



The new distribution facility at Park West.

J&S Automotive Distributors -

leaders in quality autoparts and innovative customer service

J&S Automotive Distributors, the quality part distribution company has built its reputation on its ability to predict, as well as respond to, the needs of its customers through more than three decades of unprecedented growth and change in the Irish motor industry. To mark their move to a state-of-the-art distribution hub in Park West, the J&S team share the success secrets of a company that has displayed a consistent commitment to innovative customer service while leading the way in the delivery of top quality autoparts and ground-breaking technologies in the aftermarket.

The cornerstone of the company's growth has been a focus on the delivery of top quality products at competitive prices. As Nadine Rapp, Marketing and Design Manager with J&S explains: "In a difficult economic environment, we are the first choice for real value in quality brand-name products backed up by an exceptionally high standard of customer service."

The range of products which J&S Automotive Distributors supply is extensive, with leading names in all categories including Filtration, Braking, Clutch, Engine Management, AirCon regassing products,

C.V. Joints and Steering & Suspension. (See Brand Portfolio.)

The company stocks probably the most comprehensive range of Japanese replacement parts in Ireland and nowadays complements that range by offering a wide range of European replacement parts such as SNR Timing Belt Kits, SNR Wheel Bearing Kits and the number one O.E. (original equipment) shock absorbers KYB. Year-to-year growth in sales of all its brands has been consistently on the rise, according to Nadine. The company's consistent sales performance is driven by a young, well-motivated sales

team. On busy days the team deals with 800 plus calls. J&S ensure, through targeted recruitment and on-the-job training, that all sales staff are armed with a depth of product knowledge and a nuanced understanding of the marketplace.

The company prioritises delivery of the highest standards of service to the customer and, to assist in this continuous quest for increased efficiency for customers, have invested heavily in information technology systems. J&S are working closely with TecDoc and are the distributor for TecDoc information systems in Ireland.

A major step in J&S's continuously evolving customer service strategy was taken with the opening of its conveniently located distribution premises at Park West, accessible using the N7 Naas Rd or the M50 Motorway. The ultra-modern design of this hi-tech facility enables the business to operate even more efficiently and assists in streamlining existing processes to benefit customers with faster, more efficient service. An ergonomically designed docking bay facilitates the handling of a greater diversity of container loads, especially from the Far East, and allows J&S pursue opportunities to bring in more and bigger containers with a view to further increasing stock availability for our customers.

The implementation of a sophisticated, bar-code operated system, which minimises human error in the selection and packaging processes, has been recently completed. Other ongoing barcode projects are in place dealing with processes such as the handling of goods-inwards, packing away and picking.



Nadine Rapp, Marketing and Design Manager



Paul Flynn, Purchasing Manager



**Parts identification
by German engineering ...**

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TecDoc – the leading spare parts catalogue.

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- 2,300,000 part numbers
- over 1,000,000 illustrations
- reduction of return rates



For purchases contact:

<p>TecDoc Informations System Ltd. Shaun Greasley Tel: +44 (0)7739 407580 Tel: +44 (0)1829 752888 shaun.greasley@tecdoc.net</p>	<p>TecDoc Informations System Ltd. support Jason Meade Tel: +44 (0)1621 843858 jason.meade@tecdoc.net</p>
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www.tecdoc.ie

J&S: A tradition of innovation

Milestones in the development of a company that doesn't wait for change but leads it:

1977

Launches as a motor factor, based in Portobello, operating with two staffs, Joe Gaynor doing deliveries and Stan Pearce at the trade counter.

1981

Opens a second premises in Dun Laoghaire.

1983

Moves from Portobello to North Strand; the demand for Japanese Products in Ireland encourages J&S to start its journey to become the leading supplier of Japanese parts for the Aftermarket.

1986

Initiates long-term partnerships with market-leading suppliers.

1988

Establishes direct link with Japanese manufacturer; the first product to be imported was the Mazda 323 Hand Brake Cable.

1990

Guarantees part supply for Irish customers when IVI (Irish Vehicle Imports) introduced Japanese vehicles to Ireland; J&S makes its first appearance on the Gay Byrne Radio Show.

1998

Opens purpose-built, 5,000 sq.ft. storage and distribution facility in Clondalkin Industrial Estate, strategically separating the wholesale operation from the rest of the business.

