promote you by sharing what you do.

Engage with your audience.

What I did was leverage and squeeze every bit of marketing out of whatever I did, which attracted more interest. THIS IS FREE ADVERTISING!

You need to be using LinkedIn if you do not already, Focusing on local media, local companies that you could be working with, find EXACTLY who you need to speak to.



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E-mail [neil.nwbs@outlook.com](mailto:neil.nwbs@outlook.com)

# WHY DEFA DEALERSHIP SHOWROOM CHARGERS ARE APPROVED BY MAJOR OEMS.

Why DEFA Dealership Showroom Chargers are approved by major OEMs.

Industry statistics suggest that two out of three vehicles in a showroom has a battery that needs attention. In some cases, it is a defect battery, however in most it's that the battery needs jump starting, charging and conditioning. For the Dealership and Retailer, knowing when a vehicle battery in the showroom needs a charge is vital in helping them to deliver a first-class experience showroom to the customer.

A DEFA Showroom Charger delivers three key needs.

- 1) The customer experience in the showroom. Visitors want to see and experience everything that the vehicle has to offer. Simple things such as opening a door will drain power from the battery, so when you start to factor in windows, central locking, in-car entertainment and other electrical functions, you can start to see the importance of regular battery maintenance.
- 2) Customer satisfaction. Manufacturers and their retailers want to protect against premature battery failure after the vehicle has left the showroom. They want their customers to enjoy the ultimate, hassle-free driving experience.
- 3) Reputation. Maximising the customer experience and satisfaction helps develop the reputation of the manufacturer and the retailer.
- 4) Special clamp for all Mercedes vehicles so the bonnet remains closed while charging. Also available for all vehicle types for a discreet charging and battery maintenance

Our DEFA 32a and 50a Showroom chargers are approved by Volkswagen, BMW, Kia, Hyundai and many other OEMs and available from CC&N Global LTD in the UK

For enquires please contact us at [sales@ccnglobal.co.uk](mailto:sales@ccnglobal.co.uk) or call us on 0333 335 5702



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🌐 www.ccnglobal.co.uk

*From the makers of the original, award-winning GUNIWHEEL™*

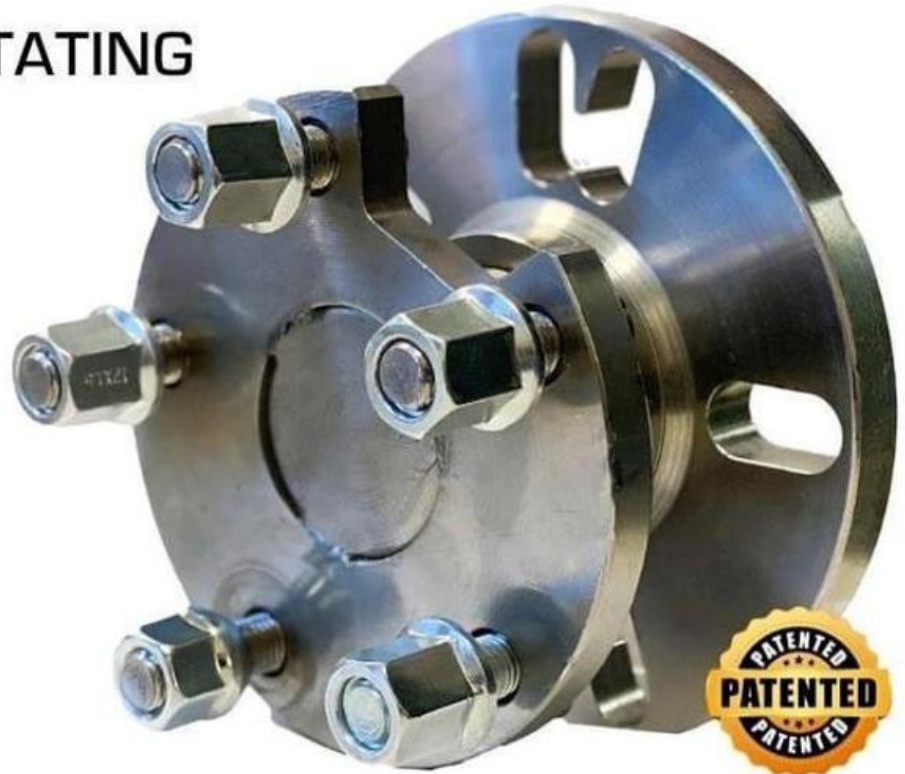


# GUNIHUB™



## UNIVERSAL FREE ROTATING HUB ASSEMBLY

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KIA  
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- Rotary bearing for instant mobility
- No special lubrication needed to spin
- Locking pin included
- Works with OEM bolts and nuts
- Use with GUNIWHEEL 45 and 45S
- Ready to roll in under a minute!

