

Accelerate 68 >>>

Industry News, Advice & Products from the Regions's Premier Motor Factor

WHAT A YEAR THAT WAS!



As 2019 starts to race by, we just wanted to reflect on what an amazing year we had celebrating our 50th anniversary and thank you all for the amazing support we received.

(continued on page 2)

Included in this issue:

- Making Tax Digital
- Training solutions
- Total Wipe Out!
- New to Range

MELKSHAM | MOTOR | SPARES



Welcome to the third edition of Accelerate 68; providing you with up-to-date news from the industry, advice, new to range products and all the latest from Melksham Motor Spares!

Don't forget if you have anything you would like included in the next newsletter please let us know by emailing us at marketing@melkshamuk.com and we will do our best to include it.

WHAT A YEAR THAT WAS

Continued from page 1

We have so many brilliant moments to look back on: our fantastic trade show; the countless fundraising events for CRUK and the staggering amount raised; sponsorship of the Formula Ford Championship at Castle Combe; a mammoth birthday cake; monthly promotions not forgetting 'What's in the Box' and of course, the icing on the cake, being awarded the IAAF 'Car Distributor of the year' 2018.

Trade Show Success

One of the year's biggest highlights has to be the trade show! Held in glorious sunshine on June 14th at Melksham Town Football Club, we welcomed over 50 suppliers and 350 customers. The opportunity to bring together so many people and showcase what we can do, plus the astonishing amount of money raised at the charity raffle made this a truly memorable occasion.

£17,500 raised for charity

We are immensely proud and incredibly grateful to everyone; staff, suppliers and customers, who supported our fundraising events throughout the year. From a 'no swearing' day to cycling events, runs, a quiz night plus a host of other activities, the grand total raised was a staggering £17,500. Our charity for the year was Cancer Research UK who received £10,500, with the remaining £7000.00 split between 14 other charities, nominated by staff, each receiving £500.00. These charities were: Julia's House Children's Hospice, Wiltshire Air Ambulance, Wiltshire Mind, Dorothy House, Alzheimer's Society, Sane, Sands, British Heart Foundation, MS Society, Great Ormond Street Hospital, Ben Automotive Charity, Diabetes UK, JDRF and HemiHelp.

Our donation to CRUK was a very proud moment, Alison explains why: "We were very proud to have reached our 50th year and wanted to honour the memory of our founders, Bryan and Mary Mattock, who both sadly passed away in 2013 from cancer. We felt fundraising for Cancer Research UK would be a fitting tribute, in our 50th year, to their lifetime's work and dedication, which built the foundations of our success. We also had several staff members diagnosed with cancer in 2017, which was a timely reminder of how cancer touches so many of our lives. With the frightening statistic that 1 in 2 of us will get cancer in our lives, but with survival rates increasing and progress is being made, hopefully our fundraising will have gone a little way to helping with this ongoing research."

IAAF Award

We rounded the year by being awarded the IAAF 'Car Distributor of the year' for 2018. To have been nominated and recognised nationally for this prestigious industry award in our 50th year was a huge honour. To have won it is the icing on the cake to a truly fantastic year and is testament to our commitment to be the best!

Phil said "We're over the moon to win this award. To receive recognition for all of the team's hard work is fantastic. 2018 has been yet another busy year and we're delighted that our hard work has paid off. For us to be acknowledged in this way by industry peers is extremely humbling."

Alison added "We are so incredibly grateful to all our fantastic customers, suppliers, and of course, our brilliant staff, who support us and make us 'The Region's Premier Motor Factor'. To everyone who took the time to vote for us, we are truly grateful."



NEW!

WD-40

FLEXIBLE

REACH THE UNREACHABLE!

HARD WEARING, HEAT RESISTANT STRAW, KEEPS ITS SHAPE IN ANY POSITION

YOUR MMS PAPERWORK

Sending your Melksham Motor Spares statements, invoices and credit notes via email is our preferred method of communication for sending paperwork.

