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DIESEL TORQUE

OFFICIAL MAGAZINE OF THE ASSOCIATION OF AUSTRALASIAN DIESEL SPECIALISTS INC. (AADS)



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AADS Committee

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John Jamieson, *Vice President*
Lloyd Richardson, *Treasurer*
Neil Quick, *Public Officer, Secretary*
Ken Ringrose, *Committee Member*
Stuart Pascoe, *Committee Member*
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Marty Kemp, *Chairman*
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Craig Mills, Andy Collins, *Committee Members*

QLD

Walter Vrbancic, *Chairman*

VIC/TAS

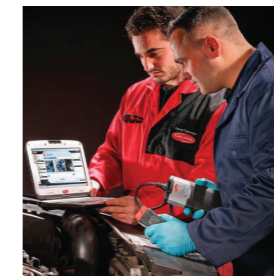
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Technical information contained in this magazine is obtained from sources deemed reliable with in the industry. However, AADS accepts no responsibility for the accuracy of this information.



President's Report

by Craig Mills, President

aads@aads.com.au

www.facebook.com/NZADS

[www.twitter.com - @DieselAADS](http://www.twitter.com/@DieselAADS)

Firstly, let me apologise for the length of time it has taken us to publish this issue of Diesel Torque. Being the first issue for 2016, we hope you enjoy what we have put together. And we promise to bring you the next edition much sooner!

Content for our publication continues to be difficult to come across, and we have to rely heavily on our industry partners to allow us to publish some of their articles. We would dearly like to have member companies feature in Diesel Torque and we ask you to get in touch with Ropeti or one of the committee about how you can get involved or can submit an article.

It seems that everyone I talk to is saying that they are working harder to achieve the same results and it's the same on both sides of the Tasman. We continue to fight off vehicle OEM's as our biggest competition and at times lose to them because of their aggressive pricing. I'm not sure there is a simple solution to this, but working together as members of the association can only help our cause. We should be talking to other members of this association and working towards a common goal. This year's conference is a perfect opportunity to do just that with what looks to be one of the more international contingents I have seen in a long time. Currently we have delegates registered for the conference from New Zealand, Australia, Fiji, Singapore, Japan, the UK and India.

You will see in the pages following that the annual AADS Conference is coming up fast and this year will be held in New Zealand's capital city, Wellington on the 13th and 14th of May. Wellington is a vibrant city with a lot of culture and many activities within easy walking distance of each other. The heart of the city is but a short stroll from the Amora hotel where the conference is situated. Te Papa, New Zealand's national museum is only a couple of blocks walk and the ferry terminals for those wanting to head to the South Island for a getaway can be found easily on foot. For those that enjoy a spot of nightlife, the inner city comes

alive after dark and keeps going well into the small hours in the morning.

The Conference itself is beginning to become jam packed full of informative speakers on Saturday followed by dinner and this year's charity auction to support Youth Diabetes NZ. Please be prepared to be generous either by gifting items for the auction or by bidding on the donated items. Leading up to Saturdays presentations will be a Delphi training course on the Wednesday and Thursday (please see www.aads.com.au/events for information and how to register for this) followed on Friday by diagnostic training sessions from Petroject and AECs in the morning and service dealer meetings in the afternoon before our formal welcome function Friday evening in and among the trade exhibition area.

"If you are considering displaying at, or sponsoring the event please get in touch with Ropeti or myself as soon as possible to secure your spot."

If you are considering displaying at, or sponsoring the event please get in touch with Ropeti or myself as soon as possible to secure your spot. As I type this, Silver and Bronze sponsor packages have already been taken, but Gold and several of the valued partner sponsorship spaces are still available.

Next year the conference will be back in Australia and it will be an election year for the committee. I urge all of you to consider getting involved at committee level. This is

a great chance to get to learn more about the industry your business is involved with. I've learnt a lot and have made some great friends along the way. Shared among the members there isn't a lot of work to add to your normal week or even month. Now would be a good time to consider it as you'll be able to chat with the current committee at the conference and get an idea of what is involved. It's something most people in the industry should try at least once.

As mentioned, the conference planning is well underway and we have registrations coming in reasonably steadily. It is very encouraging and I am thrilled to see the support offered by the DFI manufacturing industry with exhibition booths and presentation slots booked. Keep an eye on the website for updates and news as we confirm things. Oh, and we just signed off on the entertainment for Saturday night. Things are starting to get real!

Diagnosics is the new big product – but it has to be sold properly

Diagnostic problem solving is the big new product of the modern automotive aftermarket workshop.

