

PartsNow

MOT Saved! But for how long?



Government maintains current test frequency,
but commits to longer term reform

Inside:

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- MOT updates
- Latest industry report from GiPA
- Garage Awards back in 2024
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Meet the Manager: Steven McKenzie, Group Assistant Buyer

For the latest in our series of 'Meet the Manager' profiles, we caught up with Steven McKenzie, Group Assistant Buyer at Arnold Clark Autoparts.

Steven discusses his favourite thing about his job, top trending products and his passion for cooking and discovering new foods.

- **What does your role involve / what are your key responsibilities?**

My current role involves buying parts for my Group. This includes Autoparts, Renault, Kia and Hyundai. I am also in charge of looking after over £25 million pounds worth of stock for the group.

My key responsibilities include managing a team of nine staff members, tasks and workflow planning, and meeting suppliers on a daily basis to discuss all aspects of the deals and contracts we have in place.

- **What do you most enjoy about working for the company?**

The variety my job brings daily. The fact that no two days are the same is what I enjoy most. We have a great team as well, which makes work life enjoyable too. I like to work with them to bring the best out in them and also coach the youngsters we have to bring them on and enjoy watching them succeed.

- **Tell us a fun fact about yourself.**

I love to try new foods and going to restaurants! This fuels my love of cooking. I get ideas from restaurants and then create my own style of the recipes at home. I'm also a huge football fan and I go to every home, away and abroad game to watch my team play every season.

- **What do you like to do outside of work?**

I enjoy going to restaurants, cooking and going to the gym. I love weightlifting and keeping fit and healthy.

- **What one thing do you feel sets Arnold Clark Autoparts apart from its competitors?**

We are a one-stop shop for workshops and garages! Not only are we huge in the aftermarket, but we also keep most franchises throughout our Group with the largest range of stock for customers to buy from at our retail counters, trade counters, over the phone and through our new eCommerce website.

- **What are the current top 3 best sellers?**

Currently batteries, electric vehicle charging cables and our winter seasonal items such as antifreeze, de-icer and wiper blades are trending. We tend to see this year-on-year in the winter.

- **What new technology do you expect to see become more common in the industry / that technicians should be looking to embrace?**

I think everyone can see that electric vehicle (EV) technology is becoming huge - and not going away anytime soon - although percentage wise there are only 3% of EVs out there compared to petrol and diesel vehicles.

I still think that because the technology is so new technicians need to embrace this and get used to dealing with a totally different kind of vehicle in the workshop. They need to be staying up to date with the latest training on how to repair these vehicles in a different way from the normal engines they are used to working with.

- **How important is it to ensure you're constantly updating your stock to ensure demand is being met?**

It's one of the most important parts of the job! We are constantly looking to add new-to-range products and widening the range of our stocks. As our Group sells new and used cars, it's essential that we are analysing all our purchases internally and externally throughout all the sites we have. There are so many new vehicles being added to the vehicle parc and we must always be one step ahead of our competitors!

Thanks, Steven, for taking the time to chat with us!



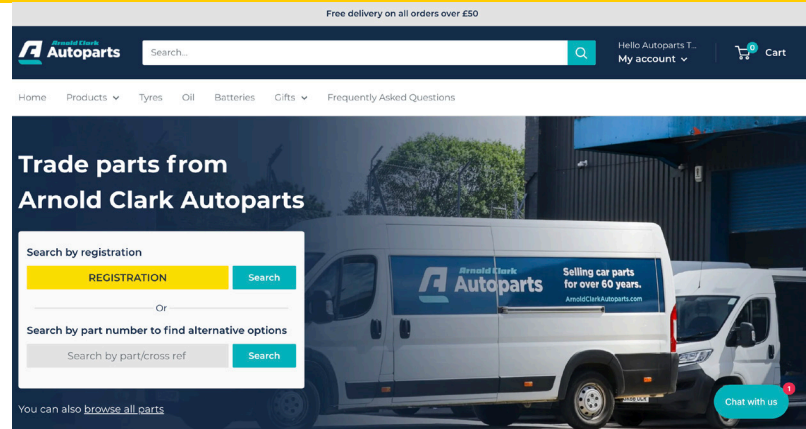
Have you got feedback on any of our products?
If so, please email
steven.mckenzie@arnoldclark.com

Have you shopped on our trade website?

