

BLUE Lite

Supporting



www.blueprint-adl.com – November 2008

THIS YEAR'S SUMMER BLOCKBUSTER!

Blue Print launches range for American vehicles...

BLUE PRINT



Plus Blue Print still No.1 for Asian Parts See page five

COVER STORY...

THIS YEAR'S SUMMER BLOCKBUSTER

Blue Print's new range gives the aftermarket a chance to tap into the growing American market...

On the 4th July 2008, Blue Print introduced a new range of parts for American vehicles.

The range is focussed on European specification (right hand drive) vehicles from the following manufacturers: Cadillac, Chrysler, Corvette, Dodge, Hummer and Jeep.

The European specification American car market is a growing sector, with approximately 20,000 registered during 2007 and over 11,000 so far in 2008 (up to August). With this sector growing year on year, we noticed that very few suppliers were catering for these vehicles and no-one offered a comprehensive range of parts backed up by accurate cataloguing. With the Blue Print brand's strong reputation for quality, accuracy and service, our American parts range promises to follow in the same 'Right First Time' philosophy as our Japanese and Korean range.

Just as the Japanese and Korean range, the parts for American vehicles are sourced from high quality manufacturers and are guaranteed to be "Right First Time." The entire Blue Print range is covered by our Two Year Unlimited Mileage Warranty against manufacturing defects*.

Just the facts - Blue Print USA Parts Range

- 28 models and over 90 model variants catalogued
- Over 500 part numbers with 1800+ applications
- All parts covered by our Two Year Unlimited Mileage Warranty against manufacturing defects*
- Parts range will continue to expand

*All parts must be changed in accordance with the vehicle manufacturer's recommended service schedules.



NOW SHOWING...

ADA102123/4

Oil Filter

Corvette C6 6.0i V8 2005>

Applications: 3



ADA102204

Air Filter

Chrysler Grand Voyager 2.8DT 2004>

Applications: 7



ADA102506

Cabin Filter

Cadillac CTS all models 2005>

Applications: 5



ADA104230/05

Front / Rear Brake Pads

Chrysler 300C 3.0DT 2005>

Applications: 3



ADA104103

Handbrake Shoes

Jeep Grand Cherokee 4.0i 1998>2004

Applications: 4



ADA104305/6

Front / Rear Brake Discs

Chrysler Crossfire 3.2i V6 2003>2007

Applications: 1



ADA103013

Clutch Kit

Dodge Calliber 2.0i 2006>

Applications: 4



ADA108101

Outer CV Boot Kit

Jeep Cherokee all models 2001>

Applications: 5



ADA107008C

Oxygen Sensor

Jeep Wrangler 2.5i 1996>2005

Applications: 1



ADA109103

Water Pump

Hummer H3 all models 2005>

Applications: 2



ADA107508

Timing Belt

Cadillac BLS 1.9DT 2006>

Applications: 1



ADA108714

Outer Track Rod End

Chrysler PT Cruiser / Neon all models 1998>

Applications: 14



Over 500 part numbers
1800+ applications

Blue Print USA launch puts NASA to shame...

During the week of 30th June, the Blue Print sales team took to the roads to distribute the new 2008 Blue Print catalogue, and to explain to our customers that we were launching a range of parts for European specification American vehicles on the 4th July.

During the week over 8250 miles were covered distributing 2547 catalogues to 518 customers. Feedback from the customers was all positive and well received; most acknowledged that aftermarket coverage, until now, has been poor for American vehicles and they were looking forward to offering the Blue Print solution, which includes taking the opportunity to sell directly to American car franchises.

For a full listing of all the American cars listed in the Blue Print range, visit www.blueprint-adl.com and click on the 'American Car Parts' banner. This will take you to a glossary with pictures of all the models, with each one linked to the catalogue in Blue Print Live! If you've not already done so, why not sign up to Blue Print Live! whilst you are there? With up to the minute information and access to all 19,000 Blue Print part numbers, technical bulletins, and much more...and a new 'repairer section' coming soon!

www.blueprint-adl.com



ADL continue European Expansion

As part of ADL's ongoing commitment to increase both customer service levels and market share in key European markets, July 2008 saw the opening of ADL subsidiary companies in Italy and Spain and the relocation of our branch in Portugal.

ADL Italia S.r.l. will service regional distributors in Italy from a large distribution centre in Desio, near Milan, with around €1,000,000 of Blue Print stock available for next day delivery to all parts of the country. The company has seven Italian staff and is 100% owned by ADL.

ADL's Spanish subsidiary is named Auto Especialistas, Distribución y Logística España S.L. and is based in Madrid. ADL has been selling in the Spanish market from our Portuguese branch since 2004 and the opening of this new company is intended to strengthen ADL's position in the market through increased quality and quantity of contact with distributors and independent garages. The operation in Spain will take over day-to-day control of all ADL's Spanish accounts however, Spanish orders will continue to be processed through our branch in Lisbon – ADL Sucursal em Portugal – which has been relocated to a new, 2,400 square metre premises to facilitate the rapid growth we expect to see as a result of our increased presence in the Spanish market.



■ ADL SEP, Lisbon, Portugal



■ ADL Italia, Milan, Italy

Blue Print - Still No. 1 for Asian Car Parts



With all the talk about Blue Print's new range of parts for American vehicles its important not to forget that we are still the market leader for parts for Asian vehicles.