So if survival in this rapidly changing vehicle landscape is in your medium to long range planning, it will become evident that investing in diagnostic equipment and specialised training is a must. A few years ago, such equipment and training might have been considered a luxury – a sort of add-on to a busy workshop.

But no longer. Unless you feel you can survive doing basic servicing, diagnostics may well become your mainstream business and if you approach it with enthusiasm, the world of the future will be your oyster.

Having the right equipment and training doesn't necessarily mean diagnostics will be plain sailing.

There are far too many horror stories of workshops spending huge amounts of time diagnosing vehicles, but only a fraction of that time being reflected on the invoice.

We make no bones about training and equipment being essential for efficient diagnostics. However, if we go back and look at where the real problems arise with diagnostics, it often has nothing to do with the actual diagnostics, but to how workshops communicate with the customer throughout the process.

To be blunt, far too many people in this industry don't sell diagnostics at all well.

Handling an initial enquiry

Very often a loyal customer will pull into your driveway with a problem asking for you to have a quick look at it. If you tell them you won't look at it until they open their wallet

they will most likely not be your customer any more. If you jump in head first without any financial commitment you are most likely going to waste lots of time for which you are unlikely to get sufficient return.

A compromise is to spend a couple of minutes with the customer asking them questions about the problem and then spending five minutes looking at the car confirming what the problem is. This will win their confidence and puts you in a position to sell a diagnostic inspection.

If the customer is not willing to pay for a diagnostic inspection you shouldn't do any more work on the car.

Electricians and plumbers don't come to your house and solve problems for free so there is no reason automotive technicians should be any different.

The first thing is to decide the price of your diagnostic inspection and what it includes. Once clear on the price and inclusions you can confidently sell it to the customer. Take time to explain what you will do and how much it will cost.

Following the inspection, there needs to be good communication with the customer, explaining the diagnostic process and the tools to be used. Take it stage at a time, and get a financial commitment from the customer prior to each stage.

"To be blunt, far too many people in this industry don't sell diagnostics at all well."

This article was supplied by TaT Biz, the business improvement arm of The Automotive Technician (TaT) network. Technicians are encouraged to join the network at www.tat.net.au

AADS Annual Conference

13 - 14 May 2016 | Amora Hotel, Wellington, New Zealand

Make it a must to attend our Annual Conference in 2016!



We invite you to register for the Association of Australasian Diesel Specialists Annual Conference, to be hosted in Wellington, New Zealand 13 - 14 May 2016.

REGISTER ONLINE

PROGRAM HIGHLIGHTS

A final program will be issued to delegates closer to the event, however the Conference will include:

- Technical Training/Presentations
- Key OEM Program
- Industry Representatives
- Conference Dinner and Charity Auction for Diabetes Youth NZ (donations welcome)
- Trade Exhibition

Program details to come, make sure your membership details are up-to-date to ensure you receive the latest news! It is anticipated that this Conference will attract over 120 attendees from all corners of Australia and New Zealand as well as delegates from around the world.

REGISTRATION FEES

	Before or on 4 April 2016	After 4 April 2016
Full Conference		
AADS Members	\$400.00	\$550.00
Non Members	\$600.00	\$750.00
Partner	\$270.00	\$270.00
One Day		
AADS Members	\$250.00	\$300.00
Non Members	\$350.00	\$400.00

REGISTRATION AND PAYMENT

- Register online to pay by credit card.
- Credit cards accepted are Visa, MasterCard and American Express (Diners is NOT accepted).

ACKNOWLEDGEMENT

Receipt of registration fees will be acknowledged via email with confirmation of your requirements according to your registration, together with a tax invoice receipt.

Bookings will only be considered as confirmed when payment is received.

CONFERENCE CANCELLATION POLICY

All cancellations or alterations should be put in writing to the **AADS 2016 Conference Secretariat**. These will be considered on a case-by-case basis.

ACCOMMODATION

AADS has partnered with the [Amora Hotel Wellington](#) to bring you the best accommodation the city has to offer. This upmarket hotel is a stones-throw away from the main hub and other iconic venues.

Room Rate

- Deluxe Room Rate **\$175.00 per night**

Reservations

Please note accommodation is paid separate from Conference registrations and must be organised directly with the Amora Hotel Wellington.

All bookings are to be made by individual guests via telephone +64 4 473 3900 or email.

When making your reservation, please quote the Conference Block Code **'DIESEL'** to receive the discounted rate.

The conference room rates will be available to book up until Wednesday April 13th 2016. Any bookings received after this date will only be confirmed subject to availability and the conference rate may not apply.

