

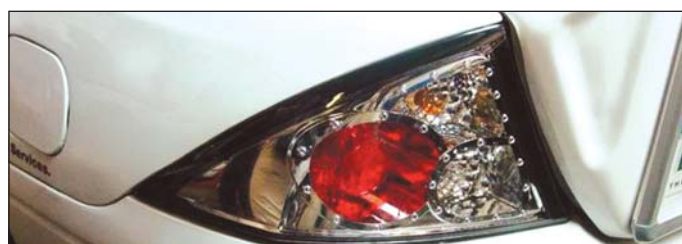
SSS connect

The Official Newsletter of SSS Auto Parts Group.

SSS introduces Eclipse Tail Lights

It's all about quality and style!

SSS Auto Parts in conjunction with TYC launched it's new AU Flacon Solar (Chrome) and Lunar (Black Chrome) Eclipse tail light 98-02 this month. The market feedback has been better than expected; with a 3 minute installation change over it can only mean that we have a hot product on our hands. We have already had a great deal of interest even before the stocks arrive at the end of April.



We sent the lights to two of our customers for product evaluation, Mr Ford Wrecking in Greenacre, and Triology Smash Repairs in Alexandria in NSW.

And the verdict was:

Mr Ford Wrecking *"The fitting of the AU Eclipse Tail Light is great, it does not take much time to fit and the product finish is smooth."*

Triology Smash Repairs *"...it only took about 3 minutes to fit the light..."*

These are the new products from TYC which are ADR approved recently by Australian Government, Department of Transport and Regional Services.

Part Number	Description
ILS8000NAA	Holden Astra Tail Light Altezza TS (Chrome base)
ILS8000NAB	Holden Astra Tail Light Altezza TS (Black base)
TSD4500NAL/NAR	Toyota Camry Head Light DV 20 97-00
MP48000NEL/NER	Mazda Ute Bravo Tail Light 99-02
TA44500NEL/NER	Toyota AE10 Head Light (E & L)
HCA4500NEL/NER	Honda Civic Head Light H/B 91-95
HCC4500NEL/NER	Honda Civic Head Light H/B 95-99
HA64500NEL/ER	Honda Accord Head Light 93-95
MB64500NLL/LR	Mazda 323 Head Light BG 91-96
MB82000NEL/NER	Mazda Protege Corner Light 96-98
MB78000NL/NR	Mazda Protege Tail Light 94-96
MP44500NEL/NER	Mazda Bravo Head Light 99-02
IMF4500NL/NR	Holden Barina Head Light 89-91
TA52000NL/NR	Toyota AE112 Corner Light 98-99
FKF2000NEL/NER	Ford Laser Corner Light Amber KF-KH
FMO4500NEL/NER	Ford Mondeo Head Light HA-HB
DN54500NZN/NZR	Nissan N14 Head Light 91-95
B332000NTL	BMW Coupe E36 Corner Light (White) 91-98
B332000NTR	BMW Coupe E36 Corner Light (White) 91-99
B332000NUL	BMW Coupe E36 Corner Light (Amber) 91-98
B332000NUR	BMW Coupe E36 Corner Light (Amber) 91-99

ADR For all your lighting needs, please talk to a member of our friendly sales team.

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From strength to strength, that's commitment



Perfect Fit was introduced last February and the result has been outstanding. Consequently, we want to make sure that we keep improving and providing our customers with the best products and service possible.

Our first initiative was to create a logo that totally reflected how we felt about this exiting new range, a logo that reflected Quality and Price and we believe we have achieved this, but like always you, our customers will be the judge.

Our next commitment to is ensure that we keep introducing popular models to the Perfect Fit range, and this month our focus is on the Toyota Rav 4 and the Mazda 323

Toyota Rav 4, the vehicle that pioneered the purpose-built sport utility, and which celebrated its tenth anniversary this year, and already over 1.6 million have been produced since 1994 and more than 70,000 have been sold in Australia.