**GUNIWHEEL**

GUNIWHEEL™ is a universal bolt and lug pattern wheel designed to safely mount and move any vehicle with missing or damaged tyres & wheels.

GUNIWHEEL™ is a solid steel wheel with an airless polyurethane rubber tread. It comes in three sizes based on the vehicle bolt pattern and size of the vehicle center bore.

GUNIWHEEL™ 45S, 56, and 80. Load capacity for the 45 & 56 is 2,500lbs per wheel. 3,500lbs per wheel for the 80.



**Guniwheel 45S**

Fits most cars and light SUV's with 4 or 5 lug bolts patterns

Weight Capacity	1134kg each
Size	22.5" D x 3" W
Offset	64mm
Weight	34lbs
Center Hub	77mm
Speed Rating	5mph

Made of mild steel and an airless polyurethane rubber exterior



**Guniwheel 56**

Fits most trucks and large SUV's with 5 or 6 lug bolt patterns

Weight Capacity	1134kg each
Size	22.5"D x 3"W
Offset	51mm
Weight	32lbs
Center Hub	110mm
Speed Rating	5mph

Made of mild steel and an airless polyurethane rubber exterior



**Guniwheel 80**

Fits HD/SD trucks & vans with 8 lug patterns

Weight Capacity	1588kg each
Size	24.5" D x 3.5" W
Offset	60mm
Weight	34lbs
Center Hub	140mm
Speed Rating	5mph

Made of mild steel and an airless polyurethane rubber exterior

**Activate Your Own Internet Traffic**



 **GREEN SOCIAL**  
Social Media Management

07918 655630



**eca**  
business  
energy  
buy better, use less

Green  
Energy  
Drive.

# Join over 300 carbon neutral bodyshops\*. Become a member of ECA's 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 Energy Advice Line**  
Bodyshop energy experts on hand to help and advise



\*Carbon neutral in accordance with PAS 2060



Call Steve Silverwood at ECA Business Energy on 01246 290 490 to discuss the benefits of joining ECA's Green Energy Drive.

Email: [sales@ecaBusinessEnergy.com](mailto:sales@ecaBusinessEnergy.com) | [ecaBusinessEnergy.com](http://ecaBusinessEnergy.com)



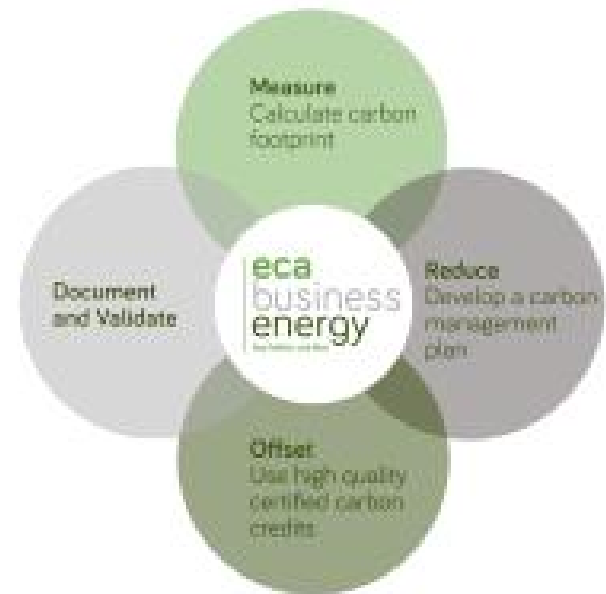


**eca**  
business  
energy  
*buy better, use less*

# Green Energy Drive.

Our proven four step process has been developed specifically to help you become carbon neutral in accordance with PAS 2060.