If you have any accommodation queries, please don't hesitate to contact the Amora Hotel confadmin@wellington.amorahotels.com

Room Cancellations

48 hours prior to the agreed arrival date:

Any cancellation of rooms made after this time, will result in a cancellation fee of the full accommodation costs. Any amendments or cancellations must be communicated in writing via email. Cancellations and amendments cannot be confirmed by telephone.

Do yourself a favour and check out the **Discover Wellington** website for things to do, places to dine and visitor essentials for the 'capital of cool'.

AADS Annual Conference

SPONSORSHIP & EXHIBITION OPPORTUNITIES



AADS SPONSORSHIP

Sponsorship is a vital part of the marketing mix for any company or organisation who wishes to maximise their market place exposure, particularly to highly targeted audiences. It gives your company the opportunity to align and promote your brand in direct association with the credibility of the product and the event convenors. This is a unique opportunity for your organisation to be aligned with the credibility and brand recognition of the Association of Australasian Diesel Specialists.

In particular it will enable you to:

- Share your expertise with senior decision makers from across Australia and New Zealand
- Create a point of difference for your organisation in a cluttered market place
- Promote and market your company's products and services to this highly targeted market
- Launch new business initiatives and develop key industry databases
- Leverage the credibility of being associated with the leading diesel association in Australasia
- Brand your business using your logo as a reminder of your products and services on tangible items such as certificates, delegate folders, satchels, pads and pens, lanyards and other promotional items
- Significant onsite exposure at the premier diesel event with extensive networking opportunities
- Prepare for the future of your industry and your business, by connecting with leaders and increasing your company's insight into future trends

ABOUT THE CONFERENCE

The Conference is 2 days in duration and will be held at the Amora Hotel in Wellington, New Zealand on 13 – 14 May 2016.

Delegates will be treated to excellent speakers with the most up to date information on the latest developments in the industry.

The Conference program will be supported by a great partners program.

The exhibition will include but not limited to displays of:

- The latest diesel test and diagnostic equipment for our industry
- Spare parts, range extensions, future parts and repair programs
- Spare parts for turbochargers and associated equipment
- General workshop equipment
- Other items of interest to the diesel turbocharger industry

WHO WILL BE ATTENDING?

The Conference will be of particular interest to people working in the diesel community, including:

- Diesel fuel injection specialists
- Turbocharger specialists
- Spare parts supply specialists
- Diesel fuel injection equipment manufacturers
- Turbocharger manufacturers
- Diagnostic equipment suppliers
- Diesel engine manufacturers

It is anticipated that this Conference will attract over 120 attendees from all corners of Australia and New Zealand as well as delegates from around the world.

SPONSORSHIP OPPORTUNITIES

Gold Partner (1) \$8,000 AUD (+ GST)

- Opportunity to deliver address at Conference Dinner
- Recognition of sponsorship throughout the Conference
- Opportunity to display your company banner throughout the Conference
- Four (4) tickets to the Conference Dinner
- Sponsorship acknowledgment in the Final Program & Abstract Book
- Complimentary insert in delegate satchel
- Company name & logo on the registration brochure
- Includes two (2) display booths

Valued Partner (3) \$1,500 AUD (+ GST)

- Sponsorship acknowledgment in the Final Program & Abstract Book
- Complimentary insert in delegate satchel
- Company name & logo on the registration brochure

EXHIBITION / DISPLAY

Exhibitor/Trade Booth \$800 AUD (+ GST)

- Two (2) Exhibitor Passes per booth
- Acknowledgment as an exhibitor in the Final Program & Abstract Book, and all promotional material

Exhibition Space:

- 3m x 1.5m for the duration of the Conference;

Exhibition:

- Friday 13 May 2016 from 10:00am to 9:30pm
- Saturday 14 May 2016 from 7:30am to 3:30pm

Each 3m x 1.5m shell scheme booth will have the following inclusions:

- Walls flush panel system, covered in Velcro compatible material
- Supply front fascia to all open frontages
- Company name and letter colour to be discussed
- Two lights per booth
- One x 5amp power supply per booth reticulated from existing venue power
- Wall height 2400 m/m high
- Size is 3000 m/m wide by 1500 m/m deep

Anything additional to the above will be available from our appointed exhibition supplier at the exhibitors cost.

All registered exhibitors will be contacted by the exhibition company 8 weeks prior to the event and provided with a comprehensive exhibitor's pack of all the additional material available.

