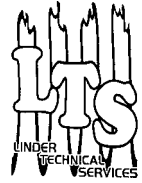


# *Networking*

*Newsletter*



## **2004.....WOW! What a year!**

2004 was a very good year for Linder Technical Services thanks to all of our great customers. Fuel injector sales and service reached a new all time high and new employees were added to the crew. Training and Seminars also increased to the point that we (for a month or two) actually got too busy. Too busy is when you are doing a seminar every weekend plus some week-day seminars all in the same month.

Our decision to skip a year on our annual service conference at the time sounded great, but in reality another event just took its place for 2004. "Tech Day", which was held on a Saturday in August, was attended by many technicians from all over the country and took just about as much time to prepare and set up as our annual conference. As we speak, the 2005 conference is set for September 9,10 & 11 and we have again signed up some of the industry's best instructors to make this a conference not to miss. By the time you get this newsletter, sign-up should be available on-line for this years " Shine Some Light on This" technician service conference. Flyers will be mailed beginning in April.

2004 was also the beginning of our new FSR (Field Sales Rep) program. We had no idea what to expect when the program began last January, but I believe all of us are pleasantly surprised at the results. These guys are doing a great job at getting the LTS name in front of shops all over the country and they are bringing in new customers each and every week. We are starting 2005 with even more FSR's and we expect the trend to continue.

I found some time during the past year to take a few Model T Speedster tours with my 1925 Ford Speedster and I have to say this was some of the most fun I have had with a car for years. No "lawn chair" shows for these folks. They drive their cars, no trailers. The Rockville, Indiana Covered Bridge Speedster Tour was for 4 days and we ran approx. 125 miles each day! Many times we were on gravel roads (like they used to be) and even had to cross a creek with water a couple days. The Krylon Special (featured in another newsletter) was finally finished and driven over 500 miles to its first car show , The Hundret Car Pile Up", in Morris, Illinois including a few hours in the rain. I earned my roadster stripes that day for sure!

I am also co-authoring a new "Automotive Fuel and Emissions Control Systems" book with James Halderman and it should be available mid-summer this year. Prentice Hall is the publisher and the final drafts look very good!

2005 has already started and I must admit I don't really know what happened to January as it is gone already. Guru classes and "Guru-2 (for prior guru grads) is set for Feb and looks like this will also bring a very busy month at Linder technical Services.

I get asked many times a year, "how do you do it all?" and the answer is always the same . *I have the best people working for me and sharing my vision!*

A special thanks to each and every one that has helped put Linder Technical on the map!

## GM Non-Serviceable Fuel Filters

This is some very interesting information that is found in the GM TechLink newsletter. Some customers have commented that they have been advised to replace their vehicle's fuel filter periodically. On many vehicles, the fuel filter is non-serviceable (see list below). The filter is an integral part of the fuel pump module and fuel pressure regulator assembly. The filter can be serviced only by replacement of the fuel module assembly. This process requires the removal of the fuel tank (one to two hours of labor, depending on the model, plus several hundred dollars of unnecessary expense.

The vehicle owner's manual outlines the periodic maintenance service required, under the Maintenance 1 and Maintenance 2 guidelines. Routine fuel filter replacement does not appear on either of these schedules. In the future, due to the increased regulation of evaporative emissions, fuel systems utilizing a non-serviceable filter will become more common as new models are introduced.

### Vehicles with Non-Serviceable Fuel Filters

#### Chevrolet

2003-05 Corvette  
 2004-05 Malibu and MAXX, Silverado\*, Tahoe\*\*, Suburban, Avalanche  
 2005 Equinox, Cobalt, Aveo, Trailblazer and EXT, SSR

#### GMC

2004-05 Sierra\*, Yukon\*\* and XL  
 2005 Envoy, XL and XUV

#### Pontiac

2003-05 Vibe  
 2005 G6, Pursuit \*\*\*, Wave\*\*\*

#### Buick

2005 Rainier

#### Cadillac

2004-05 XLR, Escalade, EXT and ESV

#### Hummer

2006 H3

#### Saturn

2002-05 VUE  
 2005 ION  
 \* 2004 V8 only (4.3L uses conventional external filter)  
 \*\* 2004 RPO L59 uses conventional external filter  
 \*\*\* Canada Only

### New for 2006.....

Due to the high cost of gasoline, auto makers have decided to start using a new style fuel gauge to make it easier for their customers to calculate exactly how much it costs them to get back and forth to work every day, take the kids to basketball practice, etc.



