

PART NEWS. PART VIEWS. **ALL BUSINESS.** 2025

TPS

INSIDER

THE BIG READ

Brands at TPS launches with more parts available than ever before.

NEW CAMPAIGN LAUNCH

An exclusive view on the new 'Lookalike' campaign.

QUANTUM OF CHOICE

The spotlight falls on our Quantum Oil and Consumables ranges.



SKODA



SEAT



CUPRA



Audi

WE'RE STACKED WITH MORE

BRANDS
AT  

That means more parts with the same Genuine service.

Contact your local TPS Centre today to find out more.



Beth Wilson
Marketing Programmes
Manager for Brands at TPS

HELLO AND WELCOME...

...to this special edition of TPS Insider.

We are back in print for a one-off special issue to mark the Brands at TPS launch.

Brands at TPS means TPS will be offering its biggest ever range of parts. We are expanding the range of products by partnering with industry-leading third-party brands Bosch, Hella, Mahle, SKF, Valeo and ZF to offer even more high-quality mechanical parts.

There is a double page feature on Brands at TPS, so please enjoy and discover how the new parts offering can meet your workshop needs.

The rest is packed full of extra features, including interviews with the new Brands at TPS suppliers, who give their expert views on the range of products available to TPS customers.

There's a feature on when to inspect and replace a cambelt and why Volkswagen Group Approved Genuine Parts are the perfect fit for garages and their customers.

Finally, we have an introduction to our new 'Lookalike' ad campaign, a super slick feature on Quantum Oil products and the Quantum Consumables range.

I hope you enjoy our Brands at TPS Insider special and that it provides an insightful and informed introduction to our new and exciting parts offer.

All the best,

Beth

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BRANDS
AT

TPS HAS LAUNCHED BRANDS AT TPS,
A NEW BOOST TO ITS PARTS OFFERING THAT
WILL SEE THE BIGGEST RANGE OF PRODUCTS
EVER AVAILABLE TO ITS CUSTOMERS.

New third-party partnerships set to transform the offering

Brands at TPS will expand the range of products available by partnering with industry-leading third-party brands renowned for producing high-quality mechanical parts.

In the first wave of parts to be released under Brands at TPS, six well-known brands will be introduced into the TPS product family.



A household name that we all know, bringing engine belts, filtration and braking products.



A global supplier of Tier 1 quality braking, suspension and steering parts through SACHS, TRW and LEMFÖRDER.



Specialists in cleaner engines; will supply parts for filtration.



Vehicle Aftermarket

The world's largest bearings manufacturer will supply wheel bearings, engine belts as well as steering and suspension.



Global experts in electronics, bringing engine electrics to the first wave of our launch.



Our current Group-wide supplier of wiper blades, bringing more of their range including fly wheels, clutch kits and hydraulics.

"We are proud to launch Brands at TPS and in doing so **boost our parts offering** to our customers"



Big numbers, bigger plans

At launch, TPS will offer more than **2,000 third-party parts**. The plan is to increase this to over **12,000 parts** as the Brands at TPS range grows.

Why is Brands at TPS being launched?

TPS remains focused on supplying Volkswagen Group Approved Genuine Parts – we will always be 'Genuine first'. However, this expansion to the range means that customers working on older vehicles where Genuine Parts aren't the first choice can still buy parts from TPS – and receive the same exceptional knowledge and service to which they are accustomed.

Supporting an ageing UK car parc

According to the latest Motorparc data, published by the Society of Motor Manufacturers and Traders (SMMT), the average age of a car on UK roads is now **9.5 years old**. That's up from **9.3 years in 2023** and much older than the eight-year-old average of 2019 – demonstrating that motorists are now holding onto their cars for a lot longer.

With **one in four cars** on UK roads being a Volkswagen Group vehicle, for many of those car owners holding onto their vehicles they will also want to keep them fitted with either Volkswagen Group Approved Genuine Parts or parts manufactured to a **high standard and subjected to rigorous testing regimes**.

A cost-effective alternative – without compromise

That's why Brands at TPS is an appealing proposition for garages and their customers, as it offers a **cost-effective, reliable alternative** to Volkswagen Group Approved Genuine Parts for vehicles five years old and older.

This is good news for garages who are increasingly being faced by numerous market pressures, including **rising costs** and **customer retention**.

Almost 90% of independent garages and bodyshops are reporting rising operational costs, while at the same time trying not to pass those costs onto customers.

When you add in the issue of customer retention – one in four garages report it's become increasingly harder to keep customers – the opportunity to reduce some of these pain points by accessing cost effective parts through Brands at TPS will be welcomed by the independent garage sector.

A message from TPS

Catherine Baker, TPS Head of Volkswagen Group UK Parts Operations, said:

"We are proud to launch Brands at TPS and in doing so boost our parts offering to our customers.

"We've always been 'Genuine first' and that doesn't change. We remain dedicated to Genuine as our primary option but we can now offer a one-stop shop for our mechanical

customers' needs, including a wide-ranging selection of third-party branded parts.

"So, whether it's Genuine Parts for a five-year-old car or reliable, affordable parts for a 10-year-old van, we aim to become the trusted one-stop shop for keeping vehicles on the road – quickly, efficiently, and with unmatched expertise.

"We also offer Quantum Oil and Consumables – which have been hugely successful, and a door opener to Genuine Parts.

