

NORTH WEST BODYSHOP SUPPLIERS

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

**The newsletter supporting
bodyshops!**

**MEET THE PARTS TEAMS OF
LOCAL MAIN DEALERS**

Put a face to the parts teams of your
local main dealers

**10 TIPS EVERY ESTIMATOR SHOULD BE
FOLLOWING**

Today more than ever, the importance of creating an
outstanding blueprint for automotive repair.

**ONE OF THE CONCERNS I HAVE HAD RAISED
FROM REPAIRERS OVER THE LAST YEAR**

One of the concerns I have had raised from repairers over
the last year is the huge loss of incoming work

June / July 2023 Edition

NORTH WEST BODYSHOP SUPPLIERS

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Edition 2 NWBS News

Welcome to the 2nd edition of the NWBS newsletter. What a few months it has been since the last one. Hope you are enjoying the weather and it is fantastic to see most bodyshops are still very busy and hopefully making money with better rates/contracts.

It is really good to witness them investing in equipment and people. In this edition you will see some Award Winning Bodyshops and other Bodyshop Spotlights, if you would like to feature in a future Newsletter just let me know.

You will also see a great Charity event which Dave Tully carried out, if you have any charity events going on that you want to promote again just let me know and I will feature in a future Newsletter.

Another fantastic write up from Tim Kelly #Motorclaimguru and School of Thought supporting bodyshops with apprentices.

Thanks to all the companies advertising their services in the newsletter, give me a call if you would like an introduction to any of these businesses.

Hope you enjoy the read and thanks for all the phone calls/whatsapp's/emails with orders for my partners, Enjoy the Summer 😊





**Now accepting
advertising for the
AUGUST/SEPTEMBER
edition!**

**Contact Neil on:
07917 868203**

***NORTH WEST
BODYSHOP SUPPLIERS***

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.

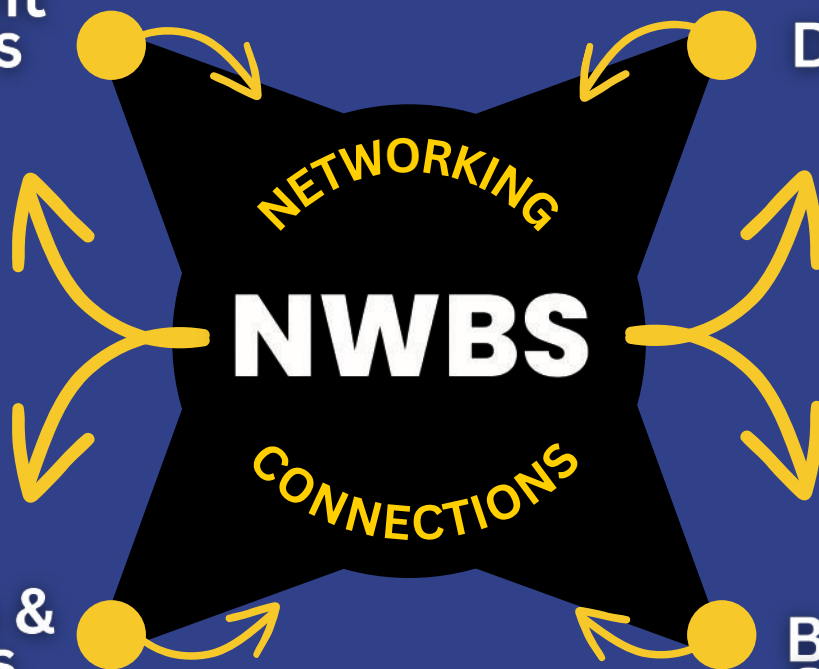
MY EXPERTISE

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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Name: Neil Buckley

Company: Northwest Bodyshop Suppliers 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 Business at the moment!

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

ent
Shop



CONGRATULATIONS

WALTON ACCIDENT REPAIR



You may remember in the last newsletter a Bodyshop Spotlight about Walton Accident Repair Centre, Well they only went a WON!

Walton Accident Repair were delighted to have taken home the FMG outstanding Repairer Partner of the Year Award at the BBA 2023.