SPONSORSHIP & EXHIBITION APPLICATION FORM



Contact: _____

Position: _____

Company: _____

Address: _____

Suburb: _____

State: _____ Postcode: _____

Tel: _____

Mobile: _____

Email: _____

SPONSORSHIP REQUEST

- Gold Partner \$8,000 AUD (+GST)
 Valued Partner \$1,500 AUD (+GST)

EXHIBITION/TRADE REQUEST

- Display Booth \$800 AUD (+GST)

PAYMENT OPTIONS

EFT

Bank: National Australia Bank

BSB: 082 212

Acc No: 822234519

Acc Name: Association of Australasian Diesel Specialists

Please include your company name in the payment description

Please forward remittance advice to aads@aads.com.au

Credit Card

Cardholder's Name: _____

Card Number: _____

Card Expiry: _____ / _____ CVV: _____

Please return the completed form to:

AADS 2016 Conference Secretariat

C/- Association of Australasian Diesel Specialists Inc

PO Box 576, Crows Nest NSW 1585 Australia

P: +61 2 9431 8685 | F: +61 2 9431 8677 | E: aads@aads.com.au



Alistair Richardson Weller 1941 – 2016

Alistair Richardson Weller was born on 7 May 1941 in Nابیac, NSW. He was the son of Leslie 'Mick' and Doreen (nee Richardson) Weller and was the second of four boys: Bruce, Alistair, Stuart and Robert.

Alistair attended Nابیac Public School and was Dux of the School in 1955.

He left school in 1955 after completing third year.

At the age of 14 years and 7 months he started work for 12 months on a project to construct a bridge for the Pacific Highway over the Wallamba River at Nابیac. This job was the source of many stories and was an early introduction to the skills that Alistair used throughout his career. He has written these memories down in a small booklet entitled 'A Bridge Near By'.

In 1957 he started working at the family garage. During this time he also attended Taree Technical College studying the Automotive Mechanics Trade Course graduating in 1960 and was awarded in First Place in Engineering in third year 1959.

He spent another two years working at the family garage and undertook further study at Taree Technical College in:

- Electric welding (Stage 1) – 1961
- Electric welding (Stage 2) – 1962
- Post-trade electrical – 1962
- Post-trade diesel mechanics – 1962
- Post-trade auto electrical – 1963

At the end of October 1963, Alistair moved to Sydney to work for John A. Gilbert Holden in Rushcutters Bay. He later worked for Heath Howell's Holden in Newport Beach.

In 1966, he moved to Parkes, NSW where he had a number of jobs working as a mechanic.

In March 1973, he bought Parkes Diesel Service. Alistair's dedication to excellence in customer service and knowing his product meant that he quickly became known across the district and the State as an expert in the industry.

"He said that his involvement in the AADS enabled him to better run his business and keep pace with technology in the fuel injection industry"

Alistair was an inaugural member of the Australasian Association of Diesel Specialists (AADS). He went onto become the Chairman, NSW Branch in 1996 to the end of 2004 and was the Vice President of National AADS for six years. Alistair was made an Honorary Member of the AADS.

In the late 1980's, Alistair employed Paul Regan which enabled Alistair to devote more time to AADS activities.

Alistair thoroughly enjoyed meetings and Conventions of the AADS across Australia and New Zealand ('I'd been to one in every capital city' he'd say). Shortly before his death, Alistair reflected on his time with the AADS. He said that his involvement in the AADS enabled him to better run his business and keep pace with technology in the fuel injection industry which was moving quickly at that time. He also made a number of lifelong and treasured friends through the AADS.

Alistair retired from Parkes Diesel Service in October 2004. It continues to be operated by Paul Regan.

Alistair contributed much to the local Parkes community. He taught at TAFE, was on the local Chamber of Commerce and an active member of the Parkes Uniting Church.

Alistair was also involved in the Parkes Antique Motor Club, assisting in many restorations and was always on hand to offer and hand or a bit of advice.

Alistair is survived by his wife, Marie; three children and seven grandchildren.



Not Just Quality. Delphi Quality.



Delphi Technical Training. Diesel Diagnostics.

AADS Convention 2016

Diesel Distributors Australia Pty Ltd in conjunction with Delphi Product and Service Solutions are pleased to invite you to attend decentralised Delphi Factory Training.

The event will be held in the lead up to the 2016 AADS convention in Wellington New Zealand. The training will include the latest repair technology and tooling and be administered by UK representatives from Delphi Product and Service Solutions.

Places are limited so if you are interested in attending please complete and return the attached enrolment form or contact the Diesel Distributors Service Department via the details below.

Regards,
Chris Graham
Product Support and Service Manager Australia
Diesel Distributors Pty Ltd Australia
P: 61-7-3345 1740
E: chrisg@ddal.com.au





Not Just Quality. Delphi Quality.



Not Just Quality. Delphi Quality.