Our specialist team work with more than **400 bodyshops**, generating total savings of more than **£4 million**.



recommended by



proud to support



Our comprehensive range of services includes:

- » carbon management
- » procurement
- » bill validation
- » monitoring & usage reduction
- » compliance

Specialist services include:

- » electric vehicle charging
- » historic audits
- » LED lighting
- » renewable energy market
- » utility connections

Our clients include:



Call Steve Silverwood at ECA Business Energy on 01246 290 490 to discuss the benefits of joining ECA's Green Energy Drive.

Email: [sales@ecaBusinessEnergy.com](mailto:sales@ecaBusinessEnergy.com) | [ecaBusinessEnergy.com](http://ecaBusinessEnergy.com)



# **GARAGE EQUIPMENT**

## **Sales & Service**

### **07917 868203**

**IF YOU'RE LOOKING FOR A TRUSTED PARTNER TO HELP YOU WITH ALL YOUR GARAGE EQUIPMENT NEEDS, LOOK NO FURTHER THAN GT SERVICES (NW) LTD. CONTACT CAMILLA TODAY TO LEARN MORE ABOUT OUR SERVICES AND HOW WE CAN HELP YOUR BUSINESS THRIVE.**





**BetaGroup**  
Service you can trust

# The UK's leading independent spraybooth aftercare specialists.

## Our services:

- Servicing of every make and model of spraybooth across all industries
- Breakdowns & remedial repairs
- Filters manufactured and dispatched on time - directly from our North West factory
- Temperature analysis and calibration
- Legislative testing
- Equipment calibration
- Breathing Air Quality (BAQ) testing
- WallMan supply and maintenance
- New equipment - full range of new spraybooths

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.

Rapid and effective 24hr breakdown cover  
Full National coverage

Dedicated customer support team

Safe Contractor approved

P601 Accreditation for LEV Thorough Examination and Testing (TExT)

Gas Safe registered

OFTEC

BOHS Members

PASMA and IPAF certified

ABP Club members

Call Neil on:  
07917 868203



Over 30 years experience



Technical Expertise



Nationwide Rapid Response



Dedicated Account Managers





Do you Rent your Gunwash Machine?  
Does Your Gunwash Machine need renewing – Why not contact Neil for a price on the BTEC Machines  
07917 868203

# S.U.M.O.

Modular gun washer combination

Art-No. 1000513  
(Completely equipped)



## Specifications

- Robust construction - wall installation possible
- basic module made of stainless steel
- basic module including powerful exhaust air system and air blow gun
- two large cleaning compartments
- pressurized air purge system protects spray guns during the automatic cleaning process
- individual and independent configuration of both cleaning compartments with:
  - automatic cleaning with timer
  - automatic clean rinse
  - pump driven through-flow brush with recirculated cleaning fluid
  - manual clean rinse with fresh cleaner
- for solvents or B-TEC H<sub>2</sub>O-Cleaner
- **options:**
  - Pneumatic exhaust solvent saver, ATEX-Version
  - overflow bund on rollers

Dimensions with optional base



Do you Rent your Gunwash Machine?  
Does Your Gunwash Machine need renewing  
– Why not contact Neil for a price on the BTEC Machines

07917 868203



# Starter-01 Starter-02

Starter-01 - automatic + manual  
Starter-02 - manual

Art-No. 10000547 / 10000548

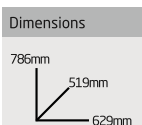


## Specifications

- Robust construction - wall installation possible
- for automatic and manual cleaning
- efficient exhaust air system
- cabinet and cleaning-relevant parts made of stainless steel
- pump driven through-flow brush with recirculated cleaning fluid
- manual clean rinse with fresh cleaning fluid
- for solvents or B-TEC-H<sub>2</sub>O-Cleaners
- pressurized air purge system protects spray guns during the automatic cleaning process
- **Starter-02** - manual gun washer, like Starter-01 but without automatic cleaning
- **options:**
  - Base cabinet with door, galvanized
  - Roller bund for Starter base cabinet
  - Pneumatic exhaust solvent saver, ATEX-Version