NORTH WEST BODYSHOP SUPPLIERS

QUIZ

Have a break - Take the Quiz

1. Who is known for inventing the gas-powered internal combustion engine?
 - A. Henry Ford
 - B. Karl Benz
 - C. Nicolaus Otto
2. The headquarters of Volvo Group is located in which city?
 - A. Gothenburg, Sweden
 - B. Oslo, Norway
 - C. Copenhagen, Denmark
3. In the logo of Audi, how many rings are there?
 - A. 3 rings
 - B. 4 rings
 - C. 5 rings
4. The Volkswagen Beetles got their name from the curved back and downward-pointing front, which gives them a buglike shape. What is the benefit of this streamlined shape?
 - A. To reduce air resistance
 - B. To fit the internal engine
 - C. To reduce manufacturing expenses
5. What is the smallest car model ever made?
 - A. BMW Isetta "Bubble Car"
 - B. Peel P50
 - C. Cadillac Eldorado Convertible
6. What was the first car in the world to be mass-produced on a moving assembly line in a factory?
 - A. Ford Model F
 - B. Ford Model K
 - C. Ford Model T
7. Which car manufacturer was the first company to produce more than 10 million units in a year?
 - A. Ford
 - B. Volkswagen
 - C. Toyota
8. ABS is a safety feature in many modern car models. What does it stand for?
 - A. Anti-lock block system
 - B. Anti-lock braking system
 - C. Anti-lock bear system
9. Which of the following car models is driven by the famous secret agent James Bond?
 - A. DeLorean DMC-12
 - B. Aston Martin DB5
 - C. Herbie
10. The first official motor race in the world was held in which year?
 - A. 1895
 - B. 1910
 - C. 1925



Fix Auto Manchester East was formed back in 2011 with the merger of two long established and well respected bodyshops, Adamsons Crash Repair Centre and Wimpole Garages.

Located on the existing Adamsons site on Cross Street, Oldham, the business employs 30 staff, and repairs around 25-30 cars and vans per week. They work with all insurance companies, and have manufacturer approvals from Volkswagen Group (Audi, Cupra, Seat, Skoda & Volkswagen), Stellantis (Alfa Romeo, Citroen, Fiat, Jeep, Peugeot, Vauxhall), and KIA.

With an eye on the future, constant investment in equipment and training enables them to safely repair all aspects of new vehicle technologies on-site, including Advanced Driver Assistance Systems (ADAS), Hybrid and full Electric Vehicles. They have invested in solar technology to reduce energy costs and emissions, and became a Carbon Neutral organisation in September 2022, in accordance with PAS2060.

Most recently, at the 2023 Fix Auto Conference, they won the Admiral Insurance Bodyshop of the Year, and later that evening they were presented with a second award - the Fix Auto UK Outstanding Customer Service Award, in part due to their excellent Trustpilot rating. MD James Gore said, "To win one award is great, but two is amazing, we are so thrilled for everyone at Fix Auto Manchester East. It's a great accolade to our fantastic team who work so hard every day. In order to constantly achieve such a high level of customer satisfaction, everybody in the business must play their part, and we are very proud of every single one of them."



Meet the Williams Teams



Left to Right

Andy - Dave - Steve - Chris - Phill - Craig

Williams Bolton

Vincent Way // Raikes Lane // Bolton // BL3 2NB



Left to Right

David-Liam (Supervisor)-Peter-Elliott-Stephen

Williams Liverpool

4 Great Howard St, / Liverpool / L3 7HT



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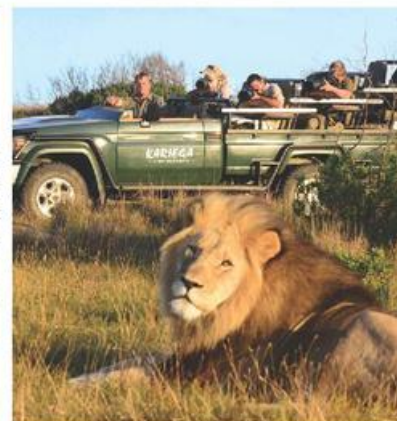


“ Absolutely brilliant personal service from Oxton Travel whilst booking our silver wedding trip. The 5* hotel and destination were perfect. Lisa is so helpful and knowledgeable and did everything for us. All we had to do was turn up for the flight. Lisa also helped in organising a trip on the Royal Scotsman train for my parents. Again she tailored the holiday completely to their needs. Highly recommend and will be definitely using them again.”

Mrs C Hunter, Wirral

“ Fantastic service from Lisa. Hit the brief with a great choice of options and supported and checked in on us to make sure everything was sorted for our amazing holiday. Will be booking through Oxton Travel again soon!”

Mr J Holden, Formby



POPULAR TIPS THIS MONTH

“Useful Tips from Basic
Welding Services”



What is Pulsed Welding?

Pulsed welding is where a constantly changing low and high current is produced at a given frequency by the welding machine.

[Read More](#)



5 Things to check before MIG Welding on Cars

MIG/MAG WELDING IS WIDELY USED IN THE AUTOMOTIVE REPAIR INDUSTRY, THESE 5 SIMPLE CHECKS PRIOR TO WELDING WILL ENABLE YOU TO GET THE BEST RESULTS.

[Read More](#)

BASIC WELDING

✉ sales@basicwelding.co.uk

🌐 www.basicwelding.co.uk

WORKSHOP ESSENTIALS



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NEW PRODUCT

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- OE manufacturer software, equipment & on line dealer portal accounts with security programming access
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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.