Just because we have branched out into US market does not mean we have taken our eye off the ball in the Asian market. Listed below we highlight key additions to our Japanese & Korean range be they new products or newly catalogued vehicles.

New Cables References



With over 1000 handbrake cables and 130 clutch cables covering the Asian and American vehicle parc, the comprehensive range of Blue Print cables continues to grow with a large number of cables added over recent months.

Of particular interest is the handbrake cable for an increasingly popular grey import, the Toyota Starlet turbo. This has been put into range due to our customer's requests and the lack of its availability outside of the main dealer network.

Part Number	Description	Application
ADG03816	Clutch Cable	Kia Picanto 1.0i/1.1i 04>
ADK83833	Clutch Cable	Suzuki Jimny 1.3i 01>
ADA104608/9	Handbrake Cable	Chrysler Grand Voyager 2000>
ADN146264/5	Handbrake Cable	Nissan Primera P-W11 00-02
ADT346320/1	Handbrake Cable	Toyota Sera/Starlet Turbo 92-99

New Timing Chain Kits



Blue Print will soon be launching a new short range of timing chain kits to cover some of the more common failing vehicles.

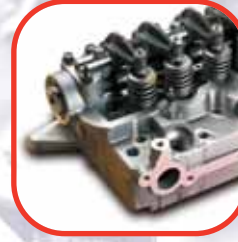
Micra K11 1.0i and 1.3i models, various Nissans fitted with the GA14DE & GA16DE engines (Almera, Primera, Sunny, etc...), various Toyotas fitted with the 1.8VVTi engine (Avenis, MR2, Rav4, Celica, etc...) plus the 1.8VVTi engine used in the T-Sport Corollas and Celicas.

The kits will contain all components normally required for the repair; this includes gaskets, seals, chains, tensioners, chain guides, cam gears and crank gears where relevant.

The Toyota kits will also be made available with the VVT unit which is prone to failing.

These kits will be highlighted in our New Product Bulletin when they become available.

Head Bolts



We have recently been expanding our cylinder head bolt range which now consists of 75 references.

Below are 5 of the new references along with their key application. We are always open to good feedback, so please let us know if there are any references that we do not cover that you think we should.

Part Number	Description
ADH27808	Honda Civic 1.8i VTEC VTi 97-01
ADK87801C	Suzuki Alto 1.1i 02-06
ADN17804C	Nissan D22 Pick-Up 2.5DT 98-01
ADN17805C	Nissan Primera P12 1.6i/1.8i 01-06
ADT37812	Toyota Landcruiser 3.0DT 02>

Hino Parts



We have been receiving more and more requests for parts to fit the Hino Series of trucks. (Hino being part of the Toyota Motor Corporation having joined them in the late 1960's).

Whilst HGV's are not an area we wish to concentrate on, we are able to supply parts for the Hino trucks and have now started to catalogue the Hino 300 and 700 series. Starting with service and brake items, along with a selected number of steering and transmission parts, the range is likely to expand in the future. A full and up to date listing is available to view on Blue Print LIVE!

Hino 300 Series 4.0DT
Hino 700 Series 13.0DT
(Both from 2002 on)

Look out for our latest advert in the trade press



FAST



Nissan X-Trail

From the East, we have Nissan's take on the popular sector of the family sized 'soft roaders' - the X-Trail.

Launched back in 2001 with a choice of 2.0i petrol and 2.2 turbo diesel engines (joined by a 2.5i petrol a year later) over 58,000 X-Trails have found themselves ferrying kids to and fro schools across the UK and Ireland.

With the diesel engine having come-of-age in recent years, it's probably no real surprise to learn that 75% of all X-Trail sales are turbo diesels. All X-Trails are 5 door SUV's making them simple when it comes to identifying models.

On the whole the X-Trails are meant to be reliable, although there are known common problems with the turbo chargers failing, intercoolers leaking and oil leaks to name a few.

This probably helps to explain their appearance midway down the table in this year's JD Powers customer satisfaction survey, coming 4th= in their class and 51st= overall.

The diesel engine, as well as having a few reliability issues, it wasn't particularly refined either and when the X-Trail was facelifted in 2007 it was given an all-new diesel engine, as found in the Qashqai.

Blue Print's parts coverage of the Nissan X-Trail is excellent, and includes some parts that you may have thought are main dealer only, such as air flow meters and glow plug relays.

Nissan X-Trail 2.2DT (2001 > 2007)

Description	Part Number
Oil Filter	ADN12114 (>09/03)
	ADN12119 (09/03>)
Air Filter	ADN12215
Fuel Filter	ADN12310 (>10/05)
	ADN12333 (10/05>)
Cabin Filter	ADN12505
Fr Brake Pads	ADN142115
Rr Brake Pads	ADN142113
Fr Brake Disc	ADN143101
Rr Brake Disc	ADN14399
Handbrake Shoes	ADN14162
Clutch Kit	ADN130175 (>09/03)
Glow Plug	ADN11823



Jeep Cherokee

Jeep Cherokee 2.8DT (2002>)

Description	Part Number
Oil Filter	ADA102114 (>09/07) ADA102116 (09/07>)
Air Filter	ADA102201
Fuel Filter	ADA102315
Fr Brake Pads	ADA104223
Rr Brake Pads	ADA104238
Fr Brake Disc	ADA104307
Rr Brake Disc	ADA104308
Handbrake Shoes	ADA104101
Clutch Kit	ADA107502
Timing Belt	ADN11823
O/Track Rod End	ADA108701 (LH) ADA108702 (RH)

From the West, and a country where the philosophy is "bigger means better" and oversized SUV's are commonplace, comes a 'compact' SUV in the form of the Jeep Cherokee.