▲ Option: Base cabinet with door



# NORTH WEST BODYSHOP SUPPLIERS LTD

Neil Buckley | 07917 868203 | neil.nwbs@outlook.com M/OL/BL/SK

Parts North West		<b>0161 848 6800</b> parts.northwest@mpsa.com
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Williams Stockport Williams Rochdale	<b>BMW</b>	0161 429 8881 parts@williamsstockportbmw.co.uk 01706 717 711 parts@williamsrochdale.co.uk
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Parts North West		<b>0161 848 6800</b> parts.northwest@mpsa.com
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		<b>07917 868203</b>
Vertu JLR Bolton		<b>01204 557522</b> boltontradeparts@farnelljlr.com
Parts North West	<b>Jeep</b>	<b>0161 848 6800</b> parts.northwest@mpsa.com
Vertu JLR Bolton		<b>01204 557522</b> boltontradeparts@farnelljlr.com

Prestige Wheels	Alloy Wheel Refurbishment	Quote Neil or NWBS <b>0800 8404040</b> Book Online <a href="http://www.prestigewheels.co.uk">www.prestigewheels.co.uk</a>
GDI Services	ADAS/Diagnostics & Airconditioning	<b>07740 866555</b> <a href="http://www.gdiservices.co.uk">www.gdiservices.co.uk</a>
Supertune Automotive Ltd	Refinish Products	<b>0161 710 0514</b> <a href="http://www.supertune.co.uk">www.supertune.co.uk</a> osales@supertune.co.uk

Marshalls	 Mercedes-Benz	<b>01254 506664</b> mercedestradeparts@marshall.co.uk
	 Mercedes-Benz Van & Commercial	<b>07917 868203</b>
Williams Bolton Williams Manchester	<b>MINI</b>	01204 900 909 parts@williamsbolton.co.uk 0161 907 5107 parts@williamsmanchester.co.uk
Williams Stockport Williams Rochdale	<b>MINI</b>	0161 429 8881 parts@williamsstockportbmw.co.uk 01706 717 711 parts@williamsrochdale.co.uk
West Way Nissan		<b>0161 273 1054</b> tradepartsnw@westwaynissan.co.uk
Parts North West		<b>0161 848 6800</b> parts.northwest@mpsa.com
Porsche Chester		<b>0151 357 1222</b> parts@porschechester.com
		<b>07917 868203</b>
		<b>07917 868203</b>
Parts North West		<b>0161 848 6800</b> parts.northwest@mpsa.com
		<b>07917 868203</b>

Basic Welding Services	Welding Equipment & Suppliers	Quote Neil or NWBS <b>0161 223 1843</b> <a href="http://www.basicwelding.co.uk">www.basicwelding.co.uk</a>
Auto Logistic Solutions	Accident Management	<b>0800 009 3296</b> <a href="http://www.autologic.co.uk">www.autologic.co.uk</a> claims@autologic.co.uk
B2B Workwear	Workwear	<b>07734245808</b> <a href="http://www.b2b-supplies.co.uk">www.b2b-supplies.co.uk</a> lee.potter@b2b-supplies.co.uk

For Any Suppliers not listed contact Neil on 07917 868203

# NORTH WEST BODYSHOP SUPPLIERS LTD

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Parts North West		<b>0161 848 6800</b> parts.northwest@mpsa.com
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		<b>07917 868203</b>
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Vertu JLR Bolton		<b>01204 557522</b> boltontradeparts@farnelljlr.com

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Supertune Automotive Ltd	Refinish Products	<b>0161 710 0514</b> <a href="http://www.supertune.co.uk">www.supertune.co.uk</a> osales@supertune.co.uk

Marshalls	 Mercedes-Benz	<b>01254 506664</b> mercedestradeparts@marshall.co.uk
	 Mercedes-Benz Van & Commercial	<b>07917 868203</b>
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		<b>07917 868203</b>
		<b>07917 868203</b>
Parts North West		<b>0161 848 6800</b> parts.northwest@mpsa.com
		<b>07917 868203</b>

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Auto Logistic Solutions	Accident Management	<b>0800 009 3296</b> <a href="http://www.autologic.co.uk">www.autologic.co.uk</a> claims@autologic.co.uk
B2B Workwear	Workwear	<b>07734245808</b> <a href="http://www.b2b-supplies.co.uk">www.b2b-supplies.co.uk</a> lee.potter@b2b-supplies.co.uk