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.

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Meet the Westway Team



From left to right,
Graham, Ryan and Ryan

West Way Manchester

CHANCELLOR LANE, ARDWICK MANCHESTER M12 6JZ

Meet the Marshalls Team



From left to right,
Michael, Brian, Jack, Ian, Issam & Ifty

Marshalls Bolton

The Island, 2 Blackburn Road, Bolton, Lancashire BL12HY4

10 TIPS EVERY ESTIMATOR SHOULD BE FOLLOWING

Today more than ever, the importance of creating an outstanding blueprint for automotive repair is an integral part of Proper and Safe repairs. Creating a roadmap of how the vehicle is going to be repaired provides the most accurate and efficient methods of repair and ensures that every standard operating procedure (SOP) is being met. In I-CAR's Cycle Time class, they identify that "Doing a complete repair blueprint has been identified as a key to improving efficiency in a repair facility." Here Is A List of What We Recommend As The 10 Keys to Complete Estimating:

1. **Have an SOP For the Estimating Process** Develop a systematic approach to writing a complete estimate and ensure that it's repeatable. Most importantly, follow it on each vehicle blueprint.
2. **Training** Take the time to be educated on today's automobiles and the technology associated with them. Anyone who endeavors to repair an automobile should know how the system really functions before they can repair it. The same holds true for anyone that is tasked with writing a damage appraisal. If an estimator is not armed with the knowledge of how systems function or which parts are HSS or UHSS and what estimators are allowed or not allowed to do by a specific manufacturer, an estimator may not be able to write a complete estimate.
3. **Pre-Scan** The importance of doing a pre-scan or health check on every vehicle that comes into a facility will help ensure that every system is functioning as designed. Not doing a pre-scan is like going to the doctor and expecting him to know what's ailing the patient without verbalizing any symptoms.
4. **Photographs** Photographing everything around the vehicle is just as important as writing a good estimate. Pictures help ensure that everything on the vehicle is captured, including damage associated with the loss and any pre-existing damage. Documenting everything helps remove doubt as to what the vehicle came into the facility with.
5. **Know and Understand The Estimating Platform** Becoming an expert on the software that repair facilities use not only makes an estimator more efficient, but assists in getting everything that is "Not Included" for the database a repair facility is using. The procedure pages have been commonly referred to in our industry as "the profit pages."
6. **Research and Access the OEM Repair Information** This an important aspect of writing a repair blueprint. This includes any TSB's, Technical Bulletins, OE Recalls and specific airbag replacement matrices that might exist. Without the knowledge of how the OE wants the vehicle repaired, it may be difficult to repair the vehicle correctly. Most of the time, repair facilities do an outstanding job of accessing repair procedures and writing an accurate damage appraisal. These repair procedures should get into the hands of the ones actually doing the work and the repair technician!

10 TIPS EVERY ESTIMATOR SHOULD BE FOLLOWING (CONTINUED)

7. Teardown The teardown process helps the estimator see any hidden damages that can easily be overlooked with a simple repair plan without removing components. The best estimators in this industry do a complete teardown, photograph and write a complete blueprint. 8. Identify One-Time Use or Non-Reusable Components There are a number of specialized fasteners and parts that certain manufacturers have deemed as non-reusable. Identifying these at the earliest stages of the estimating process will help ensure that a repair facility is not faced with supplements at the tail end of the repair process for parts that may be special order, or back-ordered, thus affecting the total cycle time. 9. Identify Any Needed Sublet There may be instances where a repair facility may not have the necessary equipment or technician in-house with which to perform certain operations, and therefore will need to sublet those operations. Identifying these early helps ensure the most efficient cycle time on the entire repair.

10. Post-Scan Just as important as the Pre-Scan is the Post-Scan—or final health assessment. Everything that a repair facility does on today's automobile has the potential to set a fault code (DTC) or digital fingerprint. Even simply realigning a mirror or door handle may set a fault code. The Post-Scan process can help determine whether or not the repair process has been completed properly and safely. It's at this point where a technician is able to clear any codes that were originally set during the collision or that may have been added through any touch points. Finally, it gives the repair facility the opportunity to provide a clean bill of health to their customer that will delight them in knowing that their investment has been well taken care of.