Where most American SUV's have oversized bodies and are powered by gargantuan, thirsty petrol engines, the Cherokee is scaled down in size to appeal to the UK buyers tastes and comes with a choice of four sensible(ish) engines: a pair of turbo diesels (2.5 & 2.8) and a pair of petrol units (2.4i and 3.7 V6).

In a sector with many better Japanese and European rivals (the Nissan X-Trail being just one of them) it was never going to be a class leader. That said, with lots of equipment, capable off road

performance and a front end styling that bore a strong resemblance to the Willys Jeep of WWII fame, the 2002>08 Cherokee became a distinctive and reasonably popular sight on UK and Irish roads with around 18,000 being sold.

As with most four wheel drive vehicles, brakes and clutch tend to wear faster than on passenger cars, along with steering components and items such as wheel bearings. Not surprising really with a kerb weight tipping the wrong side of 2000kgs.



JONO INVESTIGATES

In this section our Technical Support Controller, David Johnston (aka Jono), investigates warranty claims and gives an insight into some of the claims he receives.

FILE #2008009 - The Case of the Two Faced Bearing

We are coming across more and more wheel bearings that contain a seal that has an integrated magnetic encoder built into it. These bearings are often referred to as 'Active Sensor Bearings'.

The ABS system on vehicles fitted with this type of bearing uses a relatively new design of active sensor. As the magnetic part of the bearing passes a near-by miniature active sensor it delivers a signal to the vehicle's ABS control unit. This design is said to help save weight and space, simplify wheel assembly and reduce problems caused by road dirt / grime / corrosion.

Exhibit A
Bearing Oil Seal
 Inward facing (Rubber)

Important Information

Care must be taken when fitting this design of wheel bearing:

1. Firstly the Magnetic encoder (brown in colour) must be fitted facing towards the brake disc.
2. Care must be taken to ensure the magnetic encoder does not come into contact with a dirty surface or another magnetic object.
3. Care must be taking when fitting the bearing (When the bearing is pressed into the hub) not to damage the magnetic encoder.

Always refer to the vehicle's technical manual wherever possible.

Two such style bearings in the Blue Print range are **ADH28231C** and **ADH28337C**. These fit the Honda CR-V from 2002 to 2006 and a number of Honda Civic models from 2002 on.

It is not uncommon for people to fit this style bearing the wrong way round. They do not realise something is wrong until they go to drive the vehicle out of the workshop and the ABS light stays on!

Exhibit B
Magnetic Encoder
 Outward facing
 (brake disc)



Four Page Special Feature



On May 17th, Automotive Distributors Ltd hosted a Rally to raise money for charity. Dubbed the "2008 Blue Print Rally", it's primary aim was to raise funds for BEN, the automotive industry charity, who aim to provide care and support for employees within the motor sector in times of need.

Story by **Rob Head**



The rally was open to all Blue Print distributors and fitters from across the industry. From the 110 entries, 25 teams were picked although a couple had to pull out at the last moment for personal reasons. The remaining 23 teams of two were an even mix of motor factor owners/staff and garage/repairer teams from all over the UK.

Each team was targeted to raise a minimum of £100 for BEN before being able to take part. In addition to BEN, many teams also raised money for their local charities.

The teams each had to purchase a Japanese or Korean car (for obvious reasons) which was to cost less than £500. They then had to drive from ADL's UK headquarters at Marden in Kent, across Europe to our Portuguese offices just outside of Lisbon. To add to the challenge the

route was far from direct, driving diagonally through France around the south east coast of Spain into southern Portugal and finishing in Lisbon. In total almost 2000 miles had to be driven in just seven days. This may sound easy if you're a rep driving round the UK in an air conditioned modern car, but imagine doing that in a 17 year old Kia Pride dressed up like a Paris Dakar motor across 3 countries in what was a mixture of very hot weather and very heavy rain, all the time wondering whether your car is about to expire!



With their £500 budgets, the cars that each team picked for the Rally varied wildly from a 1983 Mitsubishi Colt (named "Collin") to a pair of 3.2 V6 Honda Legend Coupes!

The lead car and Blue Print's main team, aptly named "The Blues Print Brothers" consisted of **Rob Head** (ADL's

Marketing Controller & Rally organiser), **Stuart Harcourt** (ADL's Senior Designer & Rally website guru) and "Elvis" their 100,000 mile 1990 Honda Legend, bought on eBay for the princely sum of £202!



'Elvis' underwent a major makeover from large tired looking 18 year old bland saloon into a replica of the Plymouth police car from the 1980 hit movie 'The Blues Brothers'. With plenty of begging, blagging and borrowing, and many evenings using a friends garage, Rob brought "Elvis" back from the dead and ensured that the team would get both amused and confused looks in equal measures during their jaunt to Portugal. Blue Print's second team, "2Fat2Flatulent" in a 2Fast2Furious inspired Mitsubishi Galant acted as a support vehicle in case "Elvis" popped his cogs.