"It means a wider range delivered through our existing network and helping to make TPS the parts supplier the aftermarket trade can trust for pretty much everything they require."

Expert advice, nationwide

The new Brands at TPS product range will also be supported by the **technical knowledge and advice** of TPS's teams across its network of **83 Centres**.

With **the expertise of TPS Centre staff** and **quality of our service** already highly respected, they will be on hand to outline the differences between the new Brands at TPS product lines and what the benefits are to each, so TPS customers can in turn make informed decisions for the benefit of their customers as well.

TPS customers can also count on up to five deliveries a day across six days a week, Monday to Saturday, helping to ensure that parts can be dispatched when they are required.

Product range available from TPS

- Water pumps
- Timing belts
- Drive belts
- Track rod ends
- Inner steering rack joints
- Track control arms
- Anti roll bar links/bushes

BRANDS AT TPS

SKF

Vehicle Aftermarket

TAKING THE LOAD OFF WITH PRODUCTS PROVING THE RIGHT FIT FOR GARAGES

We speak to **Gavin Dixon from SKF Vehicle Aftermarket** about how the global manufacturer is delivering tailored solutions for garages and mechanics in the aftermarket. Gavin shares how SKF is expanding its product range into key markets like automotive, delivering strong results for both the company and its customers.

Tell us about the history of SKF and how it's developed as a business?

SKF is a global company and manufacturer with a global supply chain, global footprint and multiple different business units.

We began as a bearing manufacturer and have now become a world market leader by providing first-class products and solutions for customers in many different industries across the globe.

As regards to our product portfolio, we are most readily associated with bearings. It's where the company sprang up from about 120 years ago and has been our core business model for quite some time. However, 10 to 15 years of development strategy on wheel and engine solutions sees us now with a portfolio of nearly 22,000 lines, including wheel bearings, engine, steering and suspension products.

The SKF team recently presented at the TPS Annual Conference. How did it go and how well received were you there?

It went really well. We had a spotlight speaker slot and the TPS Centre teams were really engaged and interested in our presentation. There were three of us from the sales team and our technical expert Volker, who had flown in from Germany. We answered a lot of questions from the audience, so it was a worthwhile experience in terms of making sure the TPS Centre teams really understand our product so they can talk with confidence to the IMTs.



How have you diversified your product range to meet new markets?

The car side is just the beginning of it. For instance, if you look at all the big wind farms, a lot of the bearings on those are ours. The massive rotation devices they use will predominantly be the wheel bearing kits that we produce. It's just one example of the diverse markets we work in, but automotive remains an important market for us.

For the aftermarket, what products have proved successful for you?

There are a lot of our products that sell very well in the aftermarket. For instance, the flange bearings are something which have become a success story for us.

The mechanics love it because the flange is a nightmare to get off when it's been on a vehicle, so if you can get it pre-assembled then it's a huge boost to them.

We don't do the range on a massive scale, but there's about three or four of the Volkswagen Group applications which are big sellers for us.

Finally, what products are available to TPS customers to benefit their business?

The chain kits are a big seller to garages. I know how difficult it is when you're trying to just sell a loose chain with all the guides, oil seals and the tensions that go with it.

As part of our range, we offer a kit with all the components in it. I think the popular one that you'll probably find is the little 1.2 engine on the Volkswagen Polo. We do a full kit with the oil seals in as well, which is a big seller for us.

If you take on the fact SKF is a predominant wheel bearing manufacturer, we run off what we call the car corner. So that's everything related to the wheel bearing up to the suspension, wishbone arms, stabiliser links. We've also moved into coil springs and braking parts, which will be available from TPS in the future.

BRANDS AT TPS

MAHLE

ALL FILTERS NO FILLER WITH THE MAHLE PRODUCT RANGE

We are chatting with **Alan Povey, Mahle Quality and Technical Manager**, about their comprehensive range of filter products, available through the new customer offering, Brands at TPS. Alan discusses the company history, its full product range and the technical support available to garages.

Tell us more about Mahle's ranges, starting with your oil filters?

As all mechanics and technicians will know, the purpose of an oil filter is to reduce dirt and carbons getting into the combustion chamber.

Therefore, oil filters have to be highly durable and manufactured to the highest quality. Our oil filters are designed to protect and improve the performance of the engine. This includes protecting the internal parts, so valves and various other components within the system ensure that oil is there when the vehicle starts.

At the moment we have two types of oil filter, our spin-on OC filter and our OX range, which is the element, but the plan is to expand the range further as we move forward.

What about air, fuel and transmission filters, are they available to buy from TPS?

Yes, they are all available from TPS. Our air filters are made from high-quality material, are extremely durable and are manufactured to OEM specifications in line with recommended fuel usage.

That's important as poor airflow will affect the fuel range, which then affects other components within the system. It also protects things like air mass sensors, lambda sensors, that type of thing and prevents premature wear of engine valves, components, and everything else.



We have three types of fuel filters. There is the spin-on KC filter, similar to the cartridge, element KX and inline KL. It's a good range of options for mechanics and workshops as they can choose exactly the right type of filter suitable to their customers' vehicles.

With the hydraulic transmission filters, we have the bolt-on side filter, a cylinder type, which just bolts onto the side of the gearbox. We also have the element type, which is in a container on the side of the gearbox.