Quiz answers

- 1: Answer: C. Nicolaus Otto
- 2: Answer: A. Gothenburg, Sweden
- 3: Answer: B. 4 rings
- 4: Answer: A. To reduce air resistance
- 5: Answer: B. Peel P50
- 6: Answer: C. Ford Model T
- 7: Answer: C. Toyota
- 8: Answer: B. Anti-lock braking system
- 9: Answer: B. Aston Martin DB5
- 10: Answer: A. 1895

B 2 B

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» electric vehicle charging points

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

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4.9 out of 5

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PRESTIGE WHEELS

SME UK TRANSPORT AWARDS

ALLOY WHEEL REFURBISHMENT SPECIALISTS OF THE YEAR IN GREATER MANCHESTER

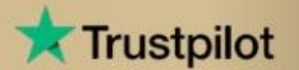
2021, 2022, 2023

**NORTH WEST
BODYSHOP SUPPLIERS
LTD.**

Number 07917 868203

E-mail neil.nwbs@outlook.com

Alloy Wheel Refurbishment Specialists of the Year - Greater Manchester



4.9 out of 5



Prestige Wheels is a professional alloy wheel refurbishment company that operates throughout Greater Manchester and its surrounding areas. The business is well known and has long-achieved plenty of success. Here we learn more about the company as we explore some behind-the-scenes action.

Wheels play an essential role in the transportation industry. They provide support, stability, and motion. Given their critical importance, wheels must be kept in optimal condition to ensure the safety and efficiency of our travels.

Prestige Wheels is a company that recognises the crucial role of wheels in transportation and is committed to delivering exceptional services to its customers. Its unwavering dedication to quality has earned it recognition in the UK Transport Awards 2023, where it has been named the Most Trusted Alloy Wheel Refurbishment Specialists in Greater Manchester.

The team's success can be attributed to their focus on providing unparalleled quality in every aspect of their work. Their commitment to high standards is evident in their attention to detail, cutting-edge technology, and unwavering dedication to customer satisfaction.

Prestige Wheels' philosophy of putting the customer first has been the driving force behind its success. The team understands that each customer has unique needs and expectations and strives to tailor their services accordingly. Whether it's a minor cosmetic repair or a major refurbishment, the team approaches each project with the same level of care and expertise, ensuring that the customer's needs are met at every step.

Their state-of-the-art facilities, experienced technicians, and sophisticated equipment enable the team to handle any wheel-related issue efficiently. They specialise in various services, including alloy wheel refurbishment, colour customisation, corrosion repair, and diamond turning. In addition, their bespoke services cater to their customer's specific needs and preferences, ensuring that every project is personalised and unique.

The team at Prestige Wheels understands that transportation is an essential aspect of modern life, and they are dedicated to making it safer, more efficient, and more enjoyable for their clients. Their commitment to excellence and outstanding customer assistance has made them the go-to experts for alloy wheel refurbishment in Greater Manchester and beyond.

Summing up why the company has been recognised with this award, the team at Prestige Wheels considers keeping wheels in tip-top condition to be of utmost importance, encompassing not only aesthetic appeal but also exceptional performance. In addition, they prioritise simplicity in the process to minimise customer disruptions. Operating from their Stockport headquarters, they have excelled by going the extra mile for their clients, most notably by providing their most common services remotely via fully equipped vans to reach their customers at their convenience.

Furthermore, the team's mobile cosmetic repair and refurbishment services are usually completed within a day. However, the vehicle



is transported to one of their main wheel refurbishment centres in case of more severe damage. The team's proficiency in efficiently addressing issues and ability to identify potential problems are significant reasons clients seek their services. In addition, the expertise they offer is invaluable and can prevent complications in the long run.

Prestige Wheels' repairs extend beyond cosmetic alterations and enhance the wheel's overall condition, often surpassing its original quality. They offer a comprehensive range of refurbishment services tailored to their client's needs, from bespoke colour changes to corrosion correction and diamond turning. More considerable refurbishments may require more time and are typically carried out at their main centre. To minimise disruptions, the team provides courtesy cars to their clients.

Their success has enabled them to expand their services beyond Greater Manchester, covering Manchester, Liverpool, Stoke, and surrounding areas. Their reputation for quality and exceptional service has earned them a loyal clientele. It is no wonder they are the go-to for alloy wheel refurbishments for customers around Manchester.

Ultimately, the team's success is attributed to its unwavering commitment to quality and exceptional service. Their willingness to exceed expectations is why customers value their services. We celebrate their achievements and look forward to Prestige Wheels' continued success.

WEBSITE: www.prestigewheels.co.uk PHONE: 0500 840 4040
EMAIL: info@prestigewheels.co.uk



SME UK TRANSPORT AWARDS
2021, 2022, 2023

**NORTH WEST
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Number 07917 868203
E-mail neil.nwbs@outlook.com

Hawkeye Elite TD Wheel Aligner

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Dave Young – Sales Executive

Mobile: 07802 878558

Email: dave.young@pro-align.co.uk

Why alignment?

- 70% of cars on the road are misaligned
- Average 88% profit on wheel alignment service
- Gain trust from customers

Why choose the Elite TD?

