

Fluid Rx Instant Lubricant Diagnostics

Identifying degraded fluids as determined by scientific analysis

Overview:

All modern lubricants contain additives that inhibit breakdown. As these additives are depleted, sludge is formed. This shortens equipment life and reduces performance causing an overall increase in operating costs.

Problem - identifying fluid condition and when to recommend a change of flush:

OEM warranties require regular fluid PM (Preventative Maintenance) based on time-in-service under normal or severe driving conditions. In-house PM records of your customers help track OEM change recommendations; but should that be normal or severe driving conditions? What if your customer had PM performed somewhere else? How can you know which fluids were changed or flushed? And...how do you address new customers?

Additionally time-in-service based PM does not take into account fluids that are depleted before their time by intrinsic (chemical and thermal stability) and extrinsic (maintenance & environmental) factors and/or abnormal events (including severe driving conditions).

Without PM records or a way to verify fluid condition you may find your technicians recommending a fluid change that was just performed, or worst yet not recommending a depleted fluid be flushed or changed! Therefore a need exists to identify fluid condition, especially depleted fluids, to provide proper PM.

Solution:

Fluid Rx Instant Lubricant Diagnostics is a patented radial planner chromatographic fluid testing and diagnostics kit that measures the breakdown of the additive package and the amount of sludge in a lubricant or oil. This simple accurate testing and diagnostics program provides scientific analysis of a fluid's condition.

Simply place a drop of crankcase or gear oil, power steering, transmission or brake fluid on the tester (filter paper) then compare the findings to the diagnostics chart. In seconds your customer and technician can see the test results and evaluate if these fluids need to be changed or flushed.

Science behind Fluid Rx:

As fluid test specimens percolate through the unique Fluid Rx filter paper, bands and/or zones of different colors, densities, even unwanted wear metals and debris form a chromatogram. We are viewing the breakdown of the dispensing properties of the additive package and the fluid's sludge content. Changes in the appearance of the zones or bands provide a measure of sludge and dispersant properties that is correlated to laboratory analysis; New/Good, Change, Bad. Simply compare the Fluid Rx chromatogram to the Fluid Rx Instant Lubricant Diagnostics Chart.

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APPLICATIONS & BENEFITS

Quick Lubes • Dealerships • Service Centers

For only pennies a test, Fluid Rx Instant Lubricant Diagnostics:

“Ups Your Ticket Average” and “Improves Customer Retention”.

- 1. Expert analysis by every employee every time...
No tools or special knowledge required!**

Provide your customers with a credible and uniform presentation by your employees company wide that takes subjective interpretation and guesswork out of the equation.

- 2. Proof positive for your customer it's time to change...
Instant credibility for you and your technicians!**

Showing your customers when a fluid needs to be changed or flushed gives them confidence in your recommendations.

- 3. Test every car... Every employee asks for the sale every time!**

Fluid Rx Diagnostics increases additive sales, flushes and changes.

- 4. Reduces liabilities - Enhances maintenance records!**

Fluid Rx provides a record of your customer's fluid condition and your recommendations now, as well as for their next visit.

- 5. Knowledge is power - Improves customer loyalty!**

Sharing Fluid Rx Diagnostics results with your customer makes them an informed participant in the PM of their vehicle. This instills confidence in your recommendations and services and thereby increases customer retention.

Fleet Operators

- 1.** Fluid Rx Diagnostics is instrumental in reducing overall maintenance and operating expenses with low-cost on-the-spot fluid analysis!

- 2.** Fluid Rx Diagnostics is the most cost effective way to track PM and optimize fluid replacement intervals.

- 3.** Proper fluid PM promotes peak performance and efficiency thereby increasing fuel economy, extending equipment service-life and reducing tailpipe emissions.

- 4.** With regular use, wear problems can be identified in advance and repairs made before mechanical failure removes a vehicle from productive service.