The important thing with these filters is to understand what is required to do the job correctly. There's a lot of false information out there, but these are designed to actually make the job easier for mechanics in the workshop and we can provide the technical support required to get the best out of them.

Product range available from TPS

- Oil filters
- Air filters
- Pollen filters
- Transmission filters
- Fuel filters

When a Volkswagen Genuine Filter isn't suitable, why should a TPS customer choose Mahle?

We have the full range of air, oil, fuel, and cabin filters available, developed and tested to rigorous standards and manufactured with high quality and durable materials. Our filters are made from specially treated papers, fleeces, or multilayer media, which are pleated and resin-impregnated for durability and chemical resistance. In addition, the fleece filters achieve up to 99.9% retention with low flow resistance, whilst the multilayer filters combine paper and fleece to extend their service life by up to 40%.

Tell us more about the technical support available for your products?

First of all, our products have a brand specific QR code on them so there is the ability to verify that the product is ours. Just as importantly, it also gives you general information about the product, plus tips and advice on how to best fit them.

In addition, we also have flyers, technical posters and a technical service assistance for TPS customers to use if they require any additional product information. All can be found on www.mahle.com

Product range available from TPS

- Alternators
- Starter motors
- Glow plugs
- Ignition coils

BRANDS AT TPS



TPS STRENGTHENS PRODUCT RANGE WITH HELLA

We catch up with **Ian Boyle, Sales Director at HELLA** – a global leader in vehicle lighting and electronics with over a century of automotive expertise. Ian sheds light on HELLA's journey, its extensive product portfolio, and what joining TPS as a new supplier means for customers.

Tell us more about the origins of HELLA and how it's developed as a business?

HELLA's story starts way back in 1899 in Germany. Originally, we were making lanterns for carriages – quite a contrast to the high-tech products we're known for today! Over the years, we've grown steadily and adapted to the changing automotive landscape. Innovation has always been a big part of who we are.

For much of our history, HELLA was a family-run business, and that really helped shape our values for quality, reliability, and long-term partnerships. More recently, we joined forces with Faurecia to become part of the FORVIA Group. FORVIA is now one of the biggest global automotive tech suppliers, and that's helped us continue investing in research and development and staying ahead of the curve.

With the merging of the two brands, how comprehensive is your product offer?

Bringing HELLA and Faurecia together under the FORVIA umbrella has created a strong product portfolio – probably one of the most comprehensive in the industry. Between us we cover six key areas: lighting, electronics, sensors, seating, interiors, and sustainable mobility.

From HELLA's side, our aftermarket range includes essentials like alternators, starter motors, glow plugs and ignition coils. These are all available through TPS. But we don't just stop at the part – we also offer diagnostic tools, technical support and training to help workshops get the job done right.



Tell us more about the specific product ranges?

We group our offering into three main areas: Lighting, Electronics, and what we call Lifecycle Solutions.

Lighting is a core part of what HELLA is known for – from headlamps and rear lights to interior lighting and illuminated logos. Some of our latest innovations, like the SSL100 Headlamp system or our matrix LED systems, bring real benefits in terms of safety and visibility.

Electronics is another huge area for us – we're talking things like sensors, actuators and energy management systems. These are the kind of parts that make modern vehicles safer, smarter, and more efficient.

We also support the aftermarket with a broad range of wear parts, spare parts and

accessories, totalling around 46,000 references for various vehicle models. Through our subsidiary, Hella Gutmann, we also provide workshop equipment for diagnostics, emission testing, calibration, and system testing.

What products will be available to TPS customers?

TPS customers will have access to four key product groups from HELLA: alternators, starter motors, glow plugs, and ignition coils, all manufactured to meet the highest OE standards.

We've got over 1,800 part numbers in our rotating electrics range, covering more than 85% of the UK's car and commercial vehicle parc. Our products are core-free (new units), so there's no need to return the old unit. There is also the potential for regulators and free-wheeling pulleys to become part of our offering moving forward.

With ignition coils and glow plugs, again, it's all about reliability and consistency. They're built to perform in tough conditions, and the manufacturing process includes a lot of automation and quality checks.

What would you like TPS customers to know about choosing HELLA and Faurecia parts?

I'd say it's all about confidence, we supply high-quality Tier 1 parts to vehicle manufacturers, as well as to the aftermarket.

BRANDS AT TPS



VALEO BRINGS 100 YEARS OF OE EXCELLENCE TO TPS CUSTOMERS

We are speaking to **Michael Gougeon from Valeo**, the globally renowned aftermarket brand with over 100 years experience and a huge range of products, including clutches and wiper blades. Michael discusses the history and development of the business, its product range and how TPS customers will be cleaning up with the wide range of products on offer.

Tell us about Valeo's history and how it's developed as a business?

We first started in 1923 and have since developed into the global technology company we are today. The company began with braking friction and transposed into clutch friction materials to the point where we have become renowned across the world to vehicle manufacturers and the aftermarket.

We have been supporting the aftermarket and vehicle manufacturers for over 100 years, and we plan to continue to do so for the next 100 years.

Give us more details about the range of products Valeo offer?

We have a huge range of product lines. Our reach into the automotive industry is huge, and to give you an idea of just how big it is, Valeo supplies every single vehicle manufacturer with at least one product or system, including Volkswagen Group.