- ✓ 4 High precision cameras
- ✓ Patented QuickGrip Adaptors – Fit all 4 in 30 seconds
- ✓ Patented QuickCheck software -Sell more alignments
- ✓ Used in OEM facilities worldwide
- ✓ Fastest wheel alignment procedure – Only 70 seconds
- ✓ Go paperless with HunterNet results online cloud



Collision software provides extra value to Bodyshops:

- Custom BluePrint Path
 - Collect diagnostic collision measurements in less than 5 minutes
 - Walks user through the measurements quickly & easily
- New custom printouts
 - Graphical representation of diagnostic measurements
 - Angular & linear versions available
- Measurements including
 - Wheel Alignment
 - Trackwidth
 - Ride height
 - Wheelbase
 - SAI
 - Turning angles

Why partner with Pro-Align?

- ✓ 100% service promise
- ✓ Over 15 regional engineers
- ✓ 10 Regional consultants
- ✓ Technical help desk
- ✓ IMI training facility

Future-proofing your garage:

Maximise profitability & efficiency with advanced wheel alignment equipment



Contact Pro-Align:

T: 01327 323007 E: enquiries@pro-align.co.uk

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LinkedIn

One of the concerns I have had raised from repairers over the last year is the huge loss of incoming work, the workshop is empty, only one vehicle is booked in... what are we going to do?

I then ask how is their marketing is doing? What Marketing???? I find it mind boggling that a business can get to such a point it has no work, yet has not doing any marketing what so ever.

My next question is, how are your sales team doing? How many business, contacts, previous customers have they chased up? What sales team? We repair cars????

And you are still wondering why your quiet and have no work in?

You cannot sit on your laurels, cannot rely on contracts, it is up to YOU and I do mean YOU if you're a business owner to get off your backside and focus on the above.

You might be wondering why there is a banner about "LinkedIn" and I have not mentioned it in any way up to this point. The first thing is, what is your perception of "LinkedIn"? professional Facebook? Full or recruiters or people looking for work? Everytime I go on there Tim, I just get spammed with loads of messages with people trying to sell me stuff? I just cannot be bothered with it....

Well you are missing something....you are missing a lot!

LinkedIn is every potential customer you could ever want, every potential contact you can ever need, and every potential contact that you can help. If you do not know how to use it, LEARN! I provide training to vehicle repairers in a number of areas though I had not considered doing one on LinkedIn, however , due to demand I did and the link is below. A gift of over 2 hours of training for free from Bodyshop Magazine and myself to help.

How does it help?

Being recognised, talked about, and even better "recommended" can lead to conversation and opportunities. Anyone reading this who is on LinkedIn will probably have read

LinkedIn

something I have written, or will be familiar with me. They might not need my services now, but they might need know someone who does.

The same applies to you as a repairer. You want to be the first name on the tips of someone's tongue when they are giving recommendations out. People LOVE to be helpful, they like it even more when they know someone who can help the "someone" in need, it provides a psychological affirmation of being "useful and important". The person asking the question subconsciously attaches the same feelings and will also relate to the person helping as being "useful" and probably someone they should stay in contact too.

That is "LinkedIn" and relationships are formed. The thing with LinkedIn, virtually everyone wants to help, more so if they have a business that would satisfy your need for assistance.

And they will probably "help" or provide "advice" for free...they then become that "useful person" and you remember them. I have done this over 6-7000 times, I now have a large network of "potential" customers, or they may know someone who needs my services.

I target specific people, specific companies, I post lots of "relevant" or "interesting" content, or content that may create debate. Off the back of that, I have got "noticed" and many opportunities have come out of it.

Imagine using the search bar on linked and typing in your area, what might happen? It might well bring up all of the business in your area, highly likely these business might have a small fleets, or even a large fleet? Could the local council be on there? How would you ever find the right person to speak to? Click on the business and find out, Transport manager for a large company? We might need to click on them and introduce ourselves!

Get connecting, get LINKEDIN with other people who need your services.

Want to know more? Two hours of free LinkedIn training here
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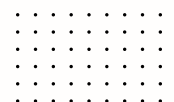
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Most businesses recognise the importance of social media and have a presence on one or more platforms. However, they often don't have the time or resources to dedicate to making their social media presence truly effective.

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 analysing 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.

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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, alongside Eurorepair 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.



