



## World class training in NZ.

“Now that is an overstatement right?”

Well think about that again, AECS has been going since 2000, with leading up to that 3 years of delivering training in Africa, the Middle East and all over Europe. I must say that out of all countries I worked in, I like NZ the best.



*Recent diagnostic training seminar with the YES association.*

We have a good number of international visitors attending our trainings each year.

### **Stand up**

To stand up in this industry for more than 20 years, all without any government funding, you will have to bring the goods. No one will take time off to attend training which is below par, and you certainly will not get repeat business if the material presented is not current or applicable.

In the non covid years we had more than 700 trainees per year, if this year continues without any lockdowns we should be easily exceed that number, there is a lot of demand for AECS training. No this is not grand standing.

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*After the EMS1-4 in Auckland 20<sup>th</sup> to 21<sup>st</sup> July '22 – Justin remarked:*

*“Very fine technical details you won’t get anywhere else. A must learn for every EV technician”*

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## What is the value of training?

The value of training varies for every attendee, but in general we can lift a few motivations out:

- No guessing and a comfortable feeling that you know what you are doing during fault finding.
- Learning how to interpret signals and live data values with top class tools. Diagnose electronic and mechanical faults the easy way, in some cases without even touching a spanner.
- Retention, diagnosing can be very satisfying, if it's done correctly and with knowledge it 'hits the spot' in most technical people. Nothing is more satisfying than getting to a resolution of a complex fault the first time with 100% certainty.  
Who does not want to be in a job with that level of skill satisfaction! See if laying a drain pipe or fitting gib board in a house gets you close to that feeling...
- Efficiency. Being competent and confident has always generated generous income in workshops, certainly with the poor economic outlook we are facing. Automotive repair has always done well in uncertain times.
- Adapting in the fast pace of changing automotive technology is a must. Adapting is easy through attending AECS training seminars.

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After the AED 13<sup>th</sup> July '22 – Aidan remarked:

*"Hamish is an excellent tutor, extremely helpful and knowledgeable"*

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## CAN Data bus training

So, let's talk about CAN data bus training for example. This training was developed about 7 years ago and has been upgraded several times.

- You learn about what to look at first, a quick and easy way to get an overall impression. We teach how to actually measure, and how to hook up to the wires. How to select the correct preset in the scope, all very low level simple stuff.
- We also teach how to interpret the data you get from the CAN analyser in the scope, and what it all means from a diagnostic perspective. Medium level stuff.
- The best and the last is how to find faults, for example how do you determine a control unit is not talking on the bus, or if its messages are not going past the boot mode. Nice top level stuff.

All that in just one very full, but enjoyable technical day.



*CAN data bus training in action*





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After the EMS1-4 Auckland 20<sup>th</sup> to 21<sup>st</sup> July '22 – Bennie remarked:  
“The trainer (Herbert) is very knowledgeable on the subject and very direct about what is required to succeed in this field of work”

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**YES!**

Back in 2003 a group of ATS diagnostic scope users formed the YES (Your Electronic Specialist) association. This not for profit organization has been going very strong since its very first humble beginnings.

Below is a picture of the latest training we did at Hampton

Downs. We hold a yearly high level workshop with members from throughout the country and Australia, which is always very well attended.

The age of these prime money makers varies from 22 to 64 years old and vary from employees to owners of multiple business.



*Training with some of the YES members at Hampton Downs*

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After the DMS1-4 Hamilton 11<sup>th</sup> to 12<sup>th</sup> August '22

Mark remarked that of most value to him was:

“SCR+DPF operation knowledge gained. It has changed my mindset towards these items”

And Mike remarked that:

“Real world examples at the end of the DMS 1-4” was of most value to him.

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It amazes me each year that this group of like minded people travel vast distances to attend the meeting and training with verve and enthusiasm.

The training selected is always modified to cater for this top layer of diagnosticians. Also, for them the training needs to be satisfying and aid in efficiency. A number of the 60+ member workshops are still from the very first days.