Delphi Diagnostic Training

Duration: 2 days 9.00am – 4.30pm

Dates: Wednesday 11th and Thursday 12th of May 2016

Location: Diesel and Turbo Wellington
61 Waione Street

Total Cost: \$660.00 per person inc GST

Inclusions: Lunch
Morning and afternoon tea

Day 1: Wednesday May 11th 2016

Description: Diesel Diagnostics 1

Audience: Technicians looking for a greater knowledge of diesel Common Rail systems and hydraulic diagnostics using Delphi-authorized tooling.

Skill Level: Service or diagnostic technician.

Prerequisites: N/A

Overview: With the continued growth in the diesel Common Rail parc, you'll want to know everything there is to know about this technology. After all, these highly sophisticated vehicles will all require expert diagnostics and servicing by garages equipped with the right tools and knowledge. Our one day diesel diagnostics module will teach you the principles of operation and how to diagnose and repair faults on vehicles fitted with Delphi Common Rail fuel injection systems. You will carry out diagnostic procedures to OE approved standards using the correct methods and specialist tooling.

Content: Understanding of Delphi common rail fuel injection systems.
Safe and effective diagnostic strategies.
The principles of hydraulic and basic electrical testing.
Detailed fault diagnosis and repair procedures using sealed rail, false actuator and DS tools. Importance of cleanliness standards.

Day 2: Thursday May 12th 2016

Description: Diesel Diagnostics 2

Audience: Technicians looking for a greater knowledge of diesel Common Rail systems and hydraulic diagnostics using Delphi-authorized tooling.

Skill Level: Service or diagnostic technician.

Prerequisites: Completion of Diesel Diagnostics 1

Overview: As a leading OE manufacturer of advanced diesel fuel injection technology, we like to think we know a lot about it. This one day course builds on the Diesel Diagnostics 1 module, giving you an even greater understanding of diesel and electrical diagnostics. You will carry out diagnostic procedures to approved OE-level standards using the specified diagnostic methods, specialist tooling and diagnostic data.

Content: Safe and efficient diagnostic strategies for Euro 3, 4 and 5 systems. The principles of hydraulic and electrical testing. In-depth diagnosis of fuel system sensors and actuators using multi meter and oscilloscope. Importance of cleanliness standards. A detailed understanding of Delphi Common Rail fuel injection systems fault diagnosis and repair procedures using hydraulic test procedures and Delphi DS tools. Understanding the Delphi Direct Evolution system.

Enrolment Process

1. To confirm your attendance complete this form, return and finalise payment by **Friday the 15th of April**.
2. Forward all enrolments to the **Diesel Distributors Service Department** via the following details:

Fax 61 7 3345 5644
Email service@ddal.com.au

Please Note: One enrolment form per attendee.
 Admission on a first come first serve basis (limited numbers).

Course Details

Course	Delphi Diesel Diagnostics 1 and 2	Total Cost	\$660.00 inc GST
Date	Wednesday 11th - Thursday 12th May	Duration	2 days, 9:00am - 4:30pm

Location

Diesel and Turbo Wellington.
 61 Waione Street, Petone, Wellington.

Inclusions

Morning and afternoon tea.
 Lunch.

Enrolment Details

Company Name

Participant Name

Participant Mobile **Participant Email**

Payment Process - Customer Account

Payment can be made via your DDAL trading account when accompanied by a company order number (below).

Company Purchase Order Number

Payment Process - EFT Funds Transfer

If you would like to pay via EFT funds transfer or credit card please contact:

[Diesel Distributors Australia Pty Ltd](#) P: 61 7 3345 5633

Comments - Special Requirements

All accommodation and transfers are the responsibility of the attendee.



Not Just Quality. Delphi Quality.



Diesel Distributors Ltd in conjunction with Delphi Product and Service Solutions are pleased to invite you to attend decentralised Delphi Factory Training.

The event will be held in the lead up to the 2016 AADS convention in Wellington New Zealand. The training will include the latest repair technology and tooling and be administered by UK representatives from Delphi Product and Service Solutions.

Places are limited so if you are interested in attending please complete and return the attached enrolment form or contact the Diesel Distributors via the details below.

Regards,

Scott Dunning
 Diesel Distributors Ltd
 P: +64 (9) 265-0622
 E: scott@dieseld.co.nz



Not Just Quality. Delphi Quality.



Not Just Quality. Delphi Quality.



Delphi Diagnostic Training

Duration: 2 days 9.00am – 4.30pm

Dates: Wednesday 11th and Thursday 12th of May 2016

Location: Diesel and Turbo Wellington
61 Waione Street

Total Cost: \$770.00 per person inc GST

Inclusions: Lunch
Morning and afternoon tea

Day 1: Wednesday May 11th 2016

Description: Diesel Diagnostics 1

Audience: Technicians looking for a greater knowledge of diesel Common Rail systems and hydraulic diagnostics using Delphi-authorized tooling.

