



News and
product update

Issue 9

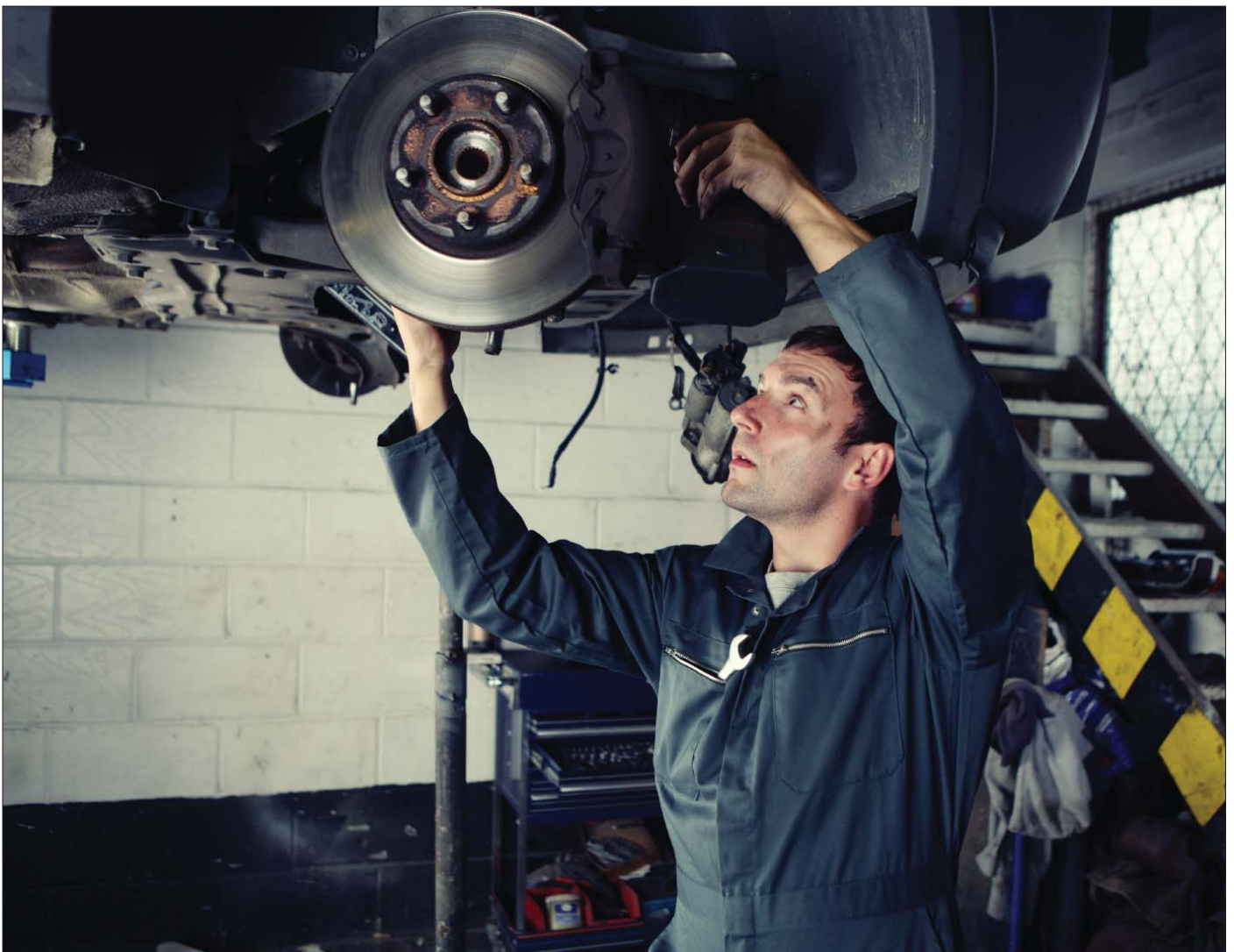
Autumn 2011

topics

Why make our roads *less* safe?

Did you know that proposed Government changes to the frequency of MOT testing is threatening to make vehicles more dangerous, as well as threatening your business opportunities?

Read about it inside.



Chaz Davies - winning with the winners!



Meet Chaz - currently top of the rankings in the 2011 World Supersport Championship. Supersport racing has been one of the most popular classes of national racing for many years.

All Supersport bikes start life as stock production bikes of 600cc (for four-cylinders) or 750cc (for two-cylinders) but with much tighter tuning regulations than in WSB. The chassis of a Supersport machine must remain largely as standard, while engine tuning is possible but tightly regulated. As in WSB, a control tyre is used, although Supersport regulations dictate that the rubber must be road legal and therefore slicks are not allowed.