For instance, Valeo is a leader on sensors at OE. We supply tens of millions of sensors and various ones, including lidars and radars, and we can even provide windscreen systems for the sensors.

What products are available from TPS?

High level of OE product content will be distributed through the TPS network, mainly focusing on clutches and wiper blades at first, then increased to other product lines in the future. One in three vehicles has got a Valeo clutch inside, and two in three vehicles have Valeo hydraulics. We acquired FTE about 6 years ago, so now we are the leader on



hydraulics, as well as wiper blade leading manufacturer at OE.

Are your industry renowned wiper blades part of Brands at TPS?

Most definitely, TPS customers will have access to our premium OE quality, Silencio range. The Silencio range is our premium wiper blade option. TPS has been working with our dedicated Valeo product team, and between us we have selected 50 of the top selling blades to make available to TPS customers.

As an instantly recognisable and renowned industry brand, Valeo wiper blades offer ease of fitment, ultra-efficient wiping for perfect visibility and up to 97% UK car parc coverage. In the future we will also be looking to expand the range by releasing further wiper blade options, based on customer feedback and demand for new products.

Product range available from TPS

- Fly wheels
- Clutch kits
- Hydraulics
- Wiper blades

Why should customers buy Valeo wiper blades?

The Valeo Silencio range is designed for customers wanting the exact same blade as the original Valeo wiper blade, whether it is conventional, hybrid, flat or rear wiper blades.

The Silencio Wiper Blade range covers different blade designs, including 100% metal wiper arm construction and high-quality rubber blades.

They are a high-quality product that provides enduring performance, and unlike some wiper blades on the market that wear quickly and fall apart, these are built to last.

Clearly Valeo has an illustrious history, but what does the future hold for the company, and the wider industry, going forward?

We have supplied the aftermarket and vehicle manufacturers for 100 years, and to be around for another 100 years we need to prepare for the future, not just for the vehicle manufacturers but also for the aftermarket.

We need to prepare for the revolutions which are happening now.

Valeo is ready for any type of electric vehicles, hybrid, full electric or even autonomous cars, and we are ready to support customers in this process.

Product range available from TPS

- Brake discs
- Brake shoes
- Brake pads
- Filtration
- Drive belts
- Timing belts
- Spark plugs
- Glow plugs

Tell us about the history of Bosch and its development as a business?

The company was first established in 1886 by the Bosch family, and they are still involved to this day. In 2024, we generated 90 billion euros in turnover and most importantly over 60 percent of that turnover came from the automotive market.

Bosch, most notably is held in a charitable foundation, so there are no shareholders. We don't pay dividends, and the profits are reinvested in technology, innovation and acquisition. It's why Bosch has remained at the forefront of technology, especially automotive technology, for nearly 140 years.

How does that investment in technology benefit the aftermarket?

We invest a lot in research and development (R&D) and innovation. There are over 85,000 associates working in our R&D division and 44,000 are software engineers. It's important because as cars become more technologically advanced and vehicle electrification increases, we are in a good place to deliver solutions for garages and their customers.

With Bosch more often associated with power tools and other sector specific products, why is the aftermarket so important to you?

If you were to ask people 'what do you know about Bosch' they are likely to say 'power tools, lawn and garden, white goods.' However, that's not strictly the case as we are an automotive company at heart and always have been.

Every single platform of vehicle, regardless of where it's manufactured in the world, has a

BRANDS AT TPS



BOSCH

DRIVING THE AFTERMARKET THROUGH INVESTMENT AND INNOVATION

We are speaking to **Kevin Kelly from Bosch**, who has responsibility for mobility aftermarket in the UK and Ireland. Kevin discusses how Bosch is structured as a business, its diverse product range and how, with automotive at the heart of everything they do, it's best placed to serve the needs of independent garages and their customers.



Bosch part, sensor, system or knowledge on that vehicle. This means that there's no car without Bosch parts, which is good for our customers and us as a business.

Tell us more about Bosch's automotive product range?

For OE business, we are represented in all of the major vehicle systems including engine management, fuel delivery, sensors, braking, filtration and thermal management.

This is Bosch's strategy in the mobility aftermarket, regardless of the powertrain whether it's electrification, hydrogen, e-fuel, diesel, petrol, we are able to provide the parts, the diagnostics and equipment to work on those vehicles.

The training, remote diagnostics and technical support we provide helps workshops to fit the product right.

What parts are available from TPS?

We've got a full range of filtration covering all the major filtration groups, including oil, air, fuel and cabin. The cabin filters are the only filter guaranteed to be on a vehicle regardless of its powertrain and we have a comprehensive range, all of them with Volkswagen Group branded vehicle applications.

Bosch is the number two for brakes in Europe, so we have a huge range, both as OE and for the aftermarket. As a full system supplier, and the inventor of ABS and ESP, we have a big advantage as we work on the hydraulic and the friction side of braking, so we are in a strong position to offer technical support and advice on them to TPS customers.

We have a full range of belts and kits, all with Volkswagen Group branded vehicle applications, and we're looking at plugs - spark and glow, and further engine management and other products down the line as well in the future.

When a Volkswagen Genuine Part isn't suitable, why should a TPS customer choose Bosch?

All our products, whether they are manufactured in a Bosch facility or a Bosch approved third party supplier facility, go through the same quality gateways and checks as an OE product.