Mazda's commitment to the 323 has been reflected by the volume achieved to date. Malcolm Gough, managing director of Mazda Australia said "With 17,331 sales to



the end of October 2003 (up 34.5% YTD), the 323 range has been our strongest performer this year and has played a leading role in making 2003 our best year ever".

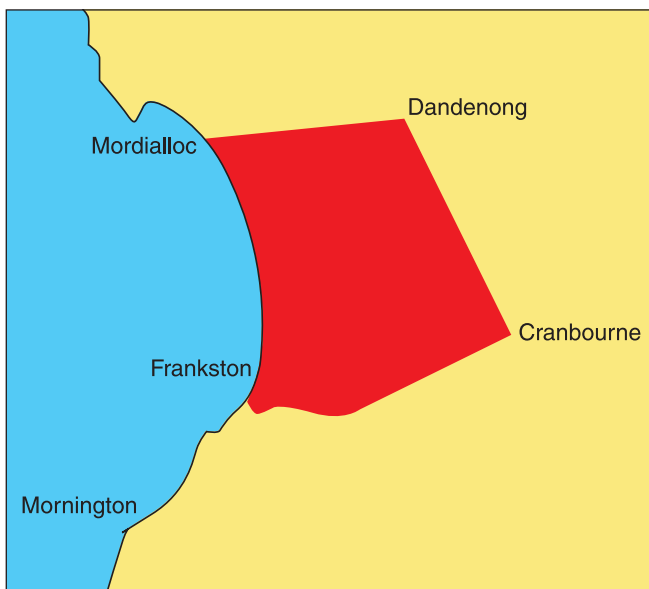
Be on the look out for the Perfect Fit insert in every issue or contact your local branch sales team to find out more.

Your feedback

We would like to thank all of our customers for the warm reception received from our first issue of SSS Connect. The positive feedback received will allow us to develop a more comprehensive and informative newsletter. Your feedback is important to us, please email any comments to marketing@sssauto.com.au

SSS Auto Parts update

SSS Melbourne expands its delivery coverage. We now deliver to Frankston and Cranbourne



With a fleet of 8 vehicles, SSS Auto Parts Melbourne now extends its service to South East Suburbs as far as Frankston and Cranbourne. We are now providing morning and afternoon delivery to Lilydale. So, if you are located in the East and South East suburbs, within 45 km from Melbourne, we can now deliver parts to you twice a day. Our delivery services covers:

- South East Suburbs – **twice a day**
- Northern Suburbs – **twice a day**
- Western Suburbs as far as Deer Park – **twice a day**
- South Western Suburbs – **twice a day**
- Geelong – **once a day**

Success is a balance between health and mind



Bill and Peter Giakoumis migrated to Australia from Greece in 1970, and by 1984 started "Jap World Spares". In 1996, Bill's son

Nick joined the business. The family believes that the only way to teach is to lead by example and there is no exception to family members. They also endorse the view that you must remain focused and capitalize on your own strengths. Bill and Peter's belief in each other has helped grow the business. They have a clear understanding on how the company should run and each focus on their own strength to guide the company forward. As Peter said, "We work together very well. My focus is internal and Billy is external, we do what we do best....leveraging on each other's strength...which is good for business, especially when the market changes so rapidly."

Although the Giakoumis family works hard, they also believe that a well-balanced lifestyle is the key to success, and according to Bill, "Sport is half of your life, knowledge and sport go together and the Greek believe that your mind and health go together, to have a healthy body your mind must be full of positive energy."

In the 80's most of the auto parts companies were mainly second hand parts wrecking yards. However, over the last 20 years there has been a lot of changes, the second hand parts market has slowly diminished, whilst the aftermarket parts has grown. Consumers can now buy new parts at very attractive prices, and shortage of parts is no longer an issue since the aftermarket parts have become an alternative source. As Bill said, "We now



have to stay focused and concentrate our strength on our core competencies."

Success is a balance between customers and good reliable suppliers. As

Bill said, "SSS Auto Parts has been our major supplier since 1995; they too have grown from a secondhand auto parts to a one-stop-shop supplier of second hand, aftermarket and genuine parts."