We'll keep you up to speed with Chaz's progress!

FAI are proud sponsors of Chaz Davies



CHAZ

FAI Timing Chain Kits - a whole box full of profitable new business



Introducing our fastest growing new product line...FAI Timing Chain Kits.

More and more vehicle manufacturers are moving over to chains from belts, as they are more durable and require less servicing. Of course, they do need changing about every 40,000 miles and to do so is a more complex operation that of course has additional profit potential for you and your customers.

Our kits contain everything needed to complete the job, right down to the gaskets. We currently offer over 100 part numbers that cover thousands of applications, all detailed in our new 2011 catalogue. The quality is superb and overcomes issues that installers might have had with other kits in the past.



FAI get all sporty...

...and it's all for charity! FAI's Commercial Director Jonathan Alexander recently completed (eventually!) the London Marathon, where he was running in support of CLIC Sargent, a charity that cares for children with cancer. Jon raised over £6,000 for this worthy cause, so well done Jon, and thanks to all of our customers who supported him.

Not to be out-done, HQ staff at Leighton Buzzard turned out in force for the London to Brighton bike ride in June in support of the British Heart Foundation. 27,000 riders took part (not all ours!) for the 54 mile run and we raised £750 for the charity and recorded a best time of 4 hours 30 minutes, despite the appalling weather!



The government will be consulting on proposals to adopt either a 4-1-1, a 4-2-1, or a 4-2-2 frequency regime for MOT Testing



This unexpected announcement from the Secretary of State for Transport, Philip Hammond, is in total contradiction of DfT officials' report to the trade. The government will be consulting on proposals to adopt either a 4-1-1, a 4-2-1, or a 4-2-2 frequency regime, and it appears that retention of the current 3-1-1 regime is not being considered at all.

In 2008, the last government made an extensive review of MOT frequency and concluded that the increase in road deaths and casualties which would ensue from moving from the current 3-1-1 regime to the proposed 4-2-2 option was unacceptable, following consultation and research by the DfT and outside experts. This latest announcement includes reference to research carried out by the Transport Road Laboratory who have concluded that the changes would lead to around 30 additional deaths each year.

Of course, cynics might say that we are against these changes purely for commercial reasons, as we are a large supplier of Steering and Suspension components. But the fact is that the majority of vehicles fail the current MOT because of steering or suspension faults and of course we - and you - only sell a part if the old one is defective. The result is that some vehicles could be on the road under the new proposals for a whole extra year with a potentially fatal steering or suspension fault. Complain about these proposals to your MP. IAAF members can see a specimen letter at www.iaaf.co.uk/news/

Together, let's take our responsibility as guardians of public safety seriously.

Steering and Suspension components are safety critical. Their timely replacement if faulty is vital for road safety, as is fitting top quality components such as FAI.



Our 2011 Steering and Suspension catalogue - the biggest and best yet!

Constantly developing.

Consistently better. We have developed the 2011 catalogue to offer you a wider and more varied range of Steering and Suspension parts for the UK and export markets. You will also find all our new part numbers on the website, as we are always adding to the range, in line with our mission to offer parts for the most modern vehicles on the road. We have worked hard to ensure that our range is as all-embracing as possible, with an extension to the strut mount range, together with innovations such as the 'new' Mini suspension kit, which includes the wishbone with the rear bush already assembled, saving installers time and trouble. There are new part numbers for both the latest vehicles and some vehicles that have been around longer, but have been identified as needing to stay in our extensive range.



You will find in this catalogue...500 new part numbers consisting of 76 new Tie rod ends, 58 new Rack ends, 144 new Wishbones / Control arms, 38 new Ball joints, 104 new Link rods, 42 new Bushes and 90 new Strut mounts.

As always, our parts follow stringent and rigorous testing procedures, are of matching O.E. quality and are thoroughly checked on arrival at our distribution centre. We have maintained an easy-to-use layout showing relevant images, application data and O.E. number. In addition, we have included a diagnosis log showing probable causes and solutions, alternative descriptions, translations, and a pictorial buyers guide including page numbers.

It's time to change your belts....



Gatorback®

GOODYEAR
ENGINEERED PRODUCTS

Like vehicles themselves, belts and belting technology have moved on. The new Goodyear Gatorback range is designed to give better pulley contact, less noise and considerably increased life. So whatever belts you're ordering now, it's time to make the change to a belt that's designed for modern vehicles to perform at their best. See www.faiauto.com