Skill Level: Service or diagnostic technician.

Prerequisites: N/A

Overview: With the continued growth in the diesel Common Rail parc, you'll want to know everything there is to know about this technology. After all, these highly sophisticated vehicles will all require expert diagnostics and servicing by garages equipped with the right tools and knowledge. Our one day diesel diagnostics module will teach you the principles of operation and how to diagnose and repair faults on vehicles fitted with Delphi Common Rail fuel injection systems. You will carry out diagnostic procedures to OE approved standards using the correct methods and specialist tooling.

Content: Understanding of Delphi common rail fuel injection systems.
Safe and effective diagnostic strategies.
The principles of hydraulic and basic electrical testing.
Detailed fault diagnosis and repair procedures using sealed rail, false actuator and DS tools. Importance of cleanliness standards.

Day 2: Thursday May 12th 2016

Description: Diesel Diagnostics 2

Audience: Technicians looking for a greater knowledge of diesel Common Rail systems and hydraulic diagnostics using Delphi-authorized tooling.

Skill Level: Service or diagnostic technician.

Prerequisites: Completion of Diesel Diagnostics 1

Overview: As a leading OE manufacturer of advanced diesel fuel injection technology, we like to think we know a lot about it. This one day course builds on the Diesel Diagnostics 1 module, giving you an even greater understanding of diesel and electrical diagnostics. You will carry out diagnostic procedures to approved OE-level standards using the specified diagnostic methods, specialist tooling and diagnostic data.

Content: Safe and efficient diagnostic strategies for Euro 3, 4 and 5 systems. The principles of hydraulic and electrical testing. In-depth diagnosis of fuel system sensors and actuators using multi meter and oscilloscope. Importance of cleanliness standards. A detailed understanding of Delphi Common Rail fuel injection systems fault diagnosis and repair procedures using hydraulic test procedures and Delphi DS tools. Understanding the Delphi Direct Evolution system.

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2. Forward all enrolments to the **Diesel Distributors Ltd** via the following details:

Fax 64 9 273 3360
Email scott@dieseld.co.nz

Please Note: One enrolment form per attendee.
 Admission on a first come first serve basis (limited numbers).

Course Details

Course	Delphi Diesel Diagnostics 1 and 2	Total Cost	\$770.00 inc GST
Date	Wednesday 11th - Thursday 12th May	Duration	2 days, 9:00am - 4:30pm

Location

Diesel and Turbo Wellington.
 61 Waione Street, Petone, Wellington.

Inclusions

Morning and afternoon tea.
 Lunch.

Enrolment Details

Company Name

Participant Name

Participant Mobile

Participant Email

Payment Process - Customer Account

Payment can be made via your DDL trading account when accompanied by a company order number (below).

Company Purchase Order Number :

Payment Process - EFT Funds Transfer

If you would like to pay via EFT funds transfer or credit card please contact:

[Diesel Distributors Ltd](#) P: 64 9 265 0622

Comments - Special Requirements

All accommodation and transfers are the responsibility of the attendee.

HOTROD Hobby!



AADS Greg Hall, based in Inverell NSW, is a semi-retired mechanic and needs to keep himself busy. This is his second Hotrod which took 12 months to source and put together, however he prefers driving this one to his other V8!



DENSO

There are more 4WDs fitted with DENSO common rail systems in Australia - find out why they're so trusted

Few can argue with the benefits that common rail diesel fuel systems offer - they allow your engine to output more power and torque while improving fuel economy. At the same time they operate at very high pressures, meaning they require very precise calibration and testing to ensure reliability and effectiveness.

In 1995 DENSO launched the world's very first diesel common rail injection system for trucks. The very next year,

they began supplying the same technology to passenger vehicle manufacturers. Since then, DENSO has been actively involved in developing advanced diesel engine technologies and today their diesel fuel injectors lead the industry in fuel pressure, precision and timing.