2004

Leases next door unit to expand warehouse capacity.

2007

Expands brand portfolio to include Meat & Doria, Interparts, Corteco, Interdynamics and more.

2008

Opens 22,000 sq.ft., state of the art distribution hub in Park West; further expansion of the product portfolio (now containing more than 12 leading brands) with ranges from NTN-SNR and KYB.

Nobody knows Japanese & Korean parts quite like us!



The full range of Blue Print parts for Japanese, Korean and American vehicles is available from J&S Automotive

Call 01 629 7999
for details

www.blueprint-adl.com

The company synchronised a corporate re-structuring programme with the move to their new distribution hub, launching their commercial business as a separate division, J&S Commercial (operating from Besser Drive, Clondalkin Ind. Est., Dublin, handling undercarriage for Hino, Hitachi and Isuzu models); and re-branding, by changing the parent company name (from J&S Autoparts) and introducing new corporate colours in red and grey. With a hi-tech distribution hub, a young, knowledgeable and enthusiastic team and a unique stable of major brands, J&S Automotive Distributors look to the future with confidence. Nadine comments: "We are constantly monitoring global markets to source new, enhanced products that will allow us to fulfil local demand here in Ireland. Our customers's requirements are our priority and they guide us in the selection of our suppliers worldwide.

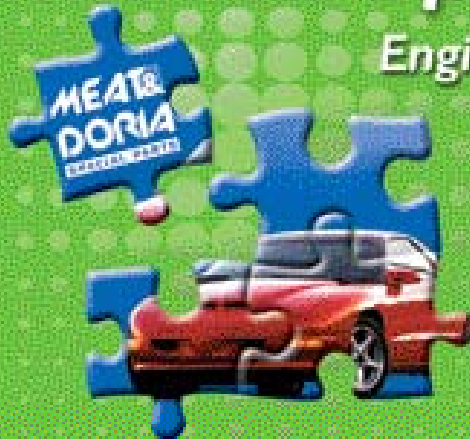
"But at J&S Automotive Distributors, we are not simply about providing top brands and durable, high quality products at value-driven prices. Ultimately, our business is about supplying solutions to our customers; solutions tailored to their specific needs; solutions that help them strengthen and grow their businesses. That has been the key to our development in the past and will continue to be the basis of our success in the future."



The Customer Sales and Support team (l-r): Aaron Gibney, Ken Connor, Gary Flynn and Daniel O'Connell

Contact **J&S Automotive Distributors** at:
Unit 17, Park West Road, Park West, Dublin 12, Ireland
t 01-629 7999 f 01-620 5664 e sales@jsautomotive.ie

Automotive Special Parts



Engine Management Solutions
Original Equipment
for the Aftermarket

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Oxygen Sensors / Air Mass Meters / Crankshaft Sensors
Camshaft Sensors / EGR Valves



Meat&Doria Products
are distributed in Ireland
by:



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t 01-629 7999, f 01-620 5664, e sales@jsautomotive.ie

Portfolio of leading brands

Blue Print for success

Blue Print is the UK and Ireland's leading brand of quality replacement parts for Japanese, Korean and American cars and light commercial vehicles, including Japanese "grey" imports.