In business we have to strive for a win/win situation, sometime I make slightly less and sometimes I make more profit...but I do not mind because I believe in long term relationships. If they can supply me good quality parts and services at a good price I am happy. For me good quality is important because time is critical to my customers. They are not going to spend a long time fixing a bad quality part and return it due to poor fitting. At the end it is costly and time consuming for everyone."

SSS Auto Parts believes in lifelong learning

SSS Auto Parts believes that there is nothing more powerful than skills and knowledge, so ensuring that our employees have the opportunity to fulfill their potential, we encourage them to undertake courses offered by the National Workplace Training (NWT).

All courses offered by NWT are part of the Australian Qualifications Framework and as such are nationally recognised qualifications. This means that the courses are recognised by other educational institutions such as TAFEs and universities in all states and territories. Trainees completing an NWT qualification enhance their promotion and employment prospects, find increased job satisfaction and gain a foothold on the ladder of lifelong learning.

SSS Auto Parts would like to congratulate its latest 2 employees who have completed the NWT Certificate 3.

Employee Profile:



- 1. Anthony Kiernan**
Position: Storeperson (Victoria)
Awarded Certificate 3



- 2. Shane Metcalf**
Position: Despatch Supervisor (Victoria)
Awarded Certificate 3 and continuing to Certificate 4

Trainer Tony Heathcote

What's up

NRMA insurance awarded 13 preferred smash repairers in NSW and ACT for their dedication to quality workmanship, innovation and outstanding customer service.

From a field of 427 Preferred Smash Repairers in NSW and ACT, the Repairer of the Year is:

- MERV NEWBY SMASH REPAIRS

The Most outstanding Smash repairs in regional centres are:

- LANGANS SMASH REPAIRS
- NOVOCASTRIAN SMASH REPAIRS
- HATTENFELS SMASH REPAIR CENTRE
- GOULBURN SMASH REPAIR CENTRE
- THOMPSON AND ROBINSON SMASH REPAIRS

NRMA Insurance has formed a Preferred Smash Repairer Advisory Group. The Smash Repairers that constitute the PSR Advisory Group are:

- Frank D'Agostino - Cabramatta Motor Body Repairs
- David De Vin - Lingane Auto Body Repairs
- Geoff Barrett - Bars Smash Repairs
- Greg Henson - Callaghan Collision Centre
- John Morris - Taminda Smash Repairs
- Steve Popovic - Mt Druitt Auto Body Repairs Pty Ltd
- Bill Hamill - W and M Hamill Panel & Paint Repairs

If you have any questions or issues, please do not hesitate to contact any of the PSR Advisory members for discussion.

Upcoming events

Adelaide Motor Show

Dates: 31st March - 4th April 2004

Auto Salon Show - Melbourne

Dates: 3rd - 4th April 2004

Auto Salon Show - Sydney

Dates: 1st - 2nd May 2004

British Motor Show

Dates: 25th May - 6th June 2004

Frankfurt International Motor Show

Dates: 14th - 19th September 2004

Asia Auto Parts and Repair Expo 2004

Dates: 29th September - 2nd October 2004

Sydney Motor Show

Dates: 13th - 26th October 2004

Helsinki Motor Show

Dates: 26th - 28th November 2004

New parts just arrived!



IRA - Holden Rodeo RA 01/03 - ON



Ford Falcon
Bar Grille Front 02-0N
FBA1560NAB



Toyota
Bar Assembly Rear (Chrome)
2WD HILUX 97-01
TN51535NAC

Are also Suitable for the following models:

NTS1535NAC Mitsubishi TRITON 96-0N
TN31535NAC Toyota Hilux 2WD 88-91
TN41535NAC Toyota Hilux 2WD 91-97
TNA1535NAC Toyota Hilux 4WD 88-91
TNB1535NAC Toyota Hilux 4WD 91-97
TNC1535NAC Toyota Hilux 4WD 97-01



Ford Falcon AU 07/98-0N
Door Mirror can also be used for
Ford Falcon BA Mirror
FEU5000NTL/R

Call us 1300 721 678