

Olson Marketing
Monthly

October 2013 - Issue #26

Your Amsoil Information News Source

Preventative Maintenance Isn't Scary

All too often people hear the words "preventative maintenance" and instantly get a little scared...typically because they lack basic automotive knowledge. In lieu of us dressing up for Halloween and attempting to scare you, this issue of the Olson Marketing Monthly newsletter is focused on solving potentially scary preventative maintenance problems with Amsoil.

Here is a list of some basic preventative maintenance tasks all vehicle owners should consider doing at least once a month.

- * **Check and top off all fluids (Engine Oil, Transmission Fluid, Power Steering Fluid, Coolant, Brake Fluid, Windshield Washer Fluid)**
- * **Check all lights, interior and exterior.**
- * **Check tire pressure and tire condition.**
- * **Clean/blow out air filter**
- * **Check battery terminals for corrosion.**
- * **Properly clean and protect the interior and exterior of your vehicle.**

Some people just get sick when they begin thinking about tackling the issue of preventative vehicle maintenance by themselves, but I assure you, it is nothing to get nauseated about.



With some basic knowledge we will provide for you in this newsletter and a few [Amsoil](#) Products, you will be able to overcome your fear of preventative maintenance and show your friends a few tricks. Perhaps they will even make you some delicious treats.

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Amsoil Degreaser

[Amsoil Heavy-Duty Degreaser](#) is formