



Additives and upsells or chemical tools?

with **Craig Baills**

For years we have seen and used additives for various applications in the maintenance of vehicles. Fuel additives, oil additives, stop-leaks and even additives for tyres, all promising benefits for the consumer.

Today we are in a new world with new technologies and new systems striving to make vehicles more efficient and cleaner. But there is still a lot of scepticism among technicians about the use of additives, driven by poor past experiences.

While additives from the past still exist, due to their deficiencies there are products relatively new to the market that have ditched the old mentality to produce new chemical technologies and new chemical blends, giving the modern-day tech chemical tools to help them rectify modern-day service and maintenance issues.

Quality brands produce quality products and open-minded workshops will look closely at how these can benefit consumers and their vehicles.

Chemical tools used in correct application can provide benefits to the customer that lead to longevity, cheaper service and maintenance costs and reduced running costs.

Today's products can keep a fuel system clean, keep an engine from sludging or a manifold from fouling when used in the correct application.

But there is also another benefit that chemical tools can bring to the workshop and the customer – a restoration of failed systems.

From desludging an engine, killing fuel bug or restoring a failed diesel particulate filter (DPF), these chemical tools, when used correctly, will give the customer an option that would otherwise be an expensive repair job.

To prove the point, a recent Mitsubishi Lancer was presented to us with a crank/no-fire fault. Testing showed that all cylinders were very low on compression (30psi) and further mechanical testing showed the engine was in need of major repairs.

A wet compression test brought cylinder pressures up to 80psi. Although the vehicle still wouldn't start on its own, the guys decided to think out of the box to try and breathe some life into this engine.

Their idea was it was carboned and glazed and had a chance at resurrection rather than being a full mechanical failure.

A little more oil in the cylinders and some Start Ya Bastard in the intake got the engine to fire and run, albeit very poorly. However, it provided some hope.

Instead of switching the engine off and condemning it, they reached for the Envirotek Fuel System Cleaner and ran this through the air intake using a pressurised canister and atomiser nozzle.

In this case, a higher pressure and volume was used than normally recommended.

After a solid dose of the product, the engine was now running smoothly and would stop and restart without assistance.

This was a major step in the right direction.

The vehicle was now able to be driven, which allowed the product to be cleared out and gave us the opportunity to then clean the oil with Envirotek's Engine Flush and run another dose of Upper Engine Clean through before changing the oil.

After completing this process, the compression was retested and found to be restored to 160psi across all cylinders.

The vehicle was now operating normally.

This may be a one-off case and a chemical process won't fix all problems all the time but it gives workshops another tool in the toolbox if their assessment of a situation suggests the possibility of chemical tools providing a solution to what may otherwise be a complete failure.

The modern-day workshop has more options than ever when it comes to repair solutions for vehicles.

Be open-minded and think outside the box.

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