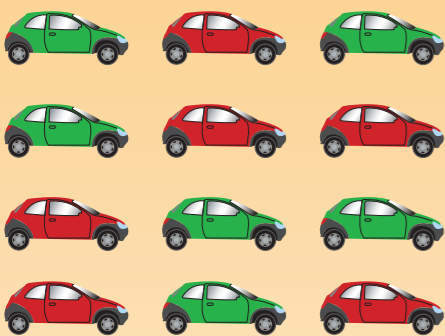


# BRAKE FLUID TESTING - A MAJOR OPPORTUNITY

**FACT:** All vehicle manufacturers and the Government specify minimum levels for brake fluid safety.

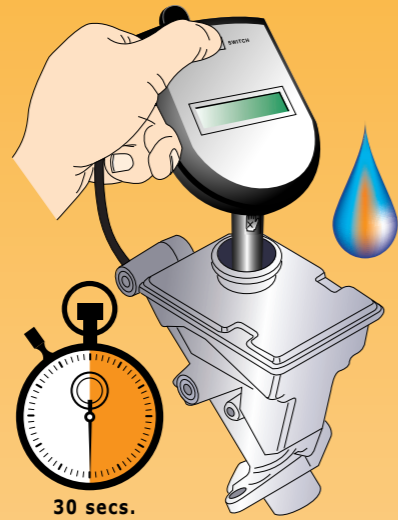


All these specifications contain a minimum boiling point level at which the fluid should be changed to comply with the Federal Motor Vehicle Safety Standards – FMVSS-116



**FACT:** About 1 in 2 vehicles have fluid that has absorbed too much moisture to be safe.

About 50% of the cars & light trucks on the road require a brake fluid test & flush service to return them to Federal Safety standards. There's over 157 million vehicles out there, so that's a lot of fluid flushes to be done & a lot of money to be made!



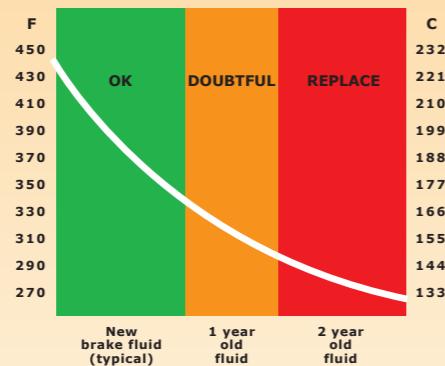
**FACT:** It only takes a minute...

It takes less than a minute to check the boiling point of the brake fluid and identify those vehicles whose brake fluid has absorbed too much moisture to be safe.

## WHY DOES BRAKE FLUID NEED TESTING?

It's not age & mileage that determines brake fluid change intervals; it's moisture absorption.

### Moisture absorption reduces brake fluid's heat resistance



Brake fluid gradually absorbs moisture from the air. Moisture enters through the flexible hoses & reservoir breather. Absorbed moisture reduces the boiling point of brake fluid. Under prolonged, hard braking conditions, particularly in hot weather or when a vehicle is

heavily loaded, heat from the braking action can suddenly vaporize the fluid. Vapor, unlike liquid, is compressible, and the driver's foot suddenly goes straight to the floor, resulting in complete loss of brakes. This is known as Vapor Lock

**You only need this much moisture in your brake fluid to make a change advisable.**



## PHANTOM BRAKE FAILURE.

As soon as the boiling brake fluid cools down again, the vapor condenses back into a liquid and full braking function is restored! This is known as phantom brake failure – first they don't work, then they do! This is the reason for many inexplicable accidents in which the authorities "check" the brakes (but not the brake fluid), and all appears to be working OK. This is why we call brake fluid the "SILENT KILLER"...

## FAILING TO TEST IS FAILING TO BRAKE.

Explain to your customer that brake fluid is just like engine oil, it wears out! Moisture contaminated fluid can cause the problems we've described already, but in addition, it also corrodes internal parts, which in the case of ABS systems, can be very expensive to replace.

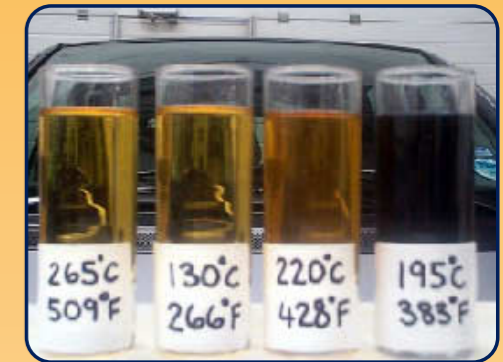


## HOT OR COLD, WATER MEANS TROUBLE

Water in brake fluid is not just a problem when the brakes are too hot. In cold weather, old, moisture-contaminated brake fluid increases in viscosity (thickness) so pedal to brake response is slower. The brakes do not respond as fast as they should in an emergency.

## YOU CANT TELL IF ITS SAFE BY THE COLOUR.

It's impossible to tell simply by looking at the colour of the fluid.



You have to check it with a boiling point tester

## THE ONLY SAFE WAY IS TO TEST IT

## HOW DO YOU TELL IF THE FLUID NEEDS CHANGING?

Use the 30-second boiling point test. The unit displays the actual boiling point of the fluid & recommends what to do next. Look at the chart below to see what to tell your customer. You can even show your customer, then do the flush & test again & show them the difference.

## TREAT IT AS A CASH REGISTER...

Testing & changing brake fluid is just as profitable as changing engine oil:

Test every vehicle that comes through your shop. For example, 8 vehicles a day. About 4 will require a brake fluid flush & fill service. But not all customers will buy the service, so maybe that should be 2 per day.

Your extra sales will be:

Each service	Extra sales/week	Extra sales/Year
@ \$39.95 per vehicle	\$480	\$24,000
@ \$49.95	\$600	\$30,000

Add this to incremental sales and profit, plus increased safety & customer satisfaction...

There are very few tools which can pay for themselves this fast, and very few service opportunities left to keep on making good money for you day after day.