If you still receive these items through the post from us and would like to now receive via email, please speak to our sales teams or Tina in accounts. You can also email your preferences to: accounts@melkshamuk.com





STAY IN TOUCH

It's easy to keep in touch with all the latest industry news, products, promotions and competitions from MMS! *Don't miss out!*

Here's how:

1. Sign-up on our website:

Sign-up to receive correspondence from us. We take your privacy very seriously, so we will only send you correspondence with your permission. Visit www.melkshammotorspares.co.uk and select 'Newsletter Sign up' from the menu.

2. Follow us on social media:

You can find us on Facebook, Instagram and Twitter! Just search for **@MelkshamMotor**. We have fortnightly competitions on Facebook, 'not to be missed' #SaturdaySpecials, industry news and fun stuff too!



Making Tax Digital - Common Myths

The words on all accountants' lips at the moment are 'Making Tax Digital' – HMRC's initiative to modernise the tax system, reduce errors and ensure everyone pays the correct amount of tax. With just weeks before these new regulations come into effect on 1 April 2019 – and it likely to come into effect for other taxes in April 2020 at the earliest - there are still a number of myths and misconceptions around the changes.

Myth 1: Businesses below the VAT threshold will need to comply

VAT registered business with taxable turnover below £85,000 can continue to use the current online VAT portal. However, HMRC will be encouraging everyone to switch to the new regime

Myth 2: The VAT threshold will be reduced to drag more businesses into MTD

We know already that the VAT threshold of £85,000 is frozen until April 2020, but it is possible that the limit could be removed or lowered, following the Government's recent call for evidence of the benefits to business in changing the threshold.

Myth 3: Paper records are adequate so long as the totals are recorded in MTD software

Whilst you can keep paper copies, your software must record each and every transaction, including details of the time of supply, value of supply and input tax. Additionally, a separate electronic record is required for each VAT supply made or received.

Myth 4: HMRC will receive details of each and every transaction

The information to be submitted to HMRC under MTD will be the same as the information currently submitted. There may be an option, or requirement, in the future to submit additional voluntary information, however, for now no additional data will be sent to HMRC.

Myth 5: It will not be possible to use spreadsheets to comply with MTD

Spreadsheets can be used to record transactions but a suitable "bridging product" will be required from a software supplier. There are downsides to continuing to use spreadsheets, as they are prone to error and do not provide a future proofed solution. Software packages may be more cost effective thanks to the additional benefits they offer

Myth 6: Free software will be available

We can safely say that HMRC will not be providing free software. Whilst it is likely that free software will be developed by a third party, it is unlikely to cover MTD requirements and you do tend to "get what you pay for".

Myth 7: Businesses will need to make quarterly payments of income tax based on the quarterly returns

There are no plans to change to date for payments of income tax, VAT or corporation tax.

Don't panic if you haven't prepared your business for MTD, it's not too late. We have a specialist team to help businesses be ready for MTD.

For more information please call Clare Bowen on 01793 818300




- 3-year warranty
- Premium range at a competitive price
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- Passenger car and commercial vehicle applications
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PREMIUM STARTERS & ALTERNATORS




OIL AIR FUEL CABIN

For each type always the right solution

CASTLE COMBE FORMULA FORD CHAMPIONSHIP 2019

We are delighted to be continuing our sponsorship of the Formula Ford Championship at Castle Combe Circuit for a second year.

We enjoyed a hugely successful year with the circuit during 2018 as part of our 50th anniversary celebrations, so it was a natural choice for us to continue supporting the circuit into 2019. We met so many people and are proud to have welcomed many of Combe's fans into our 'family'.

The MMS team will again be present at a selection of the race track's crowd-pleasing Action Day events throughout 2019 and look forward to seeing you!



Local man Luke Cooper was crowned champion in 2018 and the 2019 season promises to be just as thrilling and sees the Championship celebrate its 50th anniversary. This will be commemorated with a one-off trophy race at the season-opening 'Howard's Day'.