It's that level of quality control, and the reassurance it provides, that should make it a relatively easy sell for garages when discussing the Bosch brand and products with their customers. As a TPS supplier, we will assist TPS Centres and their customers ensuring they have the parts, and the support they need.

BRANDS AT TPS



POWERING THE AFTERMARKET WITH HIGH QUALITY TRANSMISSION PRODUCTS

We speak to **Martyn Houghton, UK and Ireland Manager at ZF Aftermarket**, about how the renowned transmission supplier, has grown into one of the world's largest automotive manufacturers. He discusses ZF's history, its presence in the aftermarket and its full product range.

Tell us more about the history of ZF and how it's developed as a business?

When most people talk about ZF, they think about transmissions. It's true, automated transmissions have historically been our core products, but we have also developed into one of the largest automotive manufacturers in the world, with over £40 billion in group sales.

We employ 9,000 people across 115 countries and operate in many different sectors. The automotive segments, which include passenger car and commercial vehicles, are still the largest part of the business but the nature of what we do has changed a lot over the years.

How specifically has the business evolved and where is it currently at?

Back in the day, our OE customers would come to us and they'd want a shock absorber, a clutch, ball joint, or whatever they would want us to design. These days we are more of a systems provider, which might be the drivetrain system, the chassis system and or ADAS technologies as well.

We are also heavily committed to the aftermarket and as a TPS supplier, we get to provide garages and workshops with quality, OEM standard products.

Tell us about how you have diversified into other markets?

We operate across many different segments including agriculture, industrial, rail and marine markets.



The technology and learnings we obtain from these different markets also help us in the other sectors in which we operate, including the aftermarket.

Which products in the ZF range are available from TPS?

There is a full chassis program, including rubber to metal, shock absorbers and some drive line technologies that we sell through the SACHS portfolio.

There is TRW, which is best known for braking, both the wet and dry braking program and hydraulics, including pads and discs.

In addition to these products, we are already working on identifying how to further grow the portfolio available from TPS. This will

Product range available from TPS

- Brake discs
- Brake shoes
- Brake pads
- Track rod ends
- Inner steering rack joints
- Track control arms
- Anti roll bar links/bushes

include future component-related products, such as clutches and flywheels.

What support do you have in place for your products?

There are four UK sites, Nottingham, Batley, Blythe Valley and Wrexham, that support our operations in different ways. Nottingham is considered our UK head office and the Batley and Blythe Valley sites do a lot of training for garages. More information can be found here - www.aftermarket.zf.com/en/aftermarket-portal

The Wrexham site supports logistics, and we remanufacture brake calipers there through the Brake Engineering Group. They all play their part in ensuring we get the best quality products to the aftermarket to help support garages and their customers in meeting their customer requirements.

WHY TPS ARE WORKING WITH LOOKALIKES

IT'S NOT EVERY DAY YOU GET TO SPEND TIME AT WORK WITH **DOLLY PARTON**, **ELTON JOHN**, **ELVIS PRESLEY**, **TINA TURNER** AND **FREDDIE MERCURY**, BUT IN CREATING A NEW CAMPAIGN AIMED AT ENCOURAGING CONVERSATIONS ABOUT GENUINE PARTS, THAT'S EXACTLY WHAT WE DID.

Now, before you think we have completely lost our minds, let's put our cards on the table and explain we are talking impersonators, not the real thing. Although given only two of the aforementioned music megastars are still with us, and would come with a hefty appearance fee, you may already have guessed this.

So, why exactly are TPS working with tribute acts for our latest advertising campaign? The 'Don't be fooled by a lookalike' campaign was commissioned in order to communicate the importance of Volkswagen Group Approved Genuine Parts to end-user drivers, and to be a catalyst for conversation in the receptions of TPS customers.

The main message from the campaign is that, while a lookalike might be good, it's never quite as good as the original, be it a musical artiste or a Volkswagen Group Approved Genuine Part.

The brief was to do this in a unique and engaging way that really grabbed the attention, particularly as the ads would take the form of posters hung in the reception areas of TPS customers' premises. With this in mind, a two-day photoshoot brought the ads to life.

The focus was on 'being iconic', with the tribute artistes executing well-known poses, and signature moves – reinforcing the idea that no matter how well you can impersonate something, you just know it's not the original.

Following the brief, there were no limits to our **Tina Turner** act's performance as she delivered simply her best on the day.



As for our **Freddie** tribute, despite being under pressure, there was no stopping him as he rocked it to deliver a kind of photographic magic on the day.

Our **Dolly Parton**, arrived promptly at 9am and showed no signs of any homesick blues as she delivered a performance that would make the country legend proud, I think she may have left at 5pm, I certainly hope she did.



The day finished with two titans from music's golden age, including our **Elton John**, complete with his own baby grand piano, proving himself a real star as he rocketed through his moves.



It was then time for the King himself to take to the spotlight. Despite some initial scepticism – some might even say a suspicious mind – about what we asked him to do, our **Elvis Presley** soon put on his best blue suede shoes and delivered a king-sized performance.



The final 'Don't be fooled by a lookalike' posters looked incredible – you can judge for yourselves. This is just the start for the campaign, as we look to continue creating conversations around Genuine Parts and why they are always the first choice for a Volkswagen Group vehicle. So keep your eyes peeled for more impressive impersonations.