The company behind Blue Print is Automotive Distributors Ltd (ADL). ADL was established in 1983, starting life as a part of Mazda Cars Ltd and specialising in parts for Japanese vehicles. The company became independently owned in 1988 after a successful management buyout and many of the management team who staged that buyout are still running the company today. ADL has grown over the last 20 years to become a totally independent, multi million pound international business and now has over 180 employees across the group, with a branch in Portugal and subsidiaries in both Italy and Spain. The year-on-year growth of the Blue Print brand has placed ADL at the forefront of supplying automotive parts for the European aftermarket – ADL is currently the largest single importer and distributor of multiple parts ranges for Japanese and Korean vehicles in the UK and Ireland. In 1994 ADL launched the Blue Print brand of parts for Japanese cars. Since 1980, the number of Japanese and Korean vehicle types available in Europe has risen dramatically, with what started as a niche market now accounting for nearly 20 per cent of the entire vehicle parc. ADL capitalised on this growing opportunity by offering the highest standards of product quality, research accuracy, extensive product range and consistently high availability. The company's commitment to the quality pedigree of Blue Print was encapsulated in the brand's strapline – "Right First Time!" Parts for Korean vehicles and Japanese "grey" imports were soon added to the range, and today Blue Print is the most comprehensive range of parts available for Asian vehicles. In July 2008 the range was extended to include parts for European specification American vehicles (and some popular imports), providing a viable alternative to the main dealer for another niche sector. As well as mainstream products such as filters, braking, clutch and steering and suspension, the Blue Print range also contains a growing number of engine management components and other parts traditionally only available from the main dealer. The Blue Print range now consists of over 20,000 part numbers in over 100 product groups. ADL keeps Blue Print ahead of the competition through their strong commitment to new product development, with around 100 new part numbers added to the Blue Print range every month, based on market research and customer feedback. The Blue Print online catalogue, Blue Print LIVE! is often described as the best in the industry. It gives up- to-the-minute detail on the entire Blue Print range, 24 hours a day, seven days a week and includes technical bulletins, product images and cross reference facility. Blue Print LIVE! is available to all wholesalers and independent garage repairers which supply and fit Blue Print parts. To get access to Blue Print LIVE! simply visit the Blue Print



website – www.blueprint-adl.com – and click on the "Register for Blue Print LIVE!" button. J&S Automotive Distributors have a very close relationship to ADL and are the Irish distributor for BluePrint parts.

Interdynamics combine quality and cost effectiveness

Interdynamics Europe are dedicated to the task of providing high quality, low cost, practical solutions to the checking, diagnosis, maintenance, and charging and regassing of automotive air conditioning systems for trade and for the end-user. Our products contain a patented R134a refrigerant technology designed to enhance the performance of AirCon systems and was developed for the United States Air Force Research Laboratory and NASA to provide more efficient cooling.

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- agricultural vehicles
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Interparts - global player

Interparts is a major global manufacturer of complete drive axles and component parts. The company is an international corporation, with an administrative, R&D and distribution center in New York, sales office in Chicago, sales and distribution centers in the United Kingdom and has 4 manufacturing plants with R&D facilities, in China and 2 other affiliates supplying the automotive aftermarket. Interparts Industries was established in 1987 as a distributor and supplier of automotive aftermarket parts. Today, it is a global organisation manufacturing a broad spectrum of products to support the automotive and industrial markets. Products include front wheel drive axles and their components, hydraulic wheel cylinders, rubber molded parts, components parts and custom engineered parts for various industrial applications. It claims to have one of the largest libraries of quality aftermarket axles. All its manufacturing facilities operate under quality system certified ISO 9001:2000 or ISO/TS 16949:2002. Its product range includes drive shafts, and C.V. joints and boots, stocking a wide range for Japanese, Korean, European and American models.



KYB - first in Europe and the world

KYB is the world's largest supplier of shock absorbers as original equipment to vehicle manufacturers. One in four of all cars leaving production lines worldwide are fitted with KYB as standard. Sixty million shock absorbers are manufactured in KYB factories worldwide every year. That's over one million shocks every week! World class technology, manufacturing and product quality, along with a fantastic aftermarket range, guarantee you an excellent shock absorber supplier. The product range, covering 97% of the European car parc, offers oil and gas shock absorbers, and a range of high pressure mono tubes - the best for more demanding driving. The full range of KYB Shocks and Coil Springs as well as Suspension Mounting Kits and Protection Kits are now available to the Irish market through J&S Automotive Distributors.



Meat & Doria - the No. 1 choice for engine management parts in Ireland

Meat & Doria is a well-known brand for engine management parts in the aftermarket. With over 60 years experience, Meat & Doria can ensure quality parts for today's demanding



Driveline Products



Drive Shafts



Inboard Joint



Outboard Joint



C.V. Boots



manufacturer of complete drive axles
and component parts

Interparts congratulates J&S Automotive Distributors and thanks them for their successful cooperation in the Irish market



