

the

trade

The Magazine for the Discerning Automotive Professional

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The opportunities
in injector diagnostics.



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We have all heard about fuel injector servicing by now, but do we actually know anything about it? In today's 'green' planet it has become an essential tool in the battle against exhaust pollution, it's also a valuable add-on to any workshop developing their business in the area of Fuel Injection.

With petrol vehicles now regularly failing the MOT test on emissions, most garages believe they can fix the problem, some can, some can't, but inevitably the cost to the customer can be high when trying to put the problem right. Even after checking or replacing the lambda sensor or even fitting a new catalytic converter, you may or may not have fixed the problem, even so, you may also have overlooked the actual cause of the problem in the first place.

Now it is time to look at the injectors. By testing and servicing the injectors, you might not only solve the problem but also correct what was the cause of the problem. Within the countries leading the Fuel Injection Specialists, the need to diagnose the performance and condition of the injectors when working on the latest generation of petrol injected engines, is no longer an option, it's a requirement. How do they do it? The programme is called the Injector Diagnostics.

To get a deeper insight into Injector Diagnostics the Trade met with Phil Ellisdon of the worlds leading injector specialists, ASNU. ASNU has received world-wide approval from Robert Bosch and Lucas, so we visited Bosch Service Agents, Autowerke, in Edinburgh. According to Phil Ellisdon, Injector Diagnostics is still an untapped market in the U.K. This programme could help many workshops not only to solve their problems without the need to pass the work to another specialist, it would also help them establish their reputation as a true FIS. ASNU claims that there are approximately only 300 outlets in the U.K at the moment able to do this kind of work. Even though this service is also an excellent business opportunity for the fuel injection workshop, you may find it surprising how few workshops in the U.K have the ability to carryout this type of service.

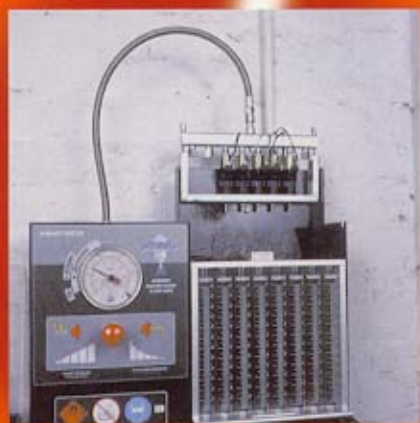
The biggest challenge for workshops in the U.K at

the moment is the lack of knowledge of injectors, it is only a small component but can have a dramatic effect on the overall system. One of the key influences of any engine to maintain minimum pollution is to correct combustion. To achieve this, the air and fuel ratio must be correct and the quantity, distribution and atomisation of the fuel must be correct and exactly the same for each cylinder. To achieve a correct diagnosis of the injectors, they must be removed, tested and serviced.

In the motor industry we all agree that preventative work is better than reactive, but why then do we not apply this to injectors? 'One of the problems', said Phil Ellisdon, 'is that the vehicle manufacturer and the government agree on the issue of reducing emissions but will not include injection servicing as part of any regular maintenance of the vehicle, even though tests have shown it will reduce pollution.'

To service the injectors on any car is quite a simple operation with the correct equipment and training and ASNU offer both. The system ASNU offer will compliment any current diagnostic range and it can accommodate all the electronic petrol injectors currently in use, including the GDI (Gasoline Direct Injection) that are new to the market. Ellisdon explains that all injectors suffer from contamination and that no manufacturer is exempt from the problem, unless they don't use petrol or LPG gas!

ASNU claim that correct injection performance will not only reduce pollution, it will also improve the overall performance of the car as well as maintaining the fuel economy. With this simple operation and the investment in time and money, any workshop can add value and credibility to their day-to-day business.



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**The question is
not always how do
I do this and how
does this machine
work, but
more of why
should I?**

ASNUTM

If you are a workshop that has invested time and money into the various

diagnostic equipment to recognise engine related faults, it makes sense to capitalise on the knowledge you have gained with this equipment, to rectify what could be the cause of the problem, and tap into a market that is worth far more than the initial investment, because without it you are not really seeing the whole story.

Phil said, 'If you look at the investment of the equipment and training that is required to run one of these systems, I am sure you would agree that servicing the injectors on only 80 cars is a fair exchange for a piece of equipment that may allow you to not only profit from your own workshop, but also generate extra business from all those outlets around you that are unable to.'

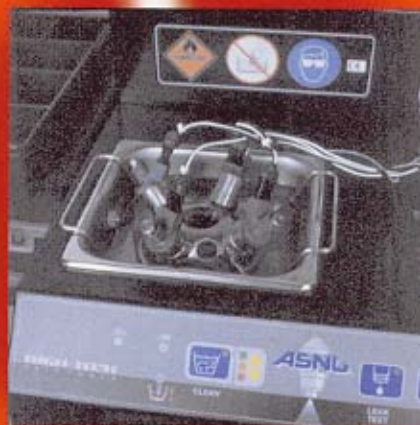
Mike O'Neil, director of Autowerke echoed that sentiment, 'Over the last two years we have invested a lot of time and

money in becoming a specialist in our field. It is not just about buying the equipment, the training is also very important. ASNU have come up to Edinburgh and showed us a way to improve our engine diagnosis, enhance our reputation and also make money, all by servicing the injectors. Traditionally, work like this would have had to be put out to other companies. This has given us control of our customers vehicles again and allowed us to keep our promises on price and delivery times.'

Mike and his team were put through their paces by ASNU, and shown how to examine the injectors spray patterns, shown how the patterns can vary when contaminated and how this can effect the car's performance. They were also shown how easy it is to remove the contamination from the injectors using ASNU's patented cleaning process. They were then

shown how to retest the injectors, and how to check and record the before and after results.

By going through this process in great detail with some of the fine specimen



injectors that Phil Ellisdon has collected over the years, Mike and his team very quickly began to absorb and appreciate how important the injectors performance is. Mike said, 'Although servicing the injectors is not going to solve the problems of every car, the Injector Diagnostics is certainly going to help to take the guess work out of solving engine related problems.'

Is this for you? At the moment none of the vehicle manufacturers use Injector Diagnostics as a viable route of problem solving. This could save your customer time and money and help you to attain that repeat business. None of the manufacturers seem ready to embrace this possibility that servicing injectors regularly would save a lot of time and hassle. That will not always be the case, as already ASNU is used by a lot of the manufacturers in various countries, and has official approval from some of them.

The fuel injection specialist will come of age, he won't have a choice, as technology will force him to move with the times or die.

Are you a company that can make the grade in this exciting and profit-building opportunity? If the answer is yes then speak to the worlds leading specialists - ASNU.



The ASNU Injector Diagnostic Testing & Servicing System.

If you would like to know more about **ASNU** contact Philip Ellisdon on **0181 420 4494**



Due to **ASNU's** unique (before it's time) design there has been no need for us to constantly change the shape, design and functions of the **ASNU**. The **ASNU** was first produced in 1988 with only a few cosmetic changes, since then the system has remained exactly as the original design.

ASNU - first for...

Consistency

Recognised as the leading system by Europe's Vehicle Manufacturers and the world's leading petrol injector producer.

Training

On site training with operating instruction manual, **ASNU** is user friendly.

Technical Support

Unrivalled support with years of knowledge and experience from all around the world.

Service

ASNU's unique design require a minimum of self service maintenance. Full service backup available.

Parts & Accessory Programme

On going development of tools, spare parts and accessories.

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