For Any Suppliers not listed contact Neil on 07917 868203

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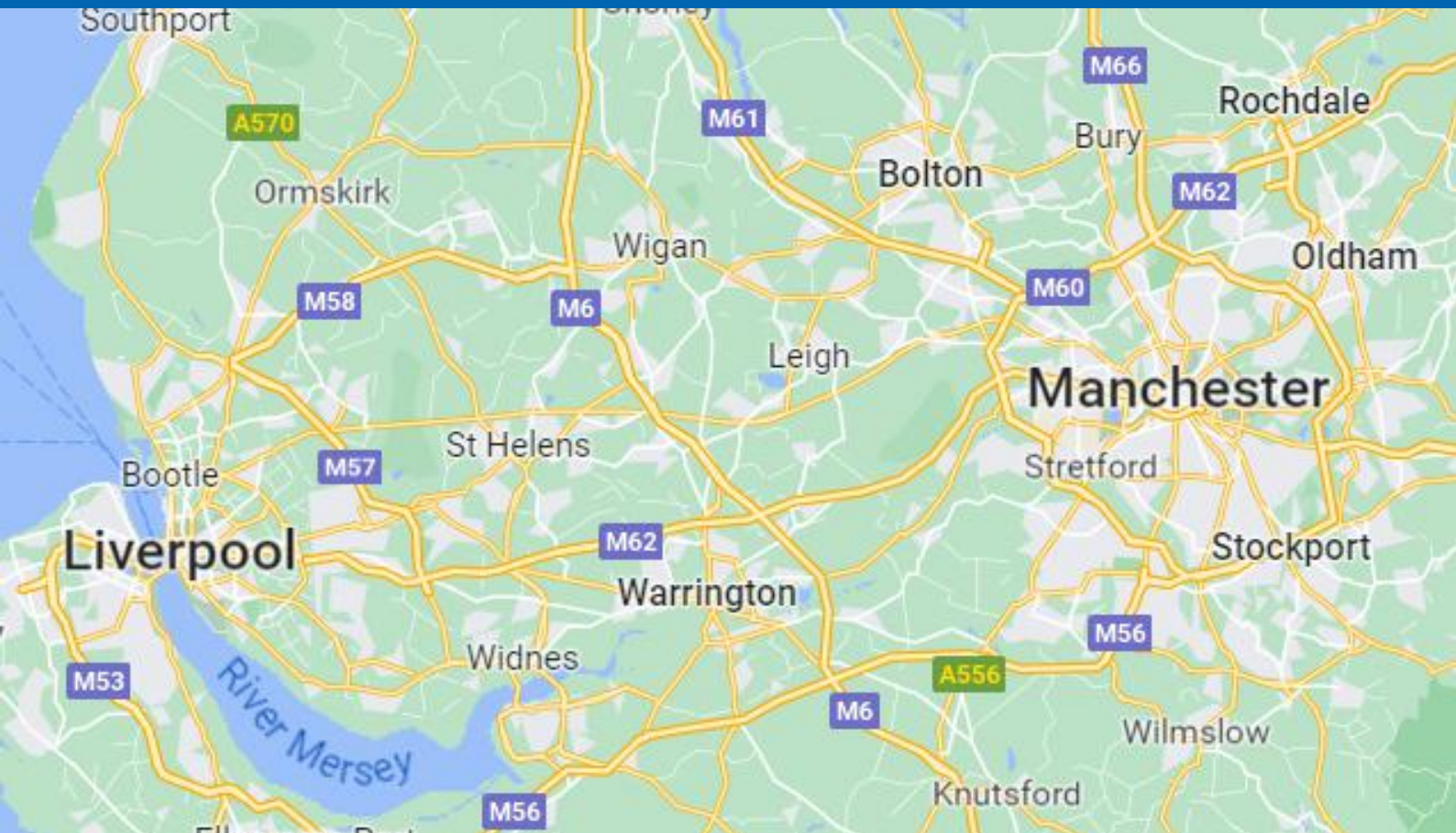
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Neil Buckley | 07917 868203 | neil.nwbs@outlook.com | L Postcodes