Fancy shopping our leading product range 24/7? Our trade website is now open to all trade businesses in the UK, including customers at Arnold Clark Autoparts hub sites,

Benefits of the trade website include free delivery on orders over £55, a next day delivery for faster parts service, and the opportunity to shop our huge range of aftermarket products including tyres and consumables. The site also allows customers to shop our range of original equipment (OE) parts from more than 30 manufacturers.

Plus, customers can browse parts and compare pricing options any time of the day or week, and see which parts are available for any vehicle using the vehicle registration look up tool.



There is also a live chat support feature meaning customer support is just a click away. Customers can use the feature to check stock levels of a product or receive fitment advice. Sales through the trade website can be attributed to customers' existing trade accounts or paid for by card. Qualifying transactions can earn customers A-Points, which rewards people for spending.

For more information or to see the new trade website visit <https://trade.arnoldclarkautoparts.com/account/login>

Brighten up your day with this amazing bulb offer!

Get 118 bulbs and this handy bulb stand with a £325 re-sale RRP for just **£99**.

You'll also get a free handheld inspection lamp worth **£32.99**.

Contact your local Autoparts branch before stock runs out!



Get rewards for your spending with A-Points

Are you part of the Arnold Clark Autoparts A-Points loyalty scheme? If not, you should be! We reward garages for spending with us offering points and prizes.

With a new increased range of available qualifying products for this year such as EGR values, driveshafts and CV joints, plus a huge range of product lines including winter essentials like antifreeze and suspension parts, as well as engine and turbo components, rotating electrics, clutches and brakes.

Garages can quickly accrue A-Points to spend on the latest tech, holidays, and cinema trips.

Since its launch in 2021, A-Points has gathered momentum with many garages across the country benefitting from offers through the platform.

For more information visit www.apoints.co.uk

Your trade loyalty scheme with no catches.

- Each part you buy has a points value
- Earn whether you spend online or over the phone
- Points are allocated after each month's invoices
- Save your points for up to 12 months and claim fantastic rewards, from gift vouchers to holidays

Scan me with your smartphone camera to go straight to the site!



Don't just take our word for it.

Here's **Josh** from **Neil's Autos** who can vouch for the scheme.

"I've bought parts from Midwest Motor Factors for years, and when they changed name to Arnold Clark Autoparts, I signed up for A Points. Within four months I had enough points to claim for a new iPad. I buy from Autoparts because I know I can rely on the service and expertise of the staff, and A Points is just a nice extra perk."



Frank Nicholson from **Frank's Auto Centre** in Dundee hasn't spent his points yet, but he's already got his eye on a reward.

"We've been using Autoparts for years and found it hard to beat the service they provide. A Points has been brilliant as it allows me to choose a reward instead of getting something I don't want, and this year I've saved up my points to spend nearer Christmas on a new TV."






















































A Points

The loyalty scheme allowing you to choose your own reward.

Scan the QR code to login and check your **A Points** balance today.



	Timing belt 5 points			Starter/ alternator 30 points	
	Brake pads 5 points			Caliper 30 points	
	Wishbone arm 5 points			Clutch/DMF 30 points	 
	Water pump 10 points	 		EGR valves 30 points	 
	Brake discs 10 points	 		Radiator/ cooler 40 points	 
	Shocker 10 points	 		Power rack 40 points	
	Coil spring 10 points			CAT/DPF 40 points	
	Battery 20 points	 		Antifreeze 199L 100 points	
	Exhaust 20 points			Ultratec 199L 100 points	
	CV joints/ driveshafts 30 points	 		Turbo 100 points	
	Timing belt kit 30 points			Engine 150 points	



MOT first test at three years to remain

The UK government has agreed to maintain the current MOT Test Frequency following a consultation that explored extending the first test from three to four years.

Mark Field, IAAF Chief Executive, said: “Plans to extend the first test from three to four years have been met with the full power of the entire automotive industry including motorists, who have been united in their view that extending the test frequency risks driver safety.

“Every argument put forward to change the date of the first test has been overcome. An extended test won’t save motorists money and will in fact generate higher bills from worsening, unchecked problems. While it is right to consult on modernising the test process, the debate over the test frequency, the third in over a decade, should never be on the table.”

