

## **Modern Diagnostics**

AECS has been supplying NZ (and Australian) workshops with automotive test Equipment, Training and Technical support for the past 11 years.

One of the core product lines we supply is the Launch scan tool range. We have chosen the Launch scanners as most other scan tools can only do some sections on some cars. Many equipment suppliers state that you always need a number of different tools to cover all the vehicles you work on, as not one scan tool is complete.

We from AECS dispute that and believe (with our diagnostic background) that the Launch does cover all the cars you work on with maybe one or two exceptions.

We have recently been to the Launch factory in China and have seen its vast industrial complex with factories and research centres. In our view is this unparalleled anywhere in the world, not one of the equipment manufacturers we have visited is this large.

Additional to that, when we were at the factory, Launch not only makes their own tools on the production line but also builds for example instrument clusters for a European car brand. They do various projects like this from time to time to maximise return on their automated specialised factory production lines.

## **Simplicity of size**

The size of the Launch Company makes their scan tools really affordable, the company would not have been this large if they did not sell huge numbers of their tools worldwide. They would not have been this huge if the tool was not the best on the market. To maintain market share they need to reinvest in the tools. Due to the company's size they have the resources to keep investing (R&D) more than sufficiently in their tools, the advances I have seen in the past few years are phenomenal.

For AECS it is a matter of keeping up with the new developments and make sure that you, the customer is kept provided with this new technology and keeping you informed of how to use the equipment efficiently.

## **AECS Staff**

The demand for our training and equipment has increased dramatically in the last few years, this has put a lot of pressure on our company. Late last year we decided to employ two highly skilled persons. One who will assist us in the technical support and development of new techniques. He has worked for the past seven years in the UK for the Williams F1 team as a sensor technician. I am sure that you as an AECS customer will run into him every so now and then, his name is Paul.

Paul adds to the role Peter has within AECS. Peter is a university graduate (BE Hons) in electronics. Peter is involved with the numerous R&D projects we have underway at present.

## **New training module**

One of the assisting roles Peter has had is in the development of a new training seminar. The launch of this seminar is for the YES association this coming February, and will be rolled out later in the year throughout the country. The training seminar is dealing with some beautiful technical problems we encountered on late model vehicles. It explains how to spot these problems with ease through the information your equipment is giving you. An example is how on a drive by wire vehicle the throttle control motor response is slow due to noise induced on its position sensor. The problem lay in the capacitance of the earth cable, now how do you put that together? It is simple, once you know where to look for, believe me and learn it from us.

## **Fun**

A fact is that it is fun to do this sort of work, please also realise that you have more of this work coming in the door than you care to believe. The fun part is using the skill and equipment, required to find these problems and the subsequent charge out rates you can apply.



*Launch Staff pairing the X431 Diagun wireless connector with the hand held PDA.*



*Launch Master X431 post production continuous testing rig*



*Launch Wheel alignment equipment R&D and calibration department*

We hope to see you in one of our seminars in 2012!

For **AECS** Ltd, Herbert Leijen 06 8749 077 [info@aece.net](mailto:info@aece.net) [www.aece.net](http://www.aece.net)