You genuinely can't beat an original.
Ask for Volkswagen Group Approved Genuine Parts.



Keep vehicles on the road with Volkswagen Group's Total Loss Avoidance

The Volkswagen Group Total Loss Avoidance Programme helps bodyshops keep vehicles from being written off.

It's free to sign up to and can save time and money while keeping customers and their vehicles on the road.

Contact your local TPS Centre to find out more.



For qualifying estimates, **we get in touch quickly** and share the total of the new lower quote.



We order all the parts needed for the repair from the **local TPS Centre** and they'll be delivered to bodyshops when they are needed.



We invoice **including all discounts**, meaning no extra admin of claiming back discount or rebate.



SCAN TO VIEW

VOLKSWAGEN GROUP
UNITED KINGDOM

TLA
Total Loss Avoidance
Brought to you by TPS

TEN YEARS ON, TLA IS STILL PROVING ITS NO WRITE-OFF

THE VOLKSWAGEN GROUP TOTAL LOSS AVOIDANCE (TLA) PROGRAMME **HAS CELEBRATED ITS TEN-YEAR ANNIVERSARY**, AND DURING THE PAST DECADE HAS DEVELOPED INTO ONE OF THE BEST AND MOST STRAIGHTFORWARD TLA SOLUTIONS IN THE INDUSTRY.

There are currently over 700 UK bodyshops using the Volkswagen Group TLA Programme which is dedicated to preventing vehicles becoming write-offs by offering discounted Volkswagen Group Approved Genuine Parts to keep them on the road.

Launched in 2014 and revitalised in 2018, the Volkswagen Group TLA Programme has grown into a vital, trusted platform that underpins our commitment to quality, consistency and long-term network support. With a dedicated team, based in Huntingdon, Cambridgeshire, to manage all bodyshop TLA requirements, this is available to all TPS customers for C and D crash categories.

The Volkswagen Group TLA Programme offers access to additional parts discounts on Volkswagen Group Approved Genuine Parts. All of the parts are available from the local TPS Centre and can be delivered directly to the customer's workshop when required. The discounts are made at the invoice stage, so there is no extra admin or claiming back of discounts or rebates, meaning that the processing of a TLA sale is quick and hassle free. The Volkswagen Group TLA Programme is designed to maximise outcomes for all parties, ensuring vehicles are repaired rather than written off, and preserving both value and customer satisfaction. The garage gets the repair and the opportunity for further

business, while the vehicle owner gets to keep their vehicle and avoids the cost and hassle of having to find a replacement.

Finally, the insurance company, which will often insist on the fitting of Volkswagen Group Approved Genuine Parts in order to validate the repair, is more likely to hold onto their policy holder.

Chris Jesson, National Account Manager at Volkswagen Group said "We are proud to mark ten years of the Volkswagen Group Total Loss Avoidance Programme (TLA).

"The Volkswagen Group TLA Programme plays an important part in our group strategy, as not only do we keep the sale of parts, but the customer remains in our brands' vehicle and ultimately keeps that vehicle on the road.

"One of the most appealing aspects of the TLA is that it's completely free to join and once you have signed up, it's a seamless and straightforward programme to use.

"It's important to reinforce that ease of use as we do have some customers who have signed-up to the programme and then lapsed or forget they have it. So, it's important to encourage customers to check they have it and encourage them to use it, as we know for those that do it's very beneficial to their business."

Since the TLA Programme began, it has delivered on its core objective of keeping vehicles on the road, with 2,500 vehicles successfully saved last year.

Vanessa Robbins, TPS National Manager, said "As a result of the success of the Volkswagen Group TLA Programme, we have expanded the TPS National Team. This has helped us make the service even more streamlined and efficient, which now includes the capability to react to and quote TLA support within 30 minutes of the receipt of an estimate.

"We strongly believe that Volkswagen Group TLA is the best TLA solution in the market and going forward our focus is to continue to support our bodyshop customers in preventing write-offs and keeping customers' vehicles on the road."

For those looking to find out more or to register interest in the Volkswagen Group TLA programme please email tla@tpsnational.trade, phone on 03330 095 205 or visit: tps.trade/ total-loss-avoidance

GETTING THE TIMING RIGHT ON WHEN TO INSPECT AND REPLACE A CAMBELT

For this Insider special, we are taking an in-depth look at the myths and misinformation that has built up around when to check and replace a cambelt.

David Waples, Volkswagen Group Escalations and Technical Service Centre Manager discusses the issue, what the misconceptions and myths are, and provides guidance on when the time is right for a cambelt inspection and replacement.

David says: "It's time to put the record straight on cambelts, or timing belts as they are also known, and when best to check and replace them.

"There has been some misinformation, or even myths, circulating in the industry which suggest that a cambelt no longer requires being checked or replaced. This is most definitely not the case.

"It's true that as cambelt technology has evolved in line with modern vehicles, there has been a revised view on the length of service intervals, including from manufacturers who have in some cases withdrawn or changed their previous recommendations. Longer service intervals are now being advised, and with some vehicle models these are valid, but not replacing the cambelt at all during the lifetime of the vehicle is still not to be recommended.

"When and at how many miles the cambelt should be changed is complex, as not all vehicles are the same. Furthermore, there are also external factors to consider such as road conditions and climate – for instance, vehicles driven more regularly in dusty conditions – that can influence the frequency of service intervals.