## New From LTS.....



LTS introduces the General Motors 4.3L service kit. ***“Buy it all at once”*** This kit is just what you need for the 1991-95 4.3L “W” engines when you have diagnosed them as needing a new CPI unit. It includes an LTS reconditioned CPI unit with upgraded regulator so you don’t have any more worries about a leaking fuel regulator, the fuel supply & return lines which will put your mind at ease when removing those brittle plastic lines from the old unit, an upper plenum gasket and an EGR screen-type gasket to take care of the common problem of carbon getting stuck in the EGR valve. LTS has these kits available for \$300.00 plus shipping and handling. This is a 10% savings over purchasing these parts separately. Keep in mind, there is a \$50.00 core charge for the CPI unit. Order yours today by using the part number CPI-200.

## Change in Injector Core Charges.....

Those of you who are regular fuel injector customers already know that there is a small core charge on every injector that you purchase from us. In order for us to maintain a good inventory of injectors and offer reconditioned units at a very low price, we must have a constant flow of incoming injector cores. We ask that injector cores be returned to us within 30 days of your purchase. Beginning January 1, 2005, our fuel injector core charge has been increased from \$3 each to \$5 each for multi-port injectors. Throttle body injector core charges have been increased from \$5 each to \$10 each. In addition, we will also be charging a \$15.00 restocking fee plus the shipping cost on all returned merchandise. Any questions regarding the new policy should be directed to Doug at: 888-809-FUEL.

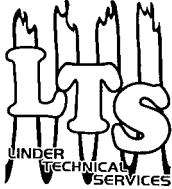
## Check out this new website.....

I’m sure most of you have read the articles that Jim has written about going out to the Bonneville Salt Flats to watch the cars run. After being out there twice, he has decided to build a vehicle to run out there this year. He hopes to have it complete and ready to run during Speed Week starting September 14, 2005. Of course, there is a lot of work ahead, but he has enlisted a lot of help from people in our building and from other shops on Gasoline Alley and around Indianapolis. He has started a new website dedicated to the Bonneville project. Included are lots of pictures of the project as it progresses from start to finish, a history of how it got started and coming soon will be pictures of everyone who has pitched in to help. Check out Jim’s Bonneville project at: [www.gasolinealleyshops.org](http://www.gasolinealleyshops.org) and check back often for updates.

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## Looking for a Few Good Men?

### Linder Technial Services Field Service Reps (FSR'S)

In January of 2004, we started a new program for area sales reps involving our fuel injection products. At that time Michele was made the National Sales Administrator. After a year of service managing 11 states, we have promoted her to the National Sales Manager position. Not only does she handle all the paperwork, but all FSR's (Field Sales Rep's) report to her weekly. This program has worked very well for LTS the last year and we plan on expanding these positions and adding other areas this year. All of our current FSR's are sales people in the automotive industry selling other products and equipment as their main job and source of income.

These sales reps introduce the automotive service shop to our fuel injection products and are paid on all new customers (first time buyers) that purchase our fuel injection products. They also continue to get a small percentage each time that customer orders from us in the future. **Do you know any sales reps that would like to add to their present product lines?** We are planning to hold two 2-day training sessions here for people who may be interested in becoming an LTS Field Service Rep. The dates are:

April 20-21, 2005  
August 30-31, 2005

For more information, contact Michele Winn toll free at: 888-809-FUEL or by e-mail at: [michele347@juno.com](mailto:michele347@juno.com)