Meet the Team



Some of the team at Stellantis &You Parts North West



Joel Davies
Hub Manager



Ian Dale
Sales Manager



Tom Hornsby
Warehouse Manager

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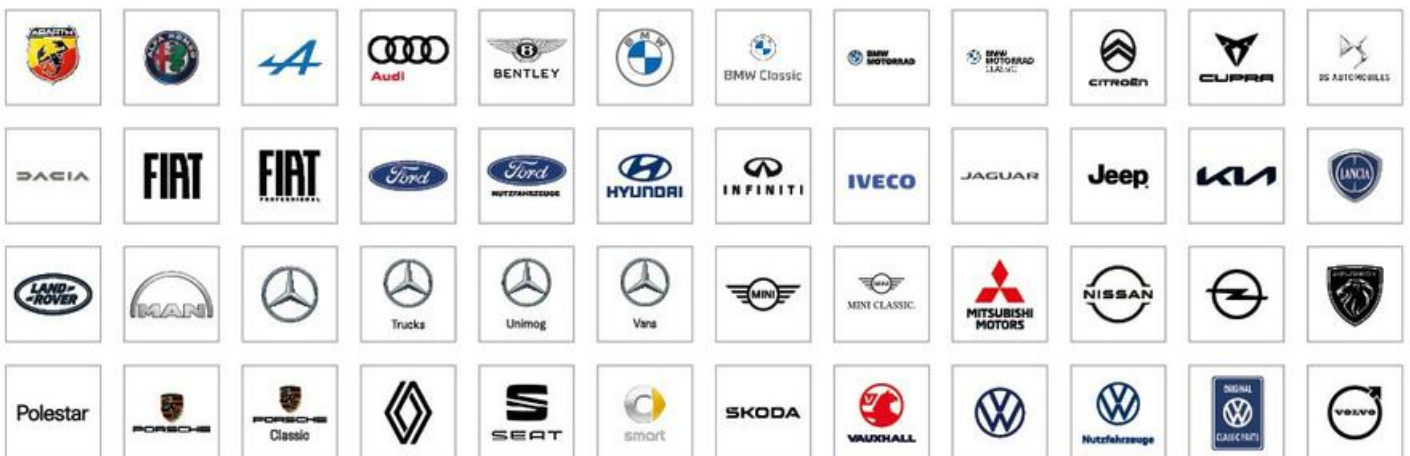
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BODYSHOP SPOTLIGHT



Delete-a-Dent
'.....your approved bodyshop'

Delete a Dent Ltd established in 2006 by Alex Omeltschenko was a cosmetic repair outlet and over the years has evolved into a Manufacturer Approved and Insurance

12 Months ago new ownership occurred with Richard Wild (25 years as an Insurance Engineer & VDA) teamed up with Gareth Midwood (25 years Pentagon Vauxhall Bodyshop Manager) to take DAD to the next level. We brought in some very experienced staff with a mix of talented Apprentices , upgraded the equipment and building , increased staff training , BSI application. We have restored a project car with proceeds going to worthwhile local charities which shortlisted us for a 2022 ABP Bodyshop Award. We continue to evolve selecting our preferred work suppliers to work alongside whilst also providing the best service to the public. We have a different scope here at Delete a Dent, we are not about numbers but about delivering the best service and highest quality repairs.

Special mention's to Anthony Heard (Artura), Access Hire , Neil Buckley , Basic Welding and other bodyshop owners who have assisted us.

Telephone : 0161 627 2222

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BODYSHOP SPOTLIGHT



"BORN IN A BOOTH

I know that the headline to the article seems a little far fetched, but it's not very far from the truth. Some of my earliest memories as a child include me being in my Dad's Bodyshop and pretending to be painting and fixing cars.

Fast forward some 20 years and with many hours actually spraying cars under my belt I decided that the time was right to start my own business, initially working on a mobile basis followed quickly by small start-up premises. A further 2 moves in as many years resulted in the Formation of Bodytech Warrington Ltd which is now one of the most recognised Accident Repair Centres in the Warrington Area.

Our current base, close to centre of Warrington and both the M62 and M56 motorways includes our latest acquisition, a 3.2 metre high Haltech Spray Booth combined with our own on-site mixing scheme and colour match spectro camera, ideal for commercial vehicles and larger projects.

I firmly believe that the journey has only just begun, this year we are starting on the road to become British Standards accredited as a business which in turn will open up new avenues for repair work from insurance companies and fleet customer that require documented high standards of repair.



Preparing for British Standards accreditation gives us a real sense of where we are as a business, and where we want to be moving forward. Implementing all the changes required to gain BSI accreditation is such a valuable exercise in itself, providing an accurate insight in to the investment required to move the business on to the next level.

As with any business in any sector some decisions you make will continue to bear fruit for years to come. One of the best decisions we made recently was to join Braintree Motor Group, a collective of Bodyshops all over the UK coming together to share best practice, information and resources.

As a business owner it's all too easy to become so involved with the day to day running of the business that I seldom take the time to step away and consider where we have come in the 6 years we have been trading. Being asked to write this article has been a great exercise, actually putting down in words somehow makes the progress we have made more tangible and leaves me just as excited for the future.

One constant in our industry is the high rate of change in auto design and production, an increasing number of EV and Hybrid repairs bring a whole new chapter in repair methods and our programme of on-going training ensures that we are ready to take on the most challenging repairs for the latest models of domestic and commercial vehicles.