IAAF argued, along with other motoring groups, trade bodies including UK AFCAR and aftermarket businesses that changing the test frequency risks driver and public safety and will ultimately cost motorists more money.

It also lobbied that the future vehicle parc, comprising predominantly alternative fuelled vehicles such as electric, is more likely to fail the first MOT test, underlining the importance of safeguarding the current test regime.

Data from DVSA and from the IAAF Garage Network suggests a levelling out of the current MOT trend brought about by the coronavirus pandemic.



“Every argument put forward has been overcome... plans to extend the first MOT test from three to four years have been met with the full power of the industry”

Field added: “There is a clear need - and opportunity - to support motorists on the safety benefits of carrying out regular MOT tests.

“MOT testing stations and testers need to be better supported in communicating to motorists why the MOT test is in place. Much is done on the importance of roadworthiness but more needs to be done to promote the relationship between the motorist and the workshop carrying out the test.”



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Got your number...plate

We are pleased to announce that we are now equipped to supply your business with aluminium number plates.

Priced at just £5.75 per plate, we can manufacture number plates and deliver them alongside your parts.

Our new machine saves the space and cost of running a number plate printer, and we can even print company names on the plates if you are already RNPS registered with the DVLA.

For more information, contact your local Arnold Clark Autoparts today.





Pothole Perils

Pothole-related breakdowns are on the rise, with late winter proving particularly treacherous for drivers.

Workshops should be prepared for an increase in repair jobs due to pothole damage, as Admiral car insurance data highlights a 34% rise in claims since 2016. With the average cost of pothole damage also rising by 16% since last year, this is a cause for concern.

March takes the crown as the worst month for pothole claims, doubling the number compared to September. The first quarter of the year sees 36% of all claims, while autumn months account for only 17%. RAC patrols attended 23% more pothole-related breakdowns in Q4 of 2022 compared to the previous quarter, making it the highest number since 2019.

The recent wet weather, combined with the coldest start to winter in 12 years, suggests an uncomfortable and expensive spring for drivers. The cost-of-living crisis further exacerbates the issue.

Despite the Department for Transport pledging £5bn from 2020 to 2025 for local highways maintenance, the problem persists. Limited council funding results in inadequate repairs and recurring potholes.

Technicians should remain vigilant during routine servicing and repairs, closely inspecting suspension springs due to the ongoing "Pothole Pandemic." While MOT inspections may overlook corroded or weak springs, it's essential to report these issues to customers, emphasising the safety benefits of quality replacements.

UK roads, particularly in winter, are the primary culprits of spring failure. Potholes and speed bumps cause fatigue, while freezing temperatures weaken springs, and grit salt corrodes protective coatings. This leads to an increased risk of failure.

Kilen springs, produced in Sweden, are designed to withstand the harshest Scandinavian winters. Made from high-quality, specialist spring steel and protected by zinc phosphating and epoxy resin powder-coating, Kilen springs provide enhanced durability against the UK's pothole menace.



Proper lubrication is key

Oils and lubricants are important for any vehicle, and with new developments, technology and constantly updated engines they are vital for proper functionality, especially during the colder months.

Ultratec discusses the importance of ensuring proper lubrication, the essential part it plays in colder weather and how oils and lubrications have developed over the years.

The importance of lubricants

Lubricants can be considered as the 'life blood' of the engine, ensuring all moving parts are protected, cooled and lubricated throughout the life cycle of the lubricants.

As with any blood supply, failure to maintain or use the correct type or viscosity, will not instantly result in failure but will slowly erode the protection afforded by the original recommendation from the original equipment manufacturer (OEM).

Vital functions in winter

During colder times of the year, it is vital for a lubricant to flow the instant an engine is started. Engine oil has to travel from the sump to every part of the engine straightaway to avoid wear, particularly in areas of high load.

OEM recommendations are based upon climatic conditions, be they +40 or in some areas well below freezing. If the recommendation is a 0W-20 and you use a 15W-40, then flow rates will be compromised dramatically at lower temperatures.