Continued>



Day One...



The teams all met at ADL's headquarters in a distinctly wet Marden, on Saturday 17th May. At 10am the rally was officially started by ADL's Chairman, **Chris Jeffries**, and ADL's Sales

& Marketing Director, **Simon Hutchinson**, to a fanfare of horns, sirens and cheers from the number of spectators. The convoy headed for the ferry port at Dover where they were greeted by many amused port operatives and Customs personnel. Thankfully there was no sign of any latex gloves!

All seemed to be going well until after an hour on French asphalt 'Elvis' started to get a little warm. Despite 500 miles worth of pre-rally testing in the UK, it appeared that Elvis didn't like being in France even though it was damp and mild... just like the UK. With the heater in the car set to max, 32°C, the engine settled to a reasonable temperature and they 'gingerly' continued with one eye on the road, and the other on the temperature gauge. At the end of Day one all the teams arrived safely at Cergy.

Day Two...



The sun was shining, although things were gloomy in the 'Blues Print Brothers' camp as 10 minutes into the journey 'Elvis' got very warm again

and promptly dumped some of its coolant in protest! Could this earn them their own 'Wooden Car' award? Rob, with invaluable assistance and tools from **Steve "Clinker" Birdwood** of team AWOL, removed the faulty thermostat and cut the centre out before refitting it. Problem solved and normal temperatures resumed. The convoy split into groups, with some driving off to Orleans for a spot of lunch and sight seeing. The another group went into to visit the Palace of Versailles – home of Louis the 13th... apparently he wasn't in!

All teams made it to the hotel at Clermont-Ferrand safe and sound, although the two **Camberley Auto Factors** teams chose non-toll roads and arrived an hour after the others. They then managed to get themselves stuck in the hotel lift between floors. Fortunately **Rob Head** came to their rescue and was able to open the lift doors from the outside and they escaped.

Day Three...



Day three saw the teams leave in convoy and head for the **Millau Viaduct** at a pace that the Kia's and Colt were happy with.

The convoy grouped at the bridge, attached their various cameras and camcorders to their cars and drove across to a chorus of horns, sirens and flashing lights, which seemed to please and bemuse onlookers. It was a slight anticlimax for the teams as the bridge has very high sides and they couldn't get a true sensation of just how high it really was.

Two minor casualties of the day were the interior mirror of team **AWOL's** 300ZX being knocked off and a slightly unnerving noise emanating from the rear of the **Beach Boys'** Honda Prelude. Also, 'Elvis', whilst minding his own business in the hotel car park, was reversed into by a hotel receptionist. Fortunately he only sustained minor damage, which was more than can be said for the Peugeot 206 that hit him!! So another day down with all teams present and correct for the evening meal in Perpignan!

Day Four...



Day Four got off to a good start with some fine weather as the teams crossed into Spain. The Spanish mountain and coastal roads were a big hit with the teams, giving

some fantastic views and great driving experiences. The Spanish motorists were very welcoming, giving many of the teams honks, waves and the now ubiquitous Blue Print 'thumbs up'! At about mid-point through the day's drive, a number of teams stopped off at Barcelona for a much needed break and enjoyed a bit of beach volleyball in the Med.



During the afternoon, the team from **PCS (Dumb and Dumber)** even had their local home radio station call them for a live 'on air' update!

After a long day behind the wheel, the teams all made it to Valencia for a touch of four star luxury at Hotel Silken and the taste of Paella in their restaurant.

Continued>

Day Five...



Day Five was set to be the longest day's drive, with approximately 340 miles to travel across Spain to Granada. A short way into the journey, an inquisitive Spanish police force decided they would like to know what a group of rather conspicuous UK cars were doing on their roads and ushered the convoy of about 10 teams into a service area. After a check of all the team's paperwork and a number of salutes, the convoy continued on their best behaviour. (Spanish police have guns!)

The scenery through the hot mountain passes was breathtaking, with distant snow topped mountains and complex winding roads. Very challenging for some of the smaller engined teams, and those without air conditioning!

With over 1400 miles completed by the time they reached Granada, a few of the cars were beginning to crack under the strain...quite literally, with the **ALS Honda Prelude** and **Jap Mad Mitsubishi Colt** having both developed exhaust issues. The Prelude also required bump starts most of the time! **The Beach Boy's** older Prelude was still making a few 'eyebrow raising' noises from the rear wheel, although nothing had fallen off... which was good. Other than randomly noisy tappets, **Elvis** was doing a sterling job of transporting Rob and Stu in comfort and style!



All teams were still present and correct for the hotel in Granada that even managed to eclipse the hotel in Valencia. The **2Fat2Flatulent** guys took a bit longer to arrive as they chose they were having a few sat nav issues and spiralled in some hours later.

Day Six...



Day Six saw the teams leave en-mass, and after a refuelling stop the convoy joined the motorway to head for Portuguese tarmac. The weather remained 'scorchio' and the teams all made good time heading in-country and dispatching the 300 miles with relative ease. The Portuguese drivers all appearing to be as jovial and pleasant as the Spanish were. Arriving in Faro, the rally attracted quite a bit of attention as the cars parked up at the hotel next to a marina.