Because of their reputation, DENSO fuel injection systems are fitted to many of today's popular vehicles; ranging from passenger and light commercial, 4WD to heavy duty trucks

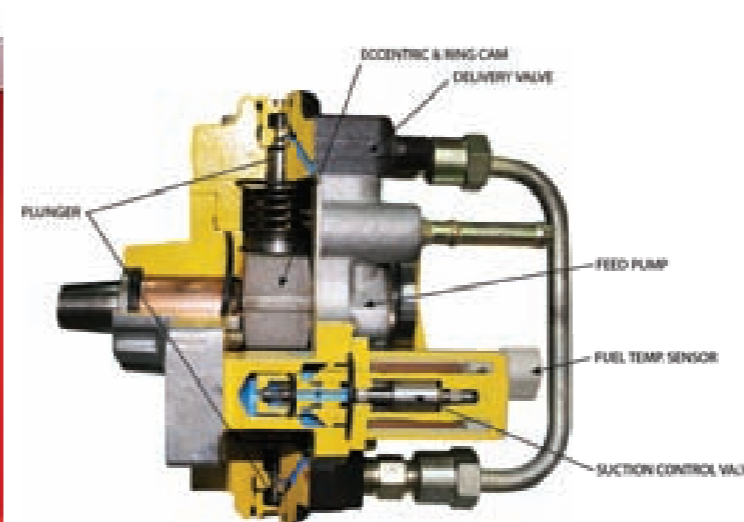
WHY YOU NEED IT

- A leader in diesel common rail systems
- Trusted by manufacturers worldwide
- Used in most 4WDs in Australia

and off-highway applications, including:

- Toyota HiLux, LandCruiser, Prado, Fortuner and RAV4
- Nissan D40 Navara and R51 Pathfinder
- Mitsubishi Triton, Pajero and Challenger
- Holden RG Colorado and Colorado 7

• Isuzu Ute D-MAX and MU-X
As a result, DENSO are one of the biggest suppliers of advanced automotive systems and components for major vehicle manufacturers around the world and unsurpassed in the development of diesel common rail technology.



DENSO SERVICE DEALER NETWORK

These certified repairers offer the only authorised test solution. They are factory trained and fully equipped with the latest tools to diagnose and repair diesel vehicles; including the full servicing of diesel fuel pumps. As you might imagine, the repair process for these high-tech injectors has to be stringently controlled. Genuine parts are used to ensure vehicle integrity and longevity, and certified repairers must carry out and conform to stringent worldwide emission tests. Additionally, DENSO reman injectors are calibration coded to ensure optimum engine performance is achieved after the repair event.

So, before your next diesel service ask:

1. Is your fuel injection system repaired with genuine DENSO parts?
2. Is your injector calibration coded?
3. Will it be installed by a DENSO certified repairer?

At DENSO, there is no room for compromise when it comes to the quality of their products; their experience and knowledge makes these reman injectors a cut above the rest.

DENSO REMANUFACTURED INJECTORS

At some point, due to fuel contamination or blockage, these diesel injectors will need to be replaced. This can be a very expensive exercise and can often result in the need to change the fuel pump, common rail and fuel lines. Previously all of these items had to be replaced with new components resulting in expensive repair bills. Now there is a more viable and affordable repair option and in response to the rapid growth of diesel powered vehicles in our local market, DENSO Australia offer customers remanufactured fuel injectors. These injectors are sold exclusively through their extensive dealer network.



DENSO remanufactured injectors are calibration coded to ensure optimum engine performance is achieved

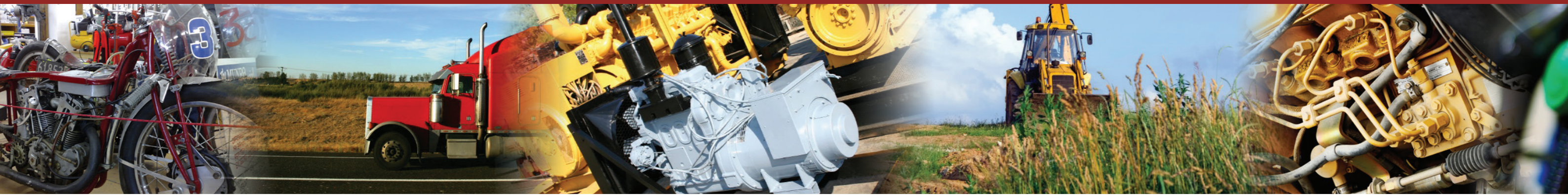


DENSO certified repairers are factory trained and fully equipped with the latest tools to diagnose and repair vehicles

DENSO

DENSO Diesel service dealers can be found all around the country so you'll be sure to find one near you. For an extensive list visit www.densoautoparts.com.au

Branch Updates



Ross Worgan NSW



Greetings to you all. Hope this finds you all busy and well!

Sadly, Alistair Weller passed away late last year. When I first became involved in the AADS Alistair was the Chairman of the NSW Branch, and as the new kids on the block he always made us feel very welcome. He was

always approachable and very forthcoming with help and advice, whether it be technical or in particular if it related to old cars. Alistair always had an opinion on whatever was being discussed and was a lot of fun to be around. The Diesel Industry has lost a very knowledgeable man of great character. Our thoughts are with Marie and family.