"With these various factors to consider it's difficult to recommend an average service interval across all vehicle models. Everything is vehicle identification number (VIN) specific and it's best to refer to manufacturer guidelines or seek advice and recommendations from an independent garage, who will be guided by their own expertise and relevant systems.

"Ultimately, each vehicle will be different and VIN specific, with predictions based on mileage, unless an alternative time-based interval is specified by an individual vehicle model's engine.

"The one thing that is clear is that under no circumstances should the cambelt be left unchecked or not inspected. A visual check of the cambelt is very important, particularly if there are signs that the cambelt may be worn or damaged.

"These signs include any noticeable fraying or cracking from the rubber, which in turn will result in the cambelt breaking. Any hissing, grinding or clicking noises could also signal a loose or worn cambelt and if you continue to drive with it, then the result can be catastrophic damage to the engine.

"This is why, at the first sign of any issue, it's essential that the cambelt is inspected by either an independent garage or authorised repairer. For the garage receiving the call from a customer about a suspected issue with the cambelt, it's recommended to first of all include a mileage check before any booking.

"This will help to gauge the recommended intervals for that particular vehicle model and will provide a clearer understanding ahead of inspection on whether it's more likely to require a cambelt replacement.

"In summary, first and foremost, running a vehicle without ever having the cambelt inspected should never be an option. For some vehicle owners, a cambelt inspection may only be prompted by an issue coming to light with it, leading to it being booked in.

"For better peace of mind, and to detect any issues early on, having the cambelt inspected, and even replaced, as part of a regular service is the more reassuring route to take. By booking in with a local independent garage, with both the expertise and systems to advise on the correct service interval, the customer can ensure that when it comes to their vehicle's cambelt, they will always get the timings right."

For more information on TPS's wide range of cambelts visit: tps.trade/cam-belt



SCAN TO VIEW

TPS UNVEILS PREMIUM UPGRADE TO ITS OIL OFFERING

TPS HAS BOOSTED ITS OIL OFFERING IN 2025 WITH A **NEW PRODUCT** ADDED TO THE QUANTUM OIL RANGE, DEDICATED **'OIL CHAMPIONS'** HAVE BEEN APPOINTED ACROSS ITS CENTRES AND **MORE SUSTAINABLE PACKAGING** OPTIONS AVAILABLE TO ITS CUSTOMER NETWORK.

The TPS oil offering has got even better with a new oil introduced into the Quantum range, taking the total to 18 and the biggest Quantum Oil range ever available.

The new oil now available is the **Ultra FPW 5W-30**. A premium performance oil, it has been developed to meet the new Stellantis specification FPW9.55535/03, now required for many DV5 and EB2 engines.

As such, the Ultra FPW 5W-30 provides a large car parc coverage for this grade and with its high protection formulation mitigating against wear and dirt, it's one of the premium oil options in the range.

Josh Milford, Volkswagen Group Aftersales Product Manager said:

"With a new oil added to the range, Quantum Oil has over 95% coverage for the UK car parc and holds approvals and recommendations for use in a variety of modern vehicles, including hybrids, and across a range of manufacturers.

"Each and every Quantum Oil product is manufactured to the highest quality and designed to operate under the toughest conditions.

"The LongLife, Platinum, Ultra and Synta oil sub-brands provide a significant choice of options suitable for both petrol and diesel cars, and for vehicles with long service intervals and specific engine requirements.

"With such a comprehensive range of products comes the reassurance for customers that whatever the requirements of their vehicle fleet and servicing needs, TPS will have an oil option for them."

In a further boost to its oil offer, TPS is rolling out **new Quantum Oil specific training to its network** to ensure customers receive the best advice and recommendations from the Quantum Oil range.

In addition to this new training, TPS can provide customers managing vehicle fleets with the opportunity to rationalise their current oil needs into a smaller number of oil products suitable for their operational requirements.

This service ensures the correct oil is still chosen for the customer's fleet whilst being as efficient as possible with the number of oil grades selected. This can be an excellent cost saving mechanism for fleet customers.

As well as a **new oil** in the Quantum range, TPS is also increasing its sustainable packaging options with a **new 1 litre pouch** for oil products. The new pouch can be recycled and offers significant plastic savings compared to 1 litre plastic bottles – with an equivalent saving of 43.51kg of plastic per 1,000 units.

The 1 litre pouch adds to the existing sustainable packaging options, such as the Cube – a single-use, recyclable packaging system. The Cube – available in 5L and 20L pack sizes – is constructed from a strong, durable, cardboard outer which can be flat packed and placed with the normal recycling waste.

With both providing a reduction in plastic usage and saving on disposal costs, they are the perfect solution for both the pocket and the planet.

DISCOVER THE QUANTUM OIL RANGE

Supplied exclusively by TPS

The Quantum Oil range is meticulously crafted to surpass the latest motor industry and manufacturer standards. Tailored for Volkswagen Group vehicles, it's also approved and recommended by leading manufacturers, making it perfect for over 95% of vehicles on UK roads*.



SCAN TO VIEW

Contact your local TPS Centre to place your order today.