It was **Giles Warren** from ALS's 36th birthday, and he proclaimed that it couldn't have got any better. Sun, sea, and... Sangria as he didn't have to drive the next day!

Day Seven...



Day Seven, the final leg, and **Rob** from **ADL** thought that the teams could do with a bit of R&R time. So with a 50% contribution paid by ADL, most of the teams went to a local water park to enjoy a morning on the flumes, wave pool, jacuzzi's, etc... This was a much enjoyed break for the weary drivers! After lunch the convoy left to travel the remaining 180 miles to Lisbon. Shortly into the journey the heavens opened and it appeared the rally was going to end as it had started...in the rain. And boy did it rain!

Thankfully it cleared as the teams started to arrive at the Hotel VIP Zurique at Lisbon. Things didn't go quite so well for one of the **CAF** teams in a **Kia**, as they ran out of fuel on a nearby toll bridge and had to be towed to safety! No harm done and everyone had made the 2000 mile trip without serious mechanical problems.

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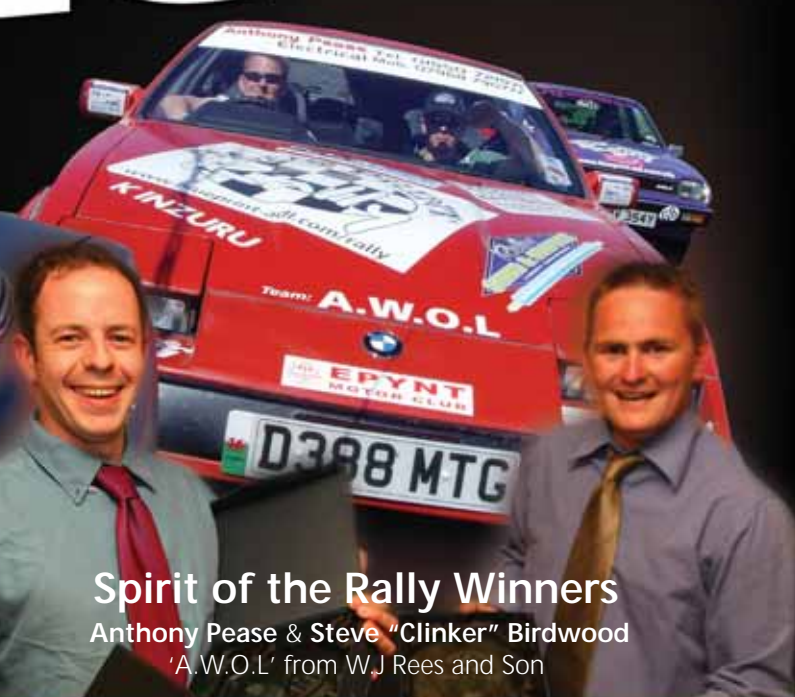


Made it!

ADL Blue Print's chairman, Chris Jeffries, and the Managing Director of ADL Portugal, Joaquim Candeais, joined the teams for an evening Gala meal and presentations at a nearby restaurant. Awards were given out for 'Car of the Rally' as voted by the teams (1st, 2nd and 3rd places), 'Wooden car of the Rally' for the most unreliable car, and the main award being for 'Spirit of the Rally' chosen by Rob and Stu.

At the time going to print, over **£14,000** has been collected for **BEN** and the teams other chosen charities.

More details of the teams and their cars, along with photos, diary and daily video updates are available to view at www.blueprint-adl.com/rally



Spirit of the Rally Winners

Anthony Pease & Steve "Clinker" Birdwood
'A.W.O.L.' from W.J Rees and Son



Wooden Car Award

Car of the Rally 3rd Place

Car of the Rally 2nd Place

Car of the Rally 1st Place

Ben Taylor & Giles Warren
'Just Japanese'
ALS Exeter

Mike Parker & Jim Stewart
'No Idea Won'
Camberley Auto Factors

Nav Kerrigan & Rob Barber
'M.A.D Colts'
Motex

Oliver Kemmitt & John Ford Jr
'The Beach Boys'
Riverdale Motor Company



HOT

New Products

BRAKING

Special Feature

ADC44272

Front Brake Pads

ADC44143

Rear Brake Shoes

 Mitsubishi L200
2.5DT Di-D 2006>

ADG04147

Rear Brake Shoes

Kia Carens All models 2002>06


ADK84137

Rear Brake Shoes

Suzuki Swift All models 2005>


ADN14159

Rear Brake Shoes

 Nissan Kubistar All models 2003>
Renault Kangoo All models 1998>

ADN142132C

Front Brake Pads

 Nissan Cube All models 2002>07
(Grey Import)

ADN142133

Front Brake Pads

ADN142134

Rear Brake Pads

 Nissan Cabster
2.5 / 3.0 DT 2006>
Renault Maxity
2.5 / 3.0 DT 2006>

ADT342167

Rear Brake Pads

Toyota Auris 1.4i / 1.6i 2006>



Blue Print is constantly adding to the range. For the latest updates register for Blue Print LIVE! at www.blueprint-adl.com/bpl

Drove my Chevy to the Levee...

Back in 1994, a car company launched itself in the UK claiming to be the "Biggest car company you've never heard of". Daewoo burst onto the market with a pair of cheap cars re-hashed from old GM models, the Nexia based on the Mk2 Astra/Kadett and Espero based on the Mk3 Cavalier/Vectra A, and went about selling them through their own outlets.