Engine development

The way engines are lubricated has changed dramatically since the first horseless carriage. Engines are no longer low revving engines reliant on boundary lubrication but high speed, high torque engines with high machining tolerances such that oil is now a carrier moving between surfaces, giving chemical lubrication at the surface where metal to metal contact occurs.

Development is very much centred on lower viscosity fluids, for example 0W-8 is asked for especially in some PHEV (plug-in hybrid electric vehicles) Toyota vehicles.

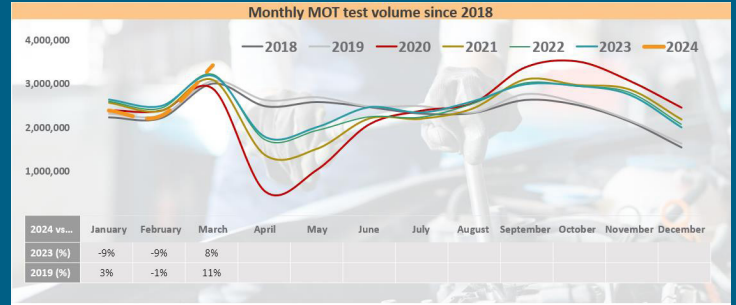
Wet belt technology has also become very important, especially in light of recent failures with smaller, high output engines with higher levels of technology required to prevent unwanted issues such as LSPI (Low Speed Pre-Ignition).



MOT seasonality update with IAAF

With an estimated 3.4 million cars having an MOT expiring in March 2024, the MOT volume is expected to rise in that month compared to 2019 (+11%) and 2023 (+8%).

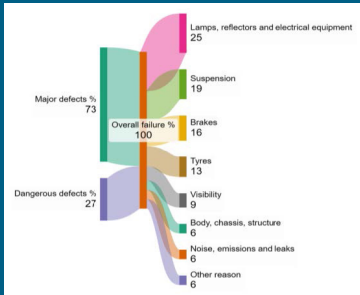
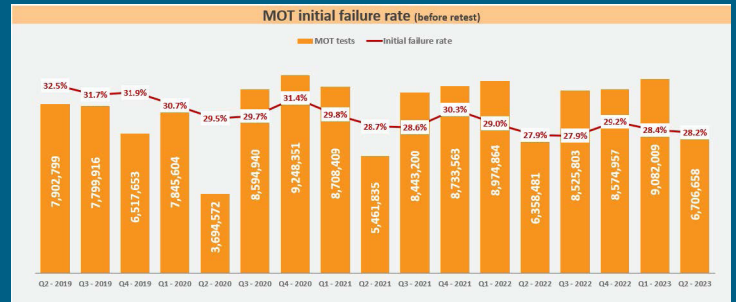
Month	2018	2019	2020	2021	2022	2023	2024
Jan	2,247,203	2,331,003	2,408,421	2,583,816	2,611,300	2,649,458	2,400,436
Feb	2,229,774	2,294,175	2,397,478	2,395,640	2,452,091	2,502,021	2,277,348
Mar	3,022,897	3,084,093	2,894,433	3,102,716	3,228,750	3,192,362	3,432,366
Apr	2,503,763	2,641,825	553,923	1,382,140	1,732,659	1,793,467	
May	2,599,159	2,709,448	1,051,994	1,529,907	1,944,196	2,021,226	
Jun	2,481,639	2,498,018	2,084,894	2,220,203	2,255,232	2,475,267	
Jul	2,332,964	2,503,646	2,396,340	2,211,004	2,246,134	2,353,788	
Aug	2,347,926	2,358,759	2,574,829	2,455,534	2,561,014	2,613,765	
Sep	2,646,364	2,781,841	3,387,531	3,115,267	3,031,184	2,998,278	
Oct	2,530,819	2,583,512	3,521,528	2,987,492	2,957,238	2,963,548	
Nov	2,155,105	2,183,824	3,081,580	2,887,076	2,816,610	2,761,150	
Dec	1,558,091	1,644,798	2,467,946	2,199,756	2,085,907	2,013,117	



MOT initial failure rates over time

The initial failure rate (before retests) in Q2 2023 is 28.2% - compared to the same period the previous year, there is a 0.3-point increase in the volume of initial failures.