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Parts North West	<b>Jeep</b>	0161 848 6800 parts.northwest@mpsa.com
Vertu JLR Bolton		01204 557522 boltontradeparts@farnelljlr.com
<b>Prestige Wheels</b>	<b>Alloy Wheel Refurbishment</b>	Quote Neil or NWBS 0800 8404040 Book Online <a href="http://www.prestigewheels.co.uk">www.prestigewheels.co.uk</a>
<b>GDI Services</b>	<b>ADAS/Diagnostics &amp; Airconditioning</b>	07740 866555 <a href="http://www.gdiservices.co.uk">www.gdiservices.co.uk</a>
<b>Supertune Automotive Ltd</b>	<b>Refinish Products</b>	0161 710 0514 <a href="http://www.supertune.co.uk">www.supertune.co.uk</a> osales@supertune.co.uk

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	 Mercedes-Benz Van & Commercial	07917 868203
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<b>Auto Logistic Solutions</b>	<b>Accident Management</b>	0800 009 3296 <a href="http://www.autologic.co.uk">www.autologic.co.uk</a> claims@autologic.co.uk
<b>B2B Workwear</b>	<b>Workwear</b>	07734245808 <a href="http://www.b2b-supplies.co.uk">www.b2b-supplies.co.uk</a> lee.potter@b2b-supplies.co.uk

For Any Suppliers not listed contact Neil on 07917 868203



## NWBS COVERAGE

**MIKE LANE**

Social Media Management



+44 01706 848515



+44 07918 655630



hello@greensocial.co.uk



www.greensocial.uk



Most businesses recognise the importance of social media and have a presence on one or more platforms. However, they often don't have the time or resources to dedicate to making their social media presence truly effective. This is where a social media manager comes in.

A social media manager is responsible for creating and managing a company's social media strategy. This includes creating content, monitoring activity, engaging with followers, and analyzing results.

There are several reasons to consider hiring a social media manager. First, social media is time-consuming. If you want to do it right, you need to be present and active on a daily basis. This is not something that can be done effectively by someone who already has a full-time job. Second, social media requires a lot of planning and strategy.

A social media manager can help you develop a plan that aligns with your overall business goals. They can also help you create content that is both timely and relevant to your audience. Third, social media is constantly changing.

A social media manager stays up-to-date on the latest trends and platforms. This is important in order to ensure that your company is using the most effective social media strategy possible. Fourth, social media can be a powerful tool for customer engagement.

A social media manager can help you create and implement a strategy for interacting with your customers. This can include responding to complaints, answering questions, and promoting special offers.

Finally, a social media manager can provide valuable insights into your customers. By analysing your social media activity, they can help you understand what your customers are interested in and how they interact with your brand. This information can be used to improve your marketing and sales efforts.

If you are considering hiring a social media manager, keep these benefits in mind. A social media manager can save you time, help you develop a more effective social media strategy, and provide valuable insights into your customers.



**Neil can now help you buy Hunters equipment, whether you are paying up front or need finance just ask Neil.**  
**The Pro-Aline Sales executive is willing to undertake a no obligation site visit/survey to anyone in the North West, again just ask Neil**



# Over 60% of U.S. car dealers use Road Force®

A comprehensive evaluation of the tire and wheel assembly has resulted in reduced warranty costs and increased customer satisfaction leading many OEMs to mandate or highly recommend Hunter's Road Force balancer.



Cash Purchase	True cost per period			
	30 Days	71 Days	180 Days	360 Days
Work with (USD)	55			
Investment per unit	\$30	\$100	\$2,502	\$30,000
Road Force premium	\$8	\$24	\$502	\$6,004
Provision	\$44	\$124	\$3,004	\$37,004
Cost of labor & parts	20%	\$40	\$1,302	\$13,000
SmartWeight savings, @ 0.20/mach	\$120	\$40	\$80	\$1,000
gross profit	\$20.76	\$60	\$2,000	\$20,000
Total investment (1 year depreciation)	\$1,000	\$1	\$179	\$2,143
Net Profit	\$20.85	\$61	\$1,819	\$19,143
True cost per month to break even	5.1	1.95	7.8	0.7
Full Equipment Package		4 wks	16 wks	1 ydr

*Let us create a return on investment for your business:*

## Road Force Elite® increases technician efficiency



### Speed

- ✓ 26% faster than Generation 1-3 Road Force® models
- ✓ Dual-camera vision system automatically measures all dimensions
- ✓ Auto-up hood reduces balance cycle time