Our growth and continued success wouldn't be possible without the support and assistance we get from the wide range of amazing companies we work closely with, from parts suppliers that go the extra mile to help us right through to consultants and financial partners that help us to progress the business, you are too numerous to mention individually but rest assured we are truly grateful for your help and guidance."

CHARITY SHOUTOUT



Massive thank you to everyone who has donated over the weekend to a very worthy cause. Big thanks to Si Hall (who ran in his firefighter uniform) and Connor Robinson for running over the Pennines to Leeds on Saturday with me.

Alex Haddock, Lee Bowers and Addison Holland for cycling over with our gear and water supplies, plus Young Jack Brandon, Matthew Lyndsey Davenport, Darren Clancy and Johnny Brandon who also put some miles in along the way.

Also thanks to Rochdale Mayfield ARLFC for the collection at half-time up at club yesterday. This weekend is dedicated to my pal, Michael McElhinney♥x
"In a world full of adversity we dare to dream" - Rob Burrow 7.
o Mayfield/Leeds x.
Thanks again, Tull





ATTICUS INSURANCE

Car Repairs.

WHY DOES IT TAKE SO LONG TO HAVE MY CAR REPAIRED AND WHY DOES IT COST SO MUCH?

The car repair industry has been facing significant challenges over the past few years, resulting in slow and expensive repairs. New vehicle sales have dropped by 28.7% on pre-pandemic levels in 2021, and the ongoing global semiconductor shortage and war in Ukraine have only added to the problem.

Allianz UK notes that new vehicle registrations only began to pick up in August 2022 and used vehicles have gained significant resale value. This shortage of semiconductors is due to the pandemic's impact, as people turned to video-calling, streaming, gaming, and working from home, resulting in a spike in orders for new laptops and mobile phones.

Typically, a car has between 1,400 and 1,500 semiconductor chips, with some models requiring over 3,000, making them an essential part of vehicle production.

Semiconductors are used in a wide variety of applications in today's cars and are an integral part of the vehicle with them everywhere, from in the wing mirrors, seat controls, engine controls, safety equipment and the infotainment system.

All vehicles are amazingly advanced machines these days, and often been described as a computer on wheels. A damaged bumper could be much more on a current vehicle because whilst it may just look cosmetic, the likelihood is that there is damage to parking sensors or proximity sensors, which means the vehicle probably needs new sensors and re-calibrating, which require specialists in the body shop to do this, which of course involves higher cost.

The average price of a semiconductor chip has risen by 95%, with suppliers struggling to keep up with the demand.

The average price of chips in a car cost £360 in 2022, expected to rise to more than £550 by 2026. Additionally, the UK is facing a labour shortage, which is affecting the repair of all types of vehicles which all require specialist mechanics.

Only 6.5% of qualified motor engineers are qualified to work on electric vehicles, leading to a real shortage of expertise in this market sector which is growing and will continue to grow because of the 2030 ICE Ban which will end the sales of new petrol and diesel cars in the UK.

The spare part market for car repair has been hit particularly hard. Pre-pandemic – back in 2020, a body shop could get 70% of its required parts within 48 hours. Now in 2023, you're likely, as a body shop, to just get 50% of your required parts in two days. Statistically, research shows us the new norm is that 25% of all jobs are waiting over a week for parts to arrive, and in 10% of cases, the required parts are delayed for more than two weeks and, in some extreme cases, months.

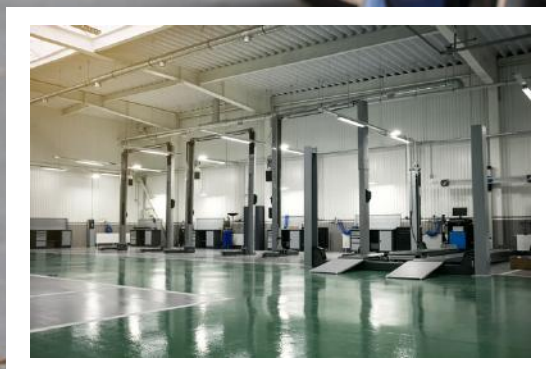
Despite these challenges, insurers, brokers, and repairers are actively working to minimize disruption and cost to customers when it comes to car repairs.

While the challenges faced by the motor industry continue to create inflation concerns, there are some positive signs, with new vehicle registrations and availability increasing and parts and semiconductor supply issues starting to ease.