No dealers, no discounts, no hard sell and free servicing through Halfords was a tempting lure for those after a cheap new car. With an ambitious target of being a top 10 car manufacturer, Daewoo set about trying to change how the public bought their cars. Many motor manufacturers took an anti-Daewoo stance with some dealers flatly refusing to take Daewoo's as part-exchange. Because of this, their second hand values dropped quicker than Prime Minister Gordon Brown's popularity.

Determined to improve, Daewoo replaced these old models with their first totally home-grown cars in 1997 with the Lanos, Nubira and Leganza models, helped by the establishment of technical and development centres in the UK and Germany. Then in 1998 they added a couple of 4x4's to their

line up by buying out fellow Korean maker Ssangyong. In the same year they also added a well received super-mini, the Matiz, which became Daewoo's best selling car.

Unfortunately for Daewoo, the company's rapid expansion and the late '90s Asian financial crisis left it vulnerable and in the end its creditors, concerned by massive debts, decided to call it a day-woo (sorry - had to get it in somewhere!) The company went up for sale, and it was GM who stepped up to the challenge of taking on the fallen brand. First to go was the name; out went Daewoo and in came Chevrolet - a GM brand that has been established since 1911 so was deemed to represent stability and trust. Next was to sort out the range of drab models outing the poor sellers and face-lifting those that were to stay.

In 2005 the Chevrolet range went on sale through its new dealer network. Sales, whilst not amazing they have been consistent, with over 14,000 Chevrolets sold in 2006, over 18,000 in 2007 and over 12,000 this year (up until the end of August). With several new models launched this year and some strong advertising campaigns, it looks likely that the sales will continue to grow.

3 years on and a lot of the first Chevrolets to have been sold will be coming out of their warranty period and represent a good opportunity for the aftermarket.

With only a limited dealer network too, be sure you remember that parts for these cars are available from Blue Print, and don't go giving the sales to main dealers.



Chevrolet Aveo



Chevrolet Matiz



Chevrolet Epica

Chevrolet Kalos

Chevrolet Tacuma

Chevrolet Aveo 1.4i (2008 >)

Oil Filter	ADG02102
Air Filter	ADG02239
Fuel Filter	ADG02331
Cabin Filter -	ADG02505

Chevrolet Captiva 2.0DT (2007 >)

Oil Filter	ADG02136
Air Filter	ADG02280
Fuel Filter	ADK82327
Timing Belt	ADG07531

Chevrolet Epica 2.0i (2008 >)

Oil Filter	ADG02102
Air Filter	ADG02256
Fuel Filter	ADG02325
Denso Spark Plug	SK20PRA11

Chevrolet Kalos 1.2i (2005 >)

Oil Filter	ADG02110
Air Filter	ADG02239
Fuel Filter	ADG02331
Cabin Filter	ADG02505

Chevrolet Lacetti 1.6i (2005 >)

Oil Filter	ADG02102
Air Filter	ADG02248
Fuel Filter	ADG02325
Cabin Filter	ADG02523
Timing Belt Kit	ADG07324

Chevrolet Matiz 1.0i (2005 >)

Oil Filter	ADG02110
Air Filter	ADG02272
Fuel Filter	ADG02325
Timing Belt Kit	ADG07318
Front Brake Pads	ADG04268
Front Brake Pads	ADG04322
Clutch Kit	ADG030144

Chevrolet Tacuma 2.0i (2005 >)

Oil Filter	ADG02102
Air Filter	ADG02233
Fuel Filter	ADG02325
Cabin Filter	ADG02507
Timing Belt	ADG07507

Short range "Dealer only" items

Daewoo/Chevrolet Matiz 0.8i 1998>2006	
Ignition Module	ADG01451/2
Injector	ADG02801
Daewoo/Chevrolet Lacetti 1.4i/1.6i 2004>	
Ignition Coil	ADG01492
Daewoo/Chevrolet Tacuma 1.6i 2002>	
Oxygen Sensor	ADG07002

Blue Print is constantly adding to its ranges. For the latest updates on new parts register for Blue Print LIVE! www.blueprint-adl.com



Chevrolet Lacetti

Chevrolet Captiva



Blue Print Steering & Suspension products

Keeping you on the

Straight & Narrow



At Blue Print, we work closely with all of our manufacturers and suppliers to ensure that we can continue to purchase more competitively than ever before, and pass these savings on to our customers wherever possible.

With Blue Print continuing to expand with new ranges, more warehousing space and new European subsidiaries, all in 2008, Blue Print offers greater value now than ever before.

The Blue Print steering and suspension range consists of over 2000 part numbers in over 30 different groups. The number continues to grow with a further 57 new products added to range and arrived into stock during September alone!

ADN18698/9

Lower Suspension Arm (LH/RH)

Nissan Micra K12 All models 2002>



ADN18819

Leaf Spring

Nissan Navara D22 2.5 DT All models 2001>



ADT387184/5

Outer Track Rod Ends

Toyota Rav 4 All models 2005>



- Blue Print steering and suspension range consists of over 2000 part numbers
- Range now covers European spec American vehicles such as Chrysler, Dodge and Jeep.
- All parts covered by a two year unlimited mileage warranty



DIGITAL SERVICE RECORDS

As some of you are no doubt aware, some vehicle manufacturers have started to do away with the conventional service book which you stamp during a service, in favour of a Digital Service Record (DSR) which stores the entire service history of a car in a secure digital environment.

