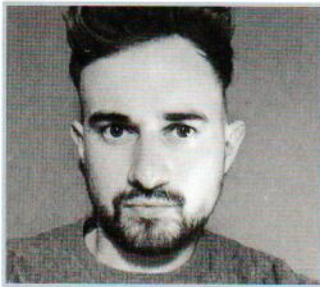


Testing times for technicians

It's time for garages to brush-up on modern battery tech or risk missing the boat, writes Daniel Moore



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Figures show the amount of vehicles registered that incorporate AGM or EFB batteries for starting and lights in Europe totalled 70 percent back in 2014, with this figure to rise to around 92 percent by 2020; meaning, the UK replacement market could be somewhere between 800,000 to one million batteries. With that said, there has never been a more prominent time for technicians to take advantage of these valuable service items or risk losing work to the main dealers or franchised workshops.

It's hardly news that battery units are still a common failure part, and should be replaced with the same model coming off the vehicle. However, James Douglas, Marketing Executive at Yuasa, states that the battery configuration process should be completed properly and with the up-most care and attention to endure the new unit has a life at least as long as the battery being replaced: "Modern technology vehicles equipped battery management and emission reductions systems

"When installed, these batteries require configuring to the vehicle. Failure to carry out the configuration procedure can result in suspension of emission control systems and the shut-down or incorrect operation of on-critical vehicle systems such as electric windows, satellite navigation and heated windows."

Lee Quinney, Country Manager at **Banner Batteries** concurs and expands on Douglas's statement: "In the main, reasons for these parts failing early relate to incorrect use and the wrong battery type fitted, as well as those vehicles that are used for short, infrequent journeys". He added that his firm has an online battery finder tool to make sure that the right unit gets installed on the vehicle.

FULL CHARGE

Smart chargers that are now fitted to vehicles compensate with extra charge being put in to the battery as it gets older. However, the vehicle must be told when the battery has been replaced to reset this process. Ian Taylor, Marketing at **Platinum International** explains: "Failure to tell the battery management system a new battery has been fitted will result in an overcharging issue and will kill the battery prematurely. Some garages are using a slave battery to keep the 12v system alive as they disconnect the battery, but this only stops the engine management light from coming on and will not adjust the charging algorithm. At Platinum, we have the Platinum Connect available for customers to purchase so they have the



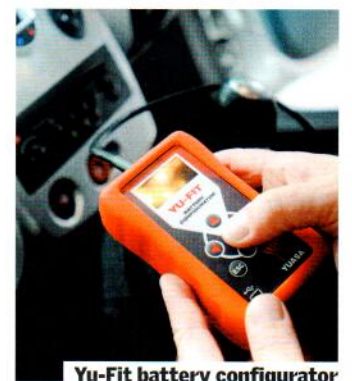
Leoch Xtreme range

replacing or starting a modern battery during key on/ engine off diagnostic work. **GYS** has released a '1-2-3' Test Technical Guide for garage owners to benchmark their testing equipment and working practices against three fundamental points to ensure they comply with proper requirements. "The GYS 123 test invites workshop managers to audit their existing starting and charging equipment against three important points. The universal mode is a particularly interesting concept which will be appreciated by any technician who has struggled to locate and identify battery type", notes Neil Pulsford, Commercial Director.

Trying to achieve a similar objective for workshops and battery testers alike, Yuasa's Douglas says the firm's 'Always Check the Battery' scheme provides independents with all the necessary tools in kit version to complete battery testing safely and securely. Launched as an ongoing initiative last year, Douglas explains that the battery brand has already reported a large increase in battery sales from garage customers, despite only a few months into launch. "Garages taking part in the scheme are already reporting positive



GYS 1-2-3 guide



Yu-Fit battery configurator

expect to see the largest revenue increases." After speaking to our battery experts, garages are certainly not short of tools and services to profit on these

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such as Start-Stop require specialist AGM and EFB type batteries which must be replaced like-for-like", he said.

right tools to ensure that the battery is configured correctly and eliminates the chance of causing charging issues".

Whether it's charging,

feedback from customers and have seen increases in battery sales." He continued, "Battery testing really comes into its own during the warmer months and this is when workshops can

components as well as other systems that will surely make their way into the aftermarket in due course.

* Daniel Moore