Most have become good friends. Even though on the Hampton track there was not a lot of friendship displayed, it was weirdly more trophy orientated... :-)





*After a blast in the V8s the competitive nature of some came out on the kart track.*

The whole team from AECS (Cunie, Hamish, Jade, Louise, Lisandro and Herbert) are incredible proud to be part of the YES association. During the event we all played our role in assisting the YES members, like a well-oiled machine.



*The highlight of the social event was to drive around the track in V8s with a professional instructor in the passenger seat.*

The slogan “making diagnostics easy” we have made our AECS mission statement, even though we know it is never one thing only. Diagnostics is only valuable in your workshop if you approach it properly, the right equipment, the right training, and the right technical support.





## How not to do it

A bit negative, but we were shown just a few weeks ago an email sent to a person asking us for technical assistance, even though he never bought equipment nor training from us. It happens actually quite regularly that we are asked to support lesser products. The e-mail simply referred the owner to online training, and asked if payment had been made.

No need to say that the person who called us felt they wasted their money, but he has parted with his money and for some outfits, that is all what matters. Wonder, why do professionals deal with AECS?

## Hard yards

We at AECS know what the hard yards are, we have worked very hard to make our own material, resulting in some very high quality training, which our team delivers throughout the country.

We are also proud to say that our training is recognised by the NZDF, Toyota NZ, MITO and some other very high level and large organisations.