Mazda are one such vehicle manufacturer who have moved over to this system and have been running it since July 2006. When a car is serviced by a Mazda main dealer, the DSR is updated and the customer is given a print out to put in their service folder.

Whilst Mazda say that the system is for providing a 'secure, accurate and permanent record for the life of the vehicle,' one Mazda representative acknowledged the value of DSR in raising customer retention levels on sales and after sales fronts. He said "It is an ideal asset for nurturing customer retention with its tracking capability. The critical time comes after a car is three years old. It will highlight for dealers how much business they retain or lose from the network and should help keep more customers within Mazda's orbit." i.e. away from the independent repairers.

That said - non-franchised workshops should be provided with access to these schemes under the current Block Exemption regulation.

“...we put this to the test by calling a Mazda dealer and asking what would happen if we took a our nice new 08 reg Mazda 6 to a non-Mazda dealer for servicing...”

However... we put this to the test by calling a Mazda dealer and asking what would happen if we took our nice new 08 reg Mazda 6 to a non-Mazda dealer for servicing, and the response was that the Digital Service Record would not be updated. I asked if there was a way that the garage could update it themselves, or if a Mazda dealer could update it if I provided proof of the service and was told categorically...**“No!”**

The idea may be a good one, but looking through various forums on the internet shows there are potential issues with this system. One example being where someone was looking to buy 2 year old MX-5 with full history from a dealer. When the dealer was asked to supply a copy of the Digital Service Record there was no record of the 12,500 service in the history between the 50 mile and 25,000 mile entries. The dealer said that if they did the service they could provide proof of the work, but if they didn't then there was nothing they could do. Not ideal, and the responsibility falling on the dealer to remember to update the DSR!

Clearly there are some merits to the system as the 'core' service history cannot be tampered with. However, the value of 'full service history' lies with keeping the service print-outs as that is all a potential new owner will see when buying/selling a car. With this in mind, what, might you ask, are the real benefits of a Digital Service Record that no-one but Mazda can look at? A sceptical view? Maybe, but not without reason.

As all garages supply an invoice for work carried out, the Mazda system seems somewhat flawed. This is something that car owners will hopefully realise when deciding who should maintain their car, and if they receive good service from their independent repairer then Digital Service Records alone shouldn't be a reason to change allegiances.



Grey Import Camper Vans

HI-DE-HI CAMPERERS

The MPV market is reputed to have been started by Renault launching the Espace back in 1984, although some say Toyota's Spacecruiser was first (1982) despite it being little more than a very well equipped van.

Since this time the MPV market has expanded massively with high demand for vehicles capable of seating 6-8 people in relative comfort. The choice of Japanese MPV's in our home markets had always been limited, partly due to import restrictions placed on importers. However, the introduction of personal 'grey' imports soon helped change that, with the major Japanese marques all having MPV's that are popular on the grey import scene. The following models in particular have become a more common sight on our roads over the past few years.

From **Toyota** comes the **Granvia**, which is easily recognised as being based on the **Toyota Hiace Powervan**. The Granvia comes with seating for up to 8, and is available with a torquey 3.0 turbo diesel engine mated to an automatic gearbox, and a choice of 2WD or 4WD.

From **Mazda** comes the **Bongo** (also sold rebadged under Ford as the Freda)

which is commonly imported with the 2.5 turbo diesel or 2.5i V6 petrol engines. This Bongo is nothing to do with the tropical fruit drink of similar name, and probably isn't driven in the Congo!



Honda's Stepwgn (Step wagon) is different to others in this class by not being available as a diesel. Being a Honda the engine is

'bullet proof' providing it's cared for, and the only common problem (if you can call it that) is suspension knocking.

Nissan brings the **Elgrand** to the MPV party. A far cry from the somewhat crappy Serena that was dumped on us in the late 90's! It's the more luxuriously appointed model of this quartet available with electric everything, powered with large 3.0 / 3.2 turbo diesel and 3.3 / 3.5i V6 engines and was sold as an auto only.

Something that all these vehicles have in common is that they are often converted into camper vans. With automatic gearboxes, very high specification (power steering, front and rear air con / climate control / heating, captain seats, etc...) they make ideal candidates for such a conversion and there are a number of companies that specialise in turning these MPV's into compact, everyday easy to use campers. Many of these models arrive from Japan already converted, as they are exempt from the strict and costly Type Approval and SVA tests that grey imports have to undergo.