Discover the full Quantum Oil range at tps.trade/info/oil

*Engine Oils that are marketed as meeting the requirements of a given specification may not have been tested by the OEM and approved for use in their vehicles

INTRODUCING

QUANTUM

CONSUMABLES RANGE

OIL | VEHICLE FLUIDS | BATTERIES | BULBS
WORKSHOP ESSENTIALS | CLEANING & VALETING
MAINTENANCE FLUIDS & GREASES

The Quantum Consumables range offers a comprehensive selection of over 500 consumables including batteries, vehicle fluids and bulbs.

Each and every Quantum product is exclusively engineered and formulated for all makes and models of Volkswagen Group vehicles. It includes high quality vehicle fluids – brake fluid, clutch cleaner, valeting products and sprays and greases – which have been formulated to the highest manufacturing specifications to operate at optimum performance under the most extreme conditions.

The battery range includes well-established industry brands, Yuasa and Super Start, whose batteries are carefully designed with unique internal components and design features to combat failure and to extend the battery life. They are also supplied fully charged and ready-to-fit, are maintenance free and have enhanced safety features.

**CONTACT YOUR LOCAL TPS CENTRE
TO PLACE YOUR ORDER TODAY.**



SCAN TO VIEW



VOLKSWAGEN GROUP APPROVED GENUINE PARTS – THE BEST FIT FOR ALL INVOLVED

TPS supplies Volkswagen Group Approved Genuine Parts through 83 Centres, with deliveries available up to five times a day across six days a week. Volkswagen Group Approved Genuine Parts are quite simply the best parts you can possibly fit to a vehicle. They are not only identical in quality to the parts used in new-vehicle production – giving customers the peace of mind that they will work perfectly – but they are also designed to fit first time, every time, offering convenience and saving both time and money.

There's more to Genuine Parts than meets the eye, they make a significant contribution to the safety and integrity of the vehicle thanks to being vehicle model specific, one of the most compelling reasons for choosing any part. Conversations regarding safety are vitally important, and not only highlight a concern for the drivers' welfare, but also build trust.

A good example of how the integrity and value of fitting Genuine Parts can provide assurance to customers is brake pads, one of the most frequently replaced vehicle parts. Brake pads should offer uncompromising performance, long life and maximum safety – all qualities that are associated with fitting Genuine Parts.

Volkswagen Group Approved Genuine Brake Pads are subjected to rigorous testing to ensure uncompromised safety and performance. The Genuine Parts testing regime goes way beyond the statutory legal requirements, ensuring better performance

and longevity thanks to the Formula Q assurance system – the Volkswagen Group standard for Genuine Parts.

Genuine Parts also guarantee reliable interaction with the hundreds of different parts across a Volkswagen Group vehicle, helping to produce reliable, consistent performance throughout the service life of the parts, and the vehicle itself. With all of these advantages, Volkswagen Group Approved Genuine Parts offer a best-in-class proposition for customers.

The conversation a garage has with a driver about fitting the right parts to their vehicle is one of the most important they will have. Engaging with drivers in an informed and knowledgeable way about the benefits of Genuine Parts over their aftermarket counterparts can pay off in many different ways.

As well as the benefits for drivers, there are also commercial benefits for garages fitting Genuine Parts. Being designed to fit first time can save time and money in the workshop helping to retain the residual value of a vehicle in an additional benefit for the driver. Furthermore, with a warranty provided, there is protection for both the garage and driver from any future repair costs for replacement parts.

Adam Hockley, Volkswagen Group Parts Product Manager, said:

"At TPS, we're constantly striving to offer our customers the best possible parts, products and service.

"With Volkswagen Group Approved Genuine Parts, our customers can be assured they are identical in quality to the parts used in new-vehicle production, are manufactured to Volkswagen Group standards and come with the reassurance of a warranty. This is all important to know when having similar parts conversations with their customers."

"We recognise that our customers need an efficient and reliable service, particularly during busy periods such as MOT season, to help manage their workflow and provide them with the right parts, which fit first time and can be delivered when they require them."

TPS Centres are renowned for their experienced and knowledgeable teams, on hand to provide garages with parts advice, including identifying associated parts and checking availability among the thousands of parts stocked on site.

If the parts are not available in stock at the local TPS Centre, they can be ordered from TPS's central distribution hub. The 60,400 sq.m distribution hub, based in Dordon, near Tamworth, moves more than 127,000 different product lines and averages around 148,000 individual parts per day.

Once the parts have been ordered by the local TPS Centre staff, they will be delivered overnight from the hub in time for next day delivery to the customer. This is an essential service for garages looking to maintain their workflow.

Contact your local TPS Centre to place your order.

Volkswagen Group Approved

Genuine Parts

Same quality as in new vehicle production

Designed to fit first time, every time

Warranty for peace of mind*

Order now from your local TPS Centre



SCAN TO VIEW

*Subject to wear and tear

WIN A £500 QUANTUM

CONSUMABLES BUNDLE WITH TPS



SCAN TO ENTER

HOW TO ENTER

Scan the QR code and complete the quiz
to be entered in to the prize draw.

Terms and Conditions apply. Entries open Tuesday 3 June 2025 and close Saturday 30 August 2025. All quiz questions must be answered correctly to be entered in to the prize draw. One winner will be selected at random to win a Quantum Consumables bundle worth £500. The winner will be contacted via email by Friday 5 September 2025 to confirm.



SKODA



SEAT



CUPRA



Audi