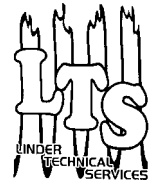


Networking

Newsletter



How does your business grow??

A review of an article from Craig Van Batenburg published in the April 2003 Motor Age Magazine.

The entire article may be viewed at : www.motorage.com

All business goes through various stages of growth and Craig's article describes them the best.

- PROUD PARENT : The first five years.
- GETTING COMFORTABLE: Six to Ten years.
- THE TRYING TEENS: 11 to 15 years.
- FULL REALIZATION: 16 years and older
- SECOND HONEYMOON

The proud parent stage is the start-up stage and it will usually last about five years. It is an exciting time. You work the hardest during this stage.

After 5-6 years you have learned to make money and start getting comfortable. The business is starting to mature.

At 11 to 15 years the business comes into its own. You have developed your own style and it works.

Then at 16 and above years you experience the full realization stage. Some shop owners never make it this far, but those that do experience the best time of their business life.

So why is this a concern to you and your business? Stages of growth are easier to accept when you understand that they do happen to everyone. Knowing where you are will help you to make good sound decisions.

Remember a few of my favorite sayings:

IF YOU ALWAYS DO WHAT YOU ALWAYS DID, YOU WILL ALWAYS GET WHAT YOU ALWAYS GOT!!

IT WORKS SO WELL THAT WE QUIT DOING IT!!

YOU CAN'T ESTABLISH A REPUTATION ON WHAT YOU WERE GOING TO DO!!

Analysis from the “Sleuth”, Michele Winn



This month I had a hard time deciding what case study to share with you. It seems that most of the vehicles that have come thru our shop in the past few months have been relatively simple to diagnose and fix. One of the reasons these vehicles have seemed so easy to diagnose may be the fact that I have access to a vast number of tools and equipment. In the past few months, I have diagnosed 3 bad fuel pumps using the CODA fuel system analyzer. This particular tool not only measures fuel pressure, but fuel pump volume as well as engine vacuum or exhaust backpressure. I mention this because all 3 of these vehicles had adequate fuel *pressure*, but low fuel *volume*. If I had only used a fuel pressure gauge, I would have assumed that the fuel pump was not an issue and lost a lot of time chasing down the wrong path. For more information on the CODA fuel system analyzer, you can go to our website and click on the “tool box” icon on the homepage or go to this link:

http://www.lindertech.com/r_dtools.htm#fsa Recently, I have also been able to quickly identify several vacuum leaks with the help of our smoke machine. The most recent was on a 2001 Ford Excursion. Those of you who know me understand that I had a real challenge trying to work on this giant truck. The vehicle came in with SES light on and running very rough. It had codes for lean bank1 and bank 2. The smoke machine only took a few seconds to hook up and immediately identified a huge vacuum leak. It was on the backside of the plenum under the cowl and almost all the way back to the firewall. There was no way to get back under there with propane or carb cleaner (something I know a lot of you use to check for vacuum leaks), so it could have taken a lot more time to find this problem without this valuable piece of equipment. Smoke machines are made by many different companies, so check around. The smoke machine we currently use in the shop is made by Champion Engineering. For more information you can go to their website: www.thesmokemachine.com. Many of the smoke machines produced today are also EVAP approved to help you with those hard to find EVAP leaks.

Fuel Injection Service Update from the “Wizard”



In 1996 G.M. went to port injection on their 7.4L “J” engine. This port style (Multec) injector is a Stamped Tip design, which means that the discharge end of the injector is more open or exposed than other styles of injectors. Over the past year LTS has seen a few problems with the 7.4L injectors. The most common problem being they get dirty and drip fuel. This will cause the system to lose fuel pressure over a period of time and can cause a hard starting condition.

Since so many of these injectors have a dripping problem, we decided to look for a replacement. Once again we went to our Bosch cores and found a replacement. We have field-tested quite a few sets of these injectors over the past few months and feel they work as an excellent replacement. So the next time you’re in need of injectors for the G.M. 7.4L, call us up and ask for the Bosch replacements.



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Tales from the Street by Joe Geiman



Let me introduce myself. My name is Joe Geiman and I'm your local contact for service. I cover the Indianapolis and surrounding area for Gasoline Alley Fuel Injection.

I've been in technical sales and engineering for over thirty years. I worked in the industrial tooling and engineering field before coming on board with LTS.

Here's a tip from the street:

This situation has come up several times since I've been here. A shop replaces one or two injectors to save a customer money, or at the insistence of the customer to replace only what's not working. It seems that the customer returns a week or two later with the same complaint.

Our reconditioned port injectors are priced so that it is possible to replace a complete flow matched set with a lifetime warranty for the price of one or two new injectors.

Moral of Story: Replace in complete sets, R & R once!!

Joe Geiman, LTS Injector Sales