Come and meet the MMS team on:

27.04.19	Pure Ford
01.06.19	JDM Combe
13.07.19	Performance German Day
07.09.19	Forge Action Day
28.09.19	Mini Action Day



HYBRID TRAINING WITH MMS

Delphi Technologies

There is no dispute that dramatic changes are ahead for the automotive aftermarket. These include electric vehicles, e-commerce, changing customer expectations and the adoption of new technologies, which will reshape the market as we know it. Keeping informed and staying ahead of the game is key. At Melksham Motor Spares we pride ourselves at being at the forefront of what is happening in the aftermarket sector. We feel that effective relevant training is crucial to keeping us and our customers up to date with the latest industry trends.

We have recently run our second Level 3 IMI Hybrid Vehicle course in conjunction with Delphi. We run these courses locally to our branches and over the two days technicians gain vital knowledge and certification to work safely on Hybrid systems. To maintain the quality of teaching and assessment our Hybrid course is run with a maximum of 6 delegates who will complete theoretical & practical assessments on a Hybrid vehicle in a classroom setting.

Level 3 Hybrid Training costs £495 + VAT please contact us for more information and to find out about upcoming dates. *Level 4 coming soon!*

In conjunction with Delphi, we are pleased to also be able to offer the following courses, please speak to us for further details:

- Vehicle Electrics I, II & III
- Common Rail Diagnostics I, II & III
- Understanding Emissions
- Petrol Engine Management I & II
- GDi Technical Training I & II
- Introduction to Oscilloscope
- Advanced Oscilloscope
- Turbo Operation & Diagnostics
- Exhaust After Treatment Operation & Diagnosis
- Plus a variety of Diesel Diagnostic courses



FIRST AID COURSES NOW AVAILABLE

Helping you stay compliant with HSE legislation.



As part of our continually developing Training Portfolio we have recently introduced a Level Three Emergency First Aid at Work course.

These one-day courses, run locally to our depots, provide a nationally recognised & HSE compliant qualification for garage staff. The training has been tailored to a garage environment and gives extra peace of mind and confidence to all attendees and business owners.

The course comprises of theoretical & practical training covering responsibilities and a range of first aid scenarios including resuscitation, AED awareness, dealing with an unresponsive casualty, minor injuries, bleeds, crush injuries, choking & shock.

The certification lasts for three years and refresher courses are available. Courses start at just £95 +VAT including a buffet lunch and all certificate costs. For more information on our next course please email us at training@melkshamuk.com



TOTAL WIPE OUT!

- ORDER 48 AERO BLADES* & RECEIVE 10 **FREE** REAR UNIVERSAL WIPER BLADES AND A **FREE** WIPER RACK!
- ALL FOR ONLY £189.72 + VAT **SAVING YOU OVER 50%**
- **POTENTIAL RESALE PROFIT OF OVER £600** (BASED ON RRP)
- **SPEAK TO OUR SALES TEAMS TODAY TO ORDER YOURS!**



*ORDER 6 EACH OF: BVM16, BVM18, BVM19, BVM20, BVM21, BVM22, BVM24, BVM28 TO RECEIVE 1 EACH OF BVRB10, BVRB11, BVRB12, BVRB14, BVRB16, BVRP10, BVRP11, BVRP12, BVRP14, BVRP16 ABSOLUTELY FREE, PLUS A FREE WIPER RACK!

BREMENvision

**50%
COST SAVING
PLUS
£100.00
OF FREE
STOCK!**



GARAGE EQUIPMENT FROM MMS...

We are able to supply and help organise finance on an extensive range of garage equipment, including vehicle ramps, MOT Bays, tools, diagnostic equipment and air conditioning machines. Whatever your requirements, please speak to Nick or Mark.

Here are just a few of our happy customers who we have supplied so far!





From Nick's Van...

Button Connector Pliers with Flexible Cable

650mm long for the disassembly/removal of button connectors found on fuel systems, gearboxes, brake fluid, power steering and air conditioning systems etc.

- Jaws range from 3mm to 32mm.
- Extended length flexible cable 650mm.
- Locking mechanism.



MOT Poster 3 PACK – (CFI + MCI + HAG)

Buy the "Common MOT Failure Items" with the "MOT Test Customer Information" and "Headlamp Aim Test" Wall Panels as a 3 Pack.