### Reduce operator error

- ✓ Automatically measures wheel dimensions
- ✓ Automatically selects weight mode
- ✓ Automatically measures rim runout



### More than a balancer

- ✓ Audits every assembly before it leaves the shop
- ✓ Reduces comebacks and increases customer satisfaction
- ✓ Identifies tire and wheel vibrations not associated with balance



### Intuitive touchscreen interface

- ✓ 3D modeling of wheel assembly
- ✓ 10+ training videos
- ✓ Multi-language support



**The RoadForce® Elite performs a road test and balance faster than a traditional balancer!**

## Simplifies the balancing experience



**GSP9712**  
(Generations 1/2)  
Up to 18 years old

95 sec. RoadForce/  
balance cycle time

- ✓ StraightTrak tire pull (optional) (Generation 2 only)

- ✓ SmartWeight (optional)
- ✓ RoadForce measurements
- ✓ Runout measurements
- ✓ 700 /1,250 lb roller force
- ✓ 150 /175 lb shaft capacity
- ✓ 6 /9.5" roller
- ✓ Color CRT monitor
- ✓ Dot-matrix printer (optional)

**GSP9722**  
(Generation 3)  
Up to 10 years old

95 sec. RoadForce/  
balance cycle time

- ✓ Loaded wheel circumference
- ✓ AutoClamp (optional)
- ✓ HammerHead (optional)
- ✓ StraightTrak tire pull (optional)

- ✓ SmartWeight (standard)
- ✓ RoadForce measurements
- ✓ Runout measurements
- ✓ 1,250 lb roller force
- ✓ 175 lb shaft capacity
- ✓ 9.5" roller
- ✓ Color LCD monitor
- ✓ Color inkjet printer (optional)

**RoadForce Touch®**  
(Generation 4)  
Up to 4 years old

75 sec. RoadForce/  
balance cycle time

- ✓ Tire stack/Multi-User
- ✓ Auto Hood-Up
- ✓ Training Videos
- ✓ eCal (auto-cal shaft)

- ✓ Loaded wheel circumference
- ✓ SpeedClamp (optional)
- ✓ HammerHead (optional)
- ✓ StraightTrak tire pull (standard)

- ✓ SmartWeight (standard)
- ✓ RoadForce measurements
- ✓ Runout measurements
- ✓ 1,250 lb roller force
- ✓ 175 lb shaft capacity
- ✓ 9.5" roller
- ✓ Touch screen
- ✓ Color inkjet printer (optional)



**RoadForce® Elite**  
(Generation 5)  
April 2016

70 sec. RoadForce/  
balance cycle time

- ✓ Automatic wheel measurement
- ✓ Automatic weight mode
- ✓ Automatic runout
- ✓ Enhanced SmartWeight
- ✓ Higher torque drive
- ✓ Dual-laser measurement

- ✓ Tire stack/Multi-User
- ✓ Auto Hood-Up
- ✓ Training Videos
- ✓ eCal (auto-cal shaft)

- ✓ Loaded wheel circumference
- ✓ SpeedClamp (optional)
- ✓ HammerHead (optional)
- ✓ StraightTrak tire pull (standard)

- ✓ SmartWeight (standard)
- ✓ RoadForce measurements
- ✓ Runout measurements
- ✓ 1,250 lb roller force
- ✓ 175 lb shaft capacity
- ✓ 9.5" roller
- ✓ Touch screen
- ✓ Color inkjet printer (optional)

**Faster than previous RoadForce models**  
26% time reduction!

# totalloss *AVOIDANCE*

powered by VISION

Get notified of every collision estimate for a competitive edge against the aftermarket.

4,391 vehicles saved  
from being written off in 2022

Over £10m  
worth of OEM parts

The VISION Total Loss Avoidance (TLA) Programme offers a solution to bodyshops to prevent vehicles from being declared a write-off. By collaborating with vehicle manufacturers, VISION provides a discount on the entire parts basket to help keep vehicles on the road. VISION 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, VISION proactively seeks vehicles within crash repairers that are deemed borderline total loss.



## WIN-WIN-WIN

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

Use our Audatex network code : **OECONRCV**

Contact us: [vision@oeconnection.com](mailto:vision@oeconnection.com)

Call us: **08442473577**

**CONTACT US**