A big thank you must go to Colin Naveau from Canobolas Diesel in Orange for organising the training, which was held in October last year. Peter from AECS in New Zealand conducted their Automotive Electronic Diagnostics course. Enough people to make two full classes attended the two, 2 day courses and I am sure everyone went home extremely keen to tackle their electronic diagnostic problems more confidently.

There will be more training in early April – Tuesday and Wednesday 5-6th and then a second course on Thursday and Friday 7-8th April in Orange. This training is delivered by AECS of New Zealand in conjunction with Canobolas Diesel, and is concentrating on common rail systems and diagnostics.

Our last meeting for NSW was held at Orange directly after the training. Discussion included the training just completed, and a thought provoking presentation from Mr Stephen Jones from AustBrokers.

After lunch we proceeded to the D'Aquino Group warehouse for a tour of this amazing facility where they import and distribute alcohol products from around the world. Back on the bus for a trip through the countryside to De Salis wines on the northern slopes of Mt Canobolas. After the other guests had gone we got a closeup look through the back shed at their bottling equipment and other stuff that was very interesting.

Dinner was later at Highland Heritage Estate east of Orange. Grab a drink and head of to the hangar to look over the helicopters and a couple of Rex's cars before returning for a wonderful dinner of local and seasonal produce and some local reds (sounds like a promotion!!)

All up a wonderful weekend and special thanks to Colin Naveau and staff at Canobolas Diesel for all there planning and organisation.

See you all in Wellington. Looks like it will be an awesome convention.

Marty Kemp NZ



The New Zealand branch conference was held in Tauranga last year at the Trinity Wharf Hotel. A fantastic location in an awesome City, the people of Tauranga were great hosts. Its no wonder so many Aucklanders are choosing to move to the Bay of Plenty. Thanks go to Peter & Helen

Hughes of Tauranga Diesel for their assistance with the event. The attendance numbers were again up on the previous year which is a real positive sign for the industry and our association. It is great to see so many people passionate about what they do in their business's. We were very lucky to have Rob Stafford from Honeywell Turbo

Technologies join us from Australia, Robs presentation was most enlightening. To hear that 85% of vehicles produced at GM now have turbochargers fitted and they anticipate it to be 100% before too long, bodes well for the future of the turbo industry.

We were also joined by Edward Hardiyanto and Gareth Rowell from Denso Australia, we certainly appreciate them taking time out of their busy schedule to spend some time with us.

MITO also took the opportunity to send two of their key staff from Wellington to update us on developments with the apprenticeship system. Its fair to say that their world, their jargon and their processes can be mystifying to say the least to the rest of us. But Chris & Mike gave it to us in our language and seized the opportunity to canvas and discuss our industries requirements with as many members as possible. Work continues on the Diesel Fuel Technology (new name) qualification with the qual now lodged with NZQA, soon the real nuts & bolts work begins where we sit down and put together the content of the individual unit standards.

Saturday evening was a real treat. The function was held in the classic flyers aviation museum that housed dozens of classic restored commercial and military planes. We heard all about the museum from the curator and were then free to climb in, out and over all the exhibits. Sean Randall then ran an entertaining and fun quiz night with some fantastic prizes given away. I had members calling me for days afterwards to say how great a night it was. A special award was presented to Wayne Dunning in recognition of 40 years of service to the diesel industry as he departed NZ to take up a new challenge in a different industry in Australia. Wayne's contribution has been immense over the years and we wish him well in his new venture.

Thanks also go to the other presenters and suppliers for their involvement and sponsorship, Diesel Distributors, Robert Bosch, AECS, Ventura Diesel, Simms Diesel, Petroject, Alltech Diesel & Turbo, MTA, MITO and Truck & Driver Magazine.

Looking forward to the National AADs conference in Wellington in May, I urge all New Zealand members to get along and mingle with your Australian counterparts, share stories, learn some tricks and tips and make some great contacts and friends that my help you in the future. After all, the primary benefit of being a AADS member is your networking opportunities and how often do they come to NZ?

Amy Morris of Diesel Distributors will unfortunately be vacating her position as NZ branch Treasurer, effective immediately as she takes up a career in another industry. We thank Amy for her contribution and wish her well in the future. This leaves the position open for anyone who would like to join the NZ committee so I look forward to being swamped with applicants.

I will also be resigning my position as chairman at the end of the current term later this year to concentrate on the Diesel Services NZ business and other family activities. So we are on the hunt for a new NZ chairman. If this is a role you would like to take on, please give me a call to find out more. Dave Dunlop, I'm calling you out!

Look forward to seeing you all in Wellington