Autodata MOT Wallcharts 2019 – 5 PACK



includes:

Exhaust Emission Data
Catalyst Emission Data
MOT Warning Lamps
Brake Testing Weights
Diesel Engine Speeds



MELKSHAM MOTOR SPARES ARE YOUR LOCAL STOCKISTS OF SCRUFFS WORKWEAR & SAFETY FOOTWEAR

SPEAK TO NICK FOR ALL YOUR WORKWEAR REQUIREMENTS

AWARD WINNING HEAD TO TOE PERFORMANCE GEAR FOR PROFESSIONALS

Ring 3 x 5W LED 1000lm Rechargeable Under Bonnet Lamp RUBL1000



The Ring Under Bonnet Lamp is lightweight, adjustable and suitable to mount on any vehicle. With three levels of light output, a 40° adjustable head and 60° wide angle illumination offering the greatest levels of visibility.

Sealey Cordless Screwdriver

Quick Select 14pc
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PCL 20m Slow Retract Hose Reel

Easy to use with auto lock and auto rewind.

HRA2V01



AIR CON SPECIAL OFFERS

Cooling Edge Ltd



AIR CON KHEOS PLUS R134A FULLY Automatic Air Con Service Station

SPECIAL PRICE £1,799 + VAT

Part No: CE92006KP

Machine Components:

- Fully Programmable
- Comprehensive Vehicle Database
- 10 KG Refrigerant Cylinder
- Easy Read Pressure Gauges
- Automatic Recovery / Vacuum/ Charge
- Automatic Oil Discharge
- 100 L/ Min Vacuum Pump
- 400 G per Min Recovery Pump
- Counters for Machine Servicing
- Heater Blanket

Dashboard Facilities:

- High Contrast Back Lit Digital Display
- Membrane Keypad
- Quick Stop Safety Button
- Thermal Printer
- Language Selection

Includes:

- Free F Gas Training for One Person
- Free Delivery & Commissioning
- Free Technical Helpline



STARTER PACK Special Price

£130 + VAT

Part No: CEACCSK



DIAGNOSTIC PACK Special Price

£170 + VAT

Part No: CEACCSK

**5 YEAR LEASE
FROM ONLY
£9.96 PER WK**

**COMPLETE AIR CON
PACKAGE ONLY**

£2,099 + VAT

AIR CON KRISTAL BASE R1234YF FULLY Automatic Air Con Service Station

SPECIAL PRICE £2,299 + VAT

Part No: CE92009KB

Machine Components:

- 10 Litre Cylinder Capacity
- 1 Electronic Scales for Gas
- Automatic Oil/UV Dye Injection
- Comprehensive Vehicle Database
- Self Service Replacement Filters
- 2.5m Charging Line with Couplings
- Refrigerant Tank Lock

Dashboard Facilities:

- High Contrast Back Lit Digital Display
- Membrane Keypad
- Quick Stop Safety Button
- Thermal Printer

Includes:

- Free F Gas Training for One Person
- Free Delivery & Commissioning
- Free Technical Helpline

Optional Extras:

- Gas Analyzer
- Wireless Remote Access



Terms and Conditions apply. The machine must be serviced after year 1 and year 2.



STARTER PACK Special Price

£599 + VAT

Part No: CEACCSK



DIAGNOSTIC PACK Special Price

£170 + VAT

Part No: CEACCSK

**5 YEAR LEASE FROM ONLY
£12.73 PER WK**

**COMPLETE AIR CON
PACKAGE ONLY**

£3,068 + VAT

Prices are correct at time of printing, but can be subject to change without any prior notification.

Melksham Branch
Lancaster Road
Bowerhill Industrial Estate
Melksham
Wiltshire SN12 6SS

Tel: 01225 790123

Frome Branch
Units 4 & 5,
Wessex Distribution Centre,
Manor Furlong, Frome,
Somerset, BA11 4RJ

Tel: 01373 464555



@MelkshamMotor

www.melkshammotorspares.co.uk