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World Class Suspension

KYB - Original Equipment suppliers to the following makes of vehicles

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KYB shock absorbers and coil springs are now also distributed in
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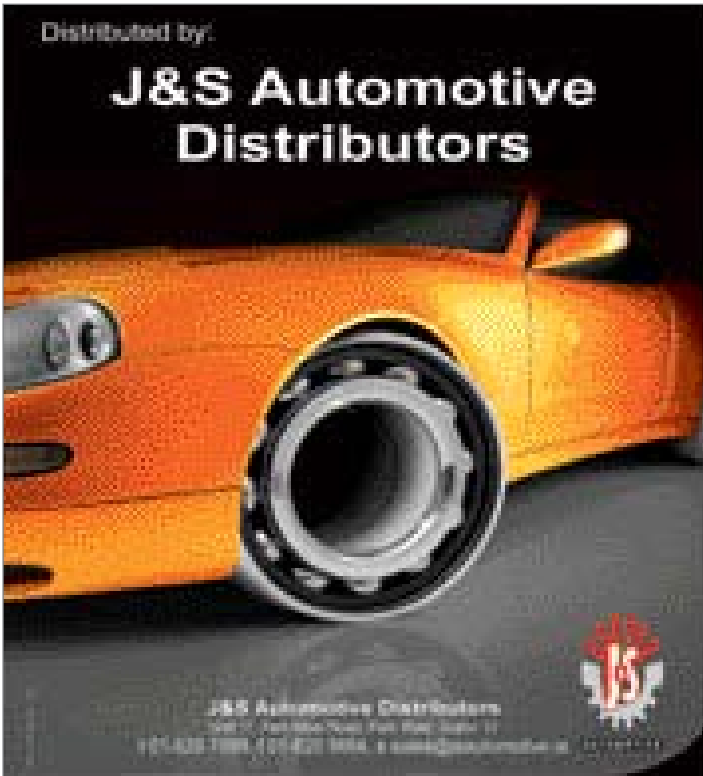


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SNR: The Brand for Wheel Bearings!

Our principles: innovation without compromise! Creator of the ASB system, SNR innovates on a daily basis creating bearings for your next car. With a large presence in OEM, SNR offers you the opportunity, to maximise replacement sales, with original products, ASB bearings and traditional bearings.

for further applications

TecDoc



vehicles. Carefully selected O.E. (original equipment) suppliers guarantee high performance parts and great quality at affordable prices. Meat & Doria is an Italian-based company founded in 1945. The company's product range and distribution network has expanded enormously over the years. Starting off as a distributor of electronic spare parts in its home market, the soon grew to become a major player across the continent of Europe. Nowadays, Meat & Doria is a leader in its field and offers a wide product range such as direct-fit oxygen sensors, ignition coils, air mass meters, throttle bodies, crankshaft and camshaft sensors etc. for Asian, American and European car models. This innovative company is constantly sourcing new O.E. products to fulfill customers' demand. In Ireland the entire Meat & Doria range is distributed by J&S Automotive Distributor to ensure that customer requirements can be satisfied immediately. Premium quality, competitive prices as well as the TecDoc presence, makes Meat & Doria the number one choice for engine management parts in Ireland.

NTN-SNR pioneers quality innovation in bearings sector

With more than a century of experience, SNR is a major world-wide bearings manufacturer. The first



bearings manufacturer to acquire the ISO 9001 certification, SNR is a pioneer of total quality.

Through its reputation for quality, its capacity to innovate and its expertise, SNR has become the choice of the largest automotive OEM manufacturers in the world and their preferred partner in the Aftermarket. It is recognised for its high quality products and its exclusive solutions, such as the ASB concept, "Active Sensor Bearing". SNR attaches specific importance to the Aftermarket and distribution networks. During the early 1990s SNR created SNR Aftermarket. This entity, totally dedicated to the automotive Aftermarket, offers products suited to specific market needs while continuously expanding its product and service offer. Since April 2008, NTN has held 51% of the SNR shares. The acquisition of this holding marked the birth of a new group, which is today positioned as number 3 in the world bearing producers ranks. With NTN as market leader for wheel bearings and engine timing bearings in the Asian market, and SNR as European market leader for wheel bearing and suspension bearings/kits, the new group is able to respond quickly to the more and more varied demands of the European market. SNR Roulements is the specialist in ASB® wheel bearings, used by all of the European and Japanese manufacturers. Eight out of ten of the best-selling European vehicles are equipped with SNR bearings

Now available from J&S Automotive Distributors, the SNR-NTN product range includes wheel bearing kits, brake disc hub, brake disc kits, timing belt kits and repair kits/wheel suspensions.