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Dave Reese & Julie Eley Co-Founders of School of Thought

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School of Thought talks about what we can all be doing to address the skills crisis in the industry. With registrations for EU nationals ever decreasing compared to previous years due to Brexit, addressing our skills crisis has never been more important than it is now. Furthermore, with people reconsidering their career options because of Covid, by wanting to spend more quality time with their family, knowing that furlough made them “cut their cloth”, people have retired earlier than expected or reduced their hours – plus, we still have an ageing workforce. So, what can we do to bridge the gap? School of Thought says we need to drive our industry forward and are asking you to ‘STEP UP’ to give a young person the step up they need – and not just young people. Our industry needs good people regardless of age, gender, ethnicity, culture, or background, however young people are the lifeblood of our industry and our future talent. You can do this several different ways, but whatever you decide, do something as doing nothing is not an option. You can become an ambassador and showcase our industry, your role and your company in schools and colleges, pledge a place for a trainee or apprentice or become a partner and help to shape the talent of the future. School of Thought not only has programmes in place, but we can also help connect you with local schools, so check out what they have to offer to give back to the industry. **Want to know more?**



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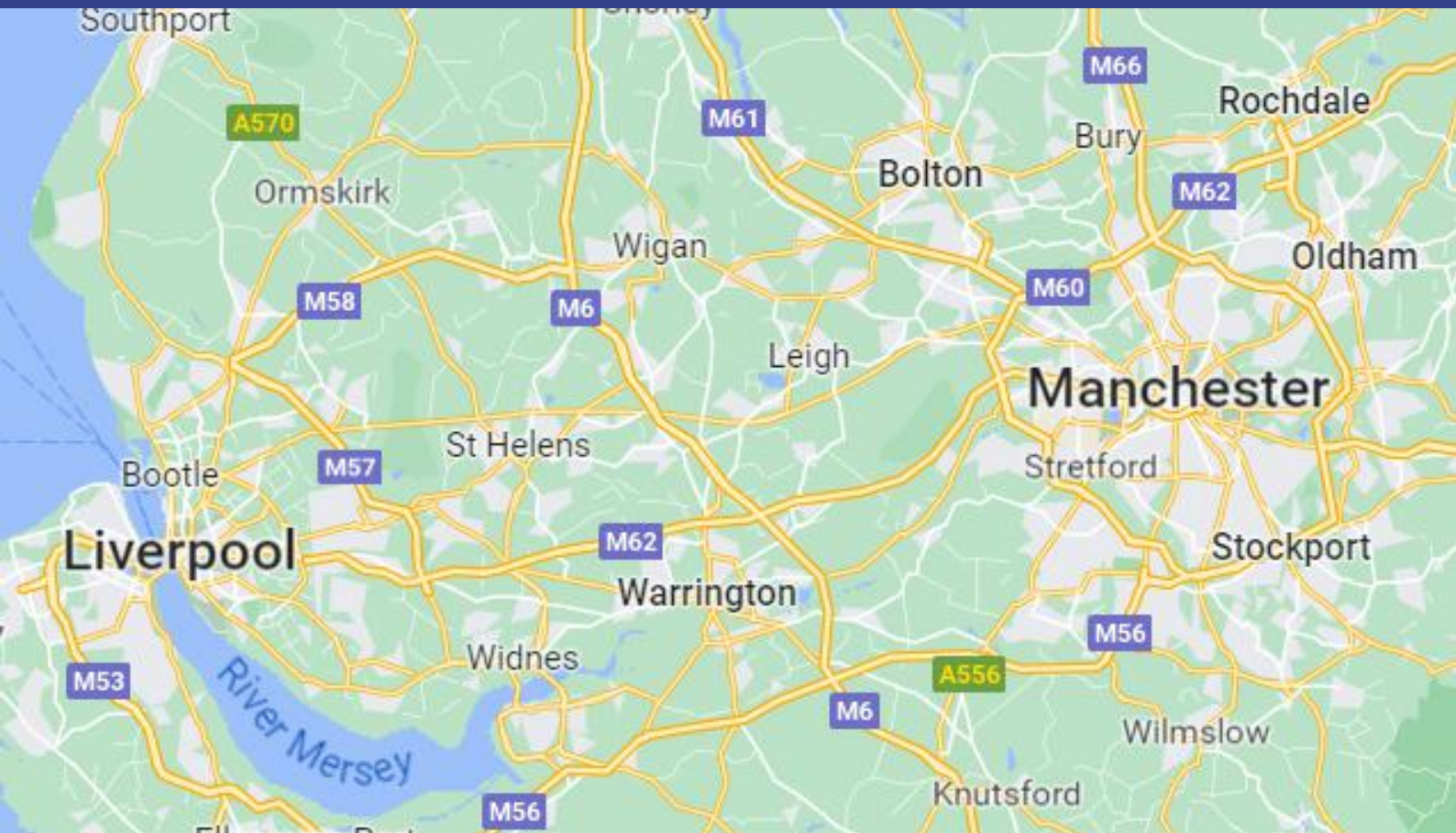
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For Any Suppliers not listed contact Neil on 07917 868203



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