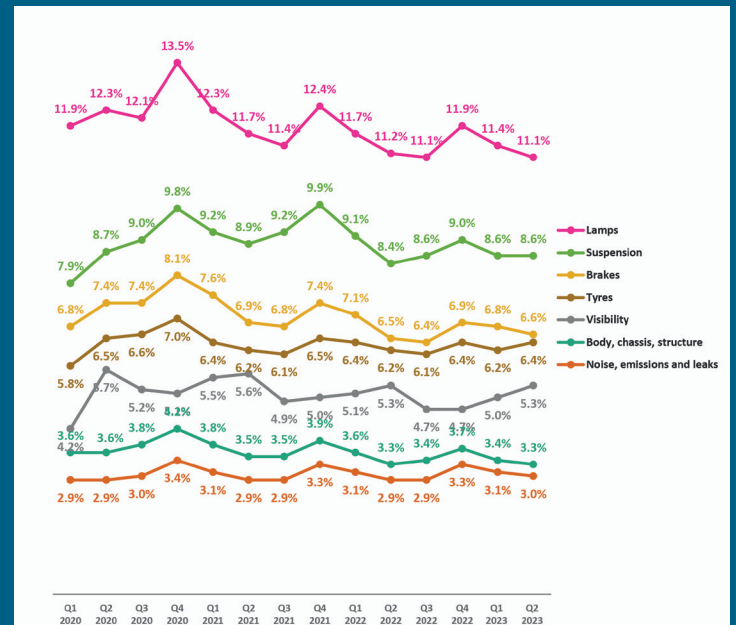
Over time the failure rate has been slowly declining, however, it is noticeable that the initial failure rate tends to be highest in the final quarter of a given year.



When considering the distribution of all of the failures reported in Q2 2023, the leading category is lamps, reflectors and electrical equipment, accounting for 25.2%, followed by suspension (18.8%) and brakes (16%).

Distribution of failures among all MOTs

When considering the distribution of the failures among all MOTs carried out (initial tests), the failure categories fluctuate however the order of the categories remains consistent.



Sources: DfT Travel survey

A technical night to remember

We recently hosted a technical training evening at the GTG Training Centre in Wolverhampton to offer garages technical expertise, networking opportunities and industry knowledge from leading suppliers and organisations.



Speakers included Mark Field, Chief Executive of the Independent Automotive Aftermarket Federation (IAAF), as the voice of the motor industry, Field delivered an update on current affairs affecting garage businesses and other pressing issues such as 2035 ban, the right to repair and MOT changes.



The evening also included some of our key suppliers including TMD Friction who provided common solutions to braking problems garage businesses face regularly and discussed the importance of fitting quality brakes, in the correct way.



As one of the industry's most prolific battery manufacturers, Yuasa batteries was on hand to provide an update on technological product advancements, insight into the most common battery issues. Finally, a representative from Ultratec oil discussed the most common oils in use in the industry today.

Craig McCracken, Group Factor Manager, comments: "We always look to where we can add extra value to our customers. This technical evening represents a significant opportunity for garages to enhance their technical knowledge and build connections with likeminded businesses in the area."



"In an industry where technology and trends consistently change at a fast pace, it's essential that garages and workshops are always looking at upskilling and expanding their knowledge to meet the needs of modern vehicles."

McCracken adds: "Well-trained technicians are better equipped to provide top quality customer service, compliant to the latest regulations, highly motivated and can ultimately charge more for jobs. It's a win-win all round!"

Attendees also had the chance to win some great prizes during the event including a Renault electric scooter, as well as, braking and battery gadgets.

For more information on future technical training events, speak to your local rep.

"We always look to where we can add extra value to our customers. This technical evening represents a significant opportunity for garages to enhance their technical knowledge and build connections with likeminded businesses in the area."

Deal done for Dunlop

Dunlop Suspension Systems designs and manufactures advanced electronic control systems and air suspension components for the automotive and ancillary industries.

From its new facility in Coventry UK the brand designs, validates and manufactures systems for an increasingly varied range of customers. Specialists in the manufacture of air spring air suspensions & bespoke ECAS (Electronically Controlled Air Suspension) system design, Dunlop Suspension Systems can deliver the right solution to meet its customer's needs.

The company has been manufacturing air suspension systems, anti-vibration components, industrial air springs and associated components for 70 years. Its DAS range combines a number of air springs and air struts for passenger vehicles. The DAS aftermarket range expands and complements its existing product range to provide customers with high quality products over a wide range of vehicles.