Nissan Elgrand



Mazda Bongo



Blue Print is constantly adding to its range. For a complete list of parts for these vehicles register for Blue Print LIVE! at www.blueprint-adl.com

Mazda Bongo 2.5DT (SGL3/5) 1995>2003

Description	Part No.
Oil Filter	ADC42105
Air Filter	(Vin >400000) ADM52240 (Vin 400001-) ADM52253
Fuel Filter	ADK83212
Front Brake Pads	ADM54270
Rear Brake Pads	ADM54271
Front Brake Disc	ADM54387
Rear Brake Disc	ADM54388
Clutch Kit	ADM53079
Timing Belt Kit	ADM57308
Water Pump	ADM59124
Outer Track Rod Ends	ADM58719
Propshaft UJ Kit (front & rear)	ADM53902
Plus the complete exhaust is available from Blue Print:	
Exhaust (all four sections)	ADM56001C/2C/3C/4C

Nissan Elgrand 3.2DT 1997>2000

Description	Part No.
Oil Filter	ADN12113
Air Filter	ADN12257
Fuel Filter	ADN12310
Glow Plug	ADN11817
Front Brake Pads	ADN142123
Rear Brake Shoes	ADN14144
Rear Brake Drum	ADN14709
Timing Belt Kit	CHAIN DRIVEN
Thermostat	ADM59204
Starter Motor	ADN11232
Stabiliser Link (rear)	ADN18550

Honda Stepwagon 2.0i 1995>2001

Description	Part No.
Oil Filter	(>01/99) ADS72101 (01/99-) ADH22114
Fuel Filter	ADH22329
Denso Spark Plug	(>01/99) KJ16CRL11 (01/99-) KJ20CRL11
Front Brake Pads	ADH24246
Rear Brake Pads	ADH24247
Front Brake Disc	ADM24341
Rear Brake Disc	ADH24360
Brake Calipers	(Front) ADH24821/2 (Rear) ADH24525/6
Timing Belt Kit	ADN27311
Ignition Coil	ADH21474
Front Wheel Bearing Kit	ADH28229
Inner CV Boot Kit	ADH28113/53

Toyota Granvia 3.0DT (RWD) 1995>2002

Description	Part No.
Oil Filter	ADT32111
Air Filter	ADT32248
Fuel Filter	(>08/97) ADT32313 (08/97-) ADT32341
Front Brake Pads	ADT342109
Rear Brake Shoes	ADT34146
Rear Brake Pads	ADT34263
Front Brake Disc	ADT343101
Rear Brake Drum	ADT34716
Rear Brake Disc	ADT343178C
Timing Belt Kit	(>06/00) ADT37311 (06/00-) ADT37316
Glow Plug	ADT31811
Water Pump	ADT39151
Throttle Position Sensor	ADT37202C
Rear Differential Mounting	ADT38056C
Cylinder Head	ADT37708C
Cylinder Head Bolt Set	ADT37809C
Upper Suspension Arms (front)	ADT38636/7
Over 60 different part numbers available for the Granvia!	

Toyota Granvia

"You can trust Blue Print parts to be of the 'hi-de-highest' quality and fit Right First Time!"



Do you know enough about R2RC?

Following on from our Right to Repair Campaign (R2RC) update in the last edition of Blue Lite magazine (edition 14), we have added a new section to our website to help keep you informed about any changes or news.

This new section to our website can be found at www.blueprint-adl.com/r2rc and includes a 10 minute video issued by R2RC explaining what it's all about. Also, and possibly more importantly, there is a section that tells you how you can actively participate in the campaign.

This includes links on how to:

- **Sign the online petition** - The first and most important thing you can do is sign the online petition. The link takes you directly to the R2RC website petition page.
- **Write to / Email your local MEP (Member of European Parliament)** - Explaining your concern and the impact you think it will have on consumer freedom of choice and to your business. To make this even easier for you, we have even included a choice of two Word document templates that you can use, as we appreciate it can be hard to find the time to put pen to paper.

Another thing you should do is tell your customers about it. Garages should make their customers aware of what the manufacturers are up to, with electronics blatantly being used to funnel work back to the main dealers. The petition is as much for the trade as it is for the car owner's right to have a freedom of choice, so the more people that take part in the petition the better.

For those who haven't yet got an understanding of what R2RC is all about, basically, the European Commission introduced rules (Block Exemption Regulation - BER) to give the consumer the freedom to choose where he/she had their car maintained without invalidating manufacturer's warranties so long as original parts or parts of matching quality had been fitted by the repairer. Also, to enable repairs to be made, the vehicle assembler under BER should make technical information freely available to the independent market.

By accident (or design!) vehicles are becoming more and more complex and access to necessary technical information is being restricted, in many cases by the price that the vehicle

UPDATE



R2RC Video now showing on **BPTV**

assemblers charge therefore cancelling out the benefits that BER was intended to bring. In addition, using a loophole that restricts access to technical information in certain circumstances (for "safety" reasons) it's becoming increasingly necessary for vehicles to be sent to the dealership for 're-commissioning', even if the repair has been successfully completed by an independent repairer. For example, replacing just the rear parking brakes on some new model Audi's requires the use of a scan tool! The effect of this on the independent repair industry is that inevitably there will be fewer vehicles that they are able to repair and if the vehicle assemblers succeed in their aims there will be fewer independents, if any at all! The effect on the consumer will be the reduction of choice on where the vehicle is repaired and an increase in cost of repair.

With the exception of the Vehicle Assemblers and their dealerships it is in everyone's interest to ensure that R2RC succeeds in its aim - to ensure that the consumer's right to choose where they have their vehicle repaired is protected and to ensure that the repair market remains a competitive one. This affects the aftermarket suppliers, the motor factors, the garages and the vehicle owners.

Have you signed the on-line petition yet? If not, then visit our website to get behind the Right to Repair Campaign now and show your support for a fair Aftermarket.

Sign the petition and write to your MP or MEP today!

for more details visit: www.blueprint-adl.com/r2rc