

Hosted by: **COCHRANE AUTOMOTIVE**

12th Year

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**LINDERTECH WELCOMES UNI-SELECT
AS OUR NEW TRAINING PARTNER!**



**Bumper
to Bumper®**
CANADA'S PARTS PEOPLE

Auto Parts Plus®



Fall 2017 3-Day Lindertech Training Event

Thurs - Fri. Location: Cochrane Shop 73 Chauncey Ave. Toronto ON M8Z 2Z2

Saturday Location: Hilton Garden Inn 1870 Matheson Blvd. Mississauga ON L5W 0B3

Lindertech is recognized as an INDUSTRY LEADER in high quality current advanced automotive training. It's the "REAL WORLD" training technicians need to repair today's complex vehicles.

1 Day Thurs. October 12, 2017 8:00am - 4:30pm Cochrane Shop Class limit 24

Instructor: Bob Greenwood "New to Lindertech Training"

BUSINESS MANAGEMENT DEVELOPMENT COURSE for Shop Owners / Managers

THE WORLD IS CHANGING FAST...WILL YOU FIT IN?

This workshop will review today's business realities as it applies to building net profit for your business through understanding the right numbers to follow in the new aftermarket reality, and how the objectives of each measurement are achieved.



Please see complete course outline and biography on Bob Greenwood on page 2.

1 Day Friday October 13, 2017 8:00am to 4:30pm Cochrane Shop Class limit 24

Instructors: John Thornton and Scot Manna You must bring your Pico or Snap-On to class.

MASTERING YOUR LAB SCOPE - HANDS ON - Back By Popuar Demand!

This 8 hour class will allow the attendee to get better use of their **Snap-On or Pico Lab Scope**. Though there will be some classroom discussion, about 7 hours will be dedicated to acquiring patterns on the vehicle. Each attendee will be assigned to a vehicle and given a workbook with many scope pattern acquisition assignments. The assignments are tailored to the assigned vehicle. We will discuss: Scaling; Triggering; Recording; Saving Patterns; Supporting tools such as current probes, synch probes and transducers.

1 Day Saturday October 14, 2017 8:00 am to 4:30 pm Hilton Garden Inn No Class limit

AM - Instructor John Thornton - Air Fuel Sensor Operation and Testing

This class will focus on 4 wire air fuel sensor operation and practical scan tool and multimeter testing. Discussion topics will include the following: Denso 4 Wire Air Fuel Sensor construction and operation; Toyota 4 Wire Air Fuel Testing; Honda 4 Wire Air Fuel Sensor Testing; Subaru 4 Wire Air Fuel Sensor Testing; Case Studies.



PM - Instructor Scot Manna - Figuring out Fuel Trim

Fuel trim has been around a long time and most techs feel they have a good handle on this important data parameter, yet some manufacturer's have a unique way of displaying this data. In this class fuel trim will be explained and the basic concept detailed for diagnostics. More importantly, the different ways that some brands such as Hyundai and BMW display and explain their fuel trim data will be explored. Through both research and case studies the mystery behind how fuel trim works will be shown on actual vehicles. Several diagnostic problems will be analyzed and a better understanding of this important concept will be highlighted in this course.



1 Day Business Management Course with Bob Greenwood

For Shop Owners, Managers, Service Advisors

THE WORLD IS CHANGING FAST....WILL YOU FIT IN?

Course starts at 8:00 am - Please arrive by 7:30 am

Course Overview:

- Where our aftermarket sector is headed and why.
- Transitioning from the "preventative maintenance" mind set to the new "Service on Need" business model.
- Updated business benchmarks.
 - * What are the optimal hours per invoice and how to get there to increase shop profit?
- Product mix (brakes, tires, suspension, lubrication etc.)...what are the new guidelines required?
- Employer burden: Examining the true cost of hiring an employee in today's realities.
- Service Shop Site Efficiency: What is it and how is it calculated? How will it help me?
- Labour Profitability: Establishing the correct labour rate.
- Calculating the true net profit of 1 billed hour.
- Detailed Labour rate analysis. Measuring the labour rate to increase your shop's profit.
- How to calculate net income on the invoice/repair order **before** it is closed off.

Each student will receive a detailed course manual. The instructor is available after class for assistance.

Student Requirements:

1. Every student must bring a calculator
2. Bring the total number of invoices written for the previous year (excluding drive clean)
3. Bring your total labour dollar sales for the last full year...for maintenance and diagnostic if separated.
4. Bring your total parts dollar sales for the last full year, and if possible separate between dealer and aftermarket.
5. Last year's Financial Statement as prepared by your Accountant for your own personal use during the course.

Introduction to Bob Greenwood

Bob Greenwood AMAM (Accredited Master Automotive Manager) is President and C.E.O. of the Automotive Aftermarket E-Learning Centre Ltd. (AAEC). AAEC is a company focused on providing Business Management Resources and Development to the Independent Sector of the automotive aftermarket industry. Bob is one of 150 world-wide AMI (Automotive Management Institute) USA approved instructors. He has created for automotive shops, Business Management Development courses which are recognized as being the most comprehensive industry specific courses of their kind in North America.

Bob writes bi-monthly articles in Canada for CARS magazine addressing Shop Management issues and monthly articles in Jobber News. He also writes business articles for Auto & Truck Atlantic magazine, USA HDA Truck Pride and Motor Age Magazine in the USA. Bob is the only Canadian Business Management Consultant to be presented the very prestigious Northwood University Automotive Aftermarket Management Education Award for 2003.

In 2012 Bob was one of 37 Canadians out of the 800,000 people within the Canadian automotive industry honoured by the Governor General of Canada and awarded the prestigious Queen Elizabeth II Diamond Jubilee Medal.

Bob offers personal business coaching and on-going business development focusing on building NET income. He brings a very unique insight from his personal experiences working with the retail Service Providers, the Wholesale Jobber sector, the Warehouse Distribution sector and Manufacturers within the aftermarket industry.