The brand's range of air struts is regularly growing, adding to its extensive product range which includes air bellows and springs, air spring sleeves, coil conversion kits and air compressors.

Dunlop products are now available to order from your local Autoparts branch.



New in oil from Ultratec

You asked and we listened, say hello to Ultratec's new PSA-TEC oil.

This new-in product is recommended for many modern engines produced by Stellantis/PSA including Blue HDi and PureTech types. Specification: ACEA C5, API SP, PSA B71 2010.

The next-generation engine oil is designed for use in a variety of new petrol and diesel engines. It provides low speed pre-ignition (LSPI) protection and delivers improved levels of fuel economy in the latest OEM tests.

Ultratec's new PSA-TEC oil's carefully controlled SAPS levels make it a perfect operating partner for hot running engines, protecting after treatment systems including petrol particulate filters, and its prevention of deposits keeps turbochargers in optimum condition.

The product is recommended for passenger car applications such as the latest Ford EcoBlue engine range and is an ideal choice for service fill applications for Peugeot and Citroen applications.

Ultratec's new PSA-TEC is also available in 1.5, 20 & 199L sizes, and the from price per litre is £4.85. We will also be offering tanker deliveries nationwide, please contact your local brand for more information.



Best foot forward

Having the right footwear for the job is important, that's why we offer a fantastic range of safety footwear in all sizes.

We've carefully selected our collection from a range of popular brands, including ARMA, Workforce Safety, Lee Cooper, WoodWorld and Goodyear.

Watch out for more updates coming soon, including a new range of workwear.

Please contact your local Arnold Clark Autoparts centre for more information.

You can view the full range of footwear available by scanning the QR code!



Safety Footwear

from Arnold Clark Autoparts

2024





Clear the air: introducing Klarius exhausts

Available now! Brand-new exhausts range from leading supplier, Klarius.

Klarius is the largest manufacturer of aftermarket emissions components in the UK, offering a range of over 10,000 premium components, including exhausts, catalytic converters (CATs), diesel particulate filters (DPFs), mountings and accessories.

The range has been designed to match or exceed the performance of the equivalent OEM (original equipment manufacturer) part and are type-approved as standard. The brand uses innovative materials, skilled technicians and state-

of-the-art automated production methods to achieve truly market leading emissions products to preserve or enhance the efficiency, environmental and performance characteristics of the vehicle.

Klarius' products are suitable for automotive applications from leading passenger car application and SUVs to sports cars and classic cars, plus light commercial vehicles and everything in-between.

Contact your local branch for more information.

Witter range now in stock

We are now supplying towbars from Witter Towbars and Westfalia Automotive.

All towbars are developed and tested to regulation 55 and put through a number of rigorous safety tests to keep motorists and their cargo safe on the road.

With 5000 towbars available, all Witter and Westfalia towbars are designed to be compatible with individual vehicle specifications.

We also have a range of Platform style carriers that can hold from two to four bikes and all benefit from the tilt forward function to allow easy access to the boot.

Carriers vary in price to suit budget and needs so customers can be sure they are getting the right carrier for them.



Nominate your garage in the 2024 Garage awards!

The IAAF Garage Awards will be back this year to celebrate the best of the best in the industry. And you can nominate your favourite now!

The Independent Automotive Aftermarket Federation (IAAF) has once again partnered with Automechanika Birmingham for the second Garage Awards which will take place at the UK Garage and Bodyshop Event on 5 June 2024.

Being held at NEC, Birmingham, the awards ceremony will be hosted after day one of the UK Garage and Bodyshop Event. There will be numerous award categories, celebrating the very best of the garage industry, including Garage of the Year, Best Independent Garage (Single-Site), Best Independent Garage (Multi-Site), Best Community initiative, 'Auto-Mechanik' of the year, Best marketing award, Best customer service award and the coveted Lifetime Achievement Award.

Shortlisted businesses / individuals will receive two free tickets to the awards evening at NEC Birmingham. The event includes networking opportunities, awards and prize giving, a three-course meal and exciting entertainment.



Nominate your favourite garages now!

Where To Find Us...

ABERDEEN:
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