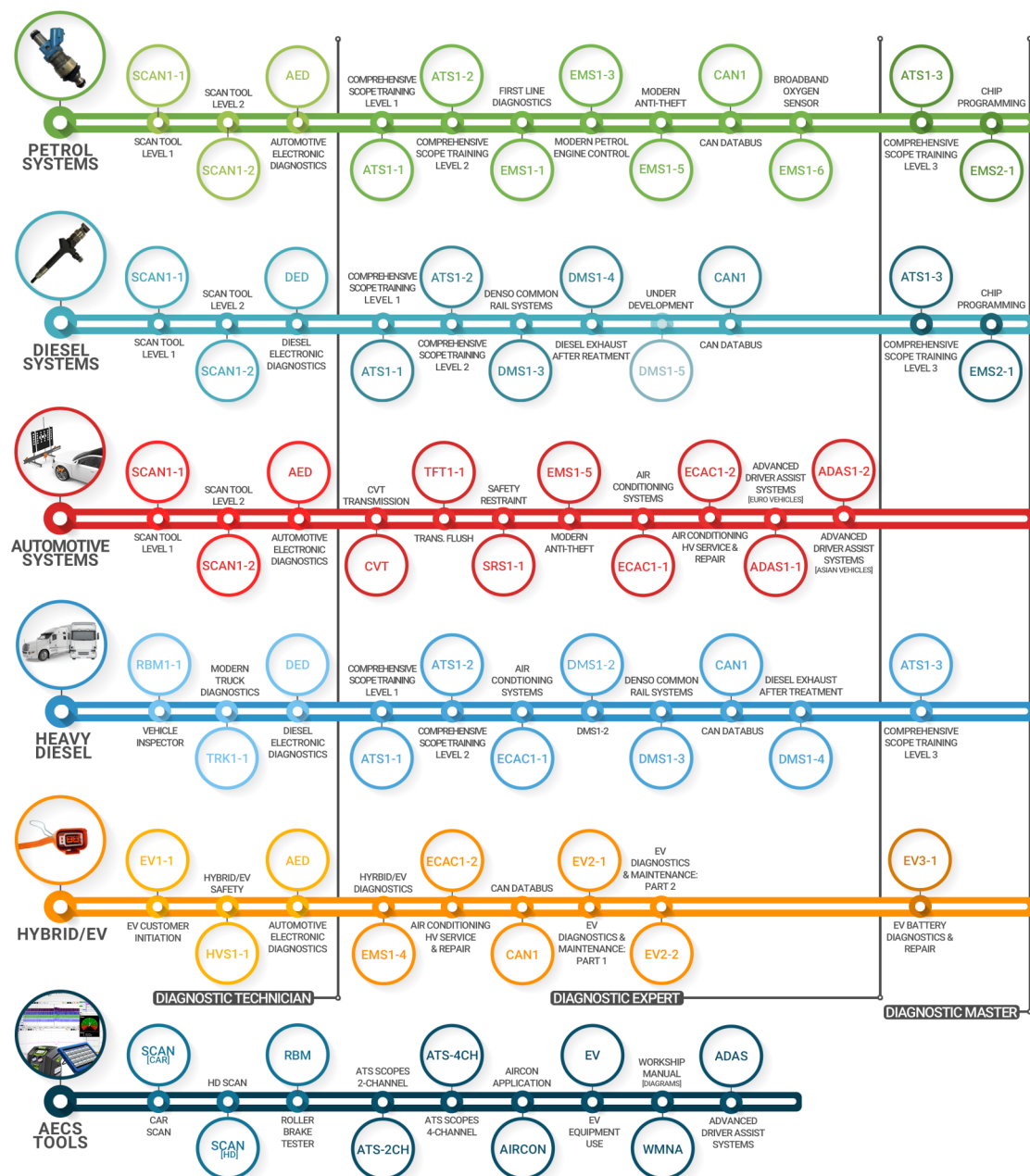
## How we do things

The customer feedback and repeat business gives the AECS team the job satisfaction we need, just like how the team in your workshop needs job satisfaction to stick around.

We LOVE our job!

*"AECS is making diagnostics easy since 2000"*

*The AECS training flow diagram.*





## So what do the professionals use?



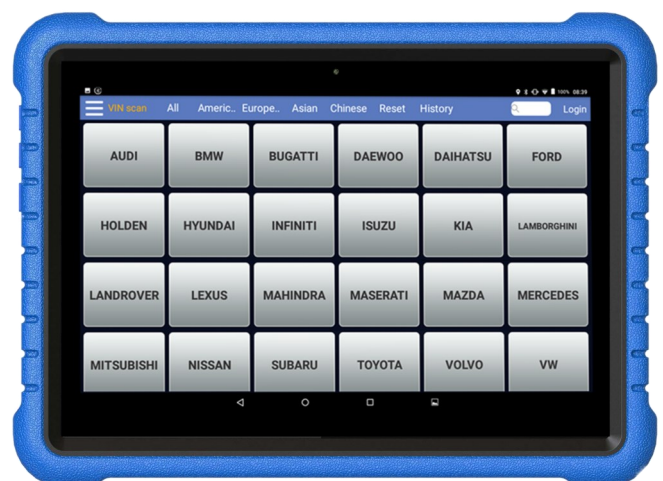
On the tables in the class room pictures you can see the equipment the YES members brought with them. Some of them in a sorry state due to being used daily and some already more than 18 years old (good equipment lasts)!

*ATS 500XM scope  
2CH +signal generator  
\$3654+gst*



*ATS WIFI 6004XM scope  
4CH 1000MHz Wifi scope  
\$5,875+gst*

*LAUNCH Auscan3  
Professional scanner  
\$4,999+gst*



Thank you for reading our article.

## The Launch SLD-501 Smoke machine

This great *new* Launch product is the quickest way to find leaks in intake manifolds, vacuum or air pressure hoses, exhaust systems, and more.

Find out why you have fuel trim adaption fault codes or low boost problems, just to name a few. The SLD501 has an onboard air pump to distribute the smoke.

An onboard pressure gauge and flow meter show if you are chasing your tail or a true leak, imagine you waiting for smoke to appear *while there is no leak*.

The pressure it can achieve is high enough to test high level boost engines' manifolds.

The fluid reservoir is easy to top up with oils available from any supermarket.

A timer will turnoff the smoke producer after 5 minutes.

The power supply is 12V. The unit is built sturdy with a steel casing, yet it is still light (3.3KG) to make it hyper mobile.

We at AECS absolutely love this machine, we have stock now!  
Look at the pictures below:



It comes with a carry case for the accessories like:

- 12V Power cord
- Smoke tube with nozzle
- Intake manifold adapter cone, to fit in round tubes (manifolds) from 26mm to 85mm
- A set of 18 plugging caps from 5mm to 97mm
- Balloon plug set with hand pump and spare balloon, to plug off unusual shaped pipes greater than 40mm.



Complete kit: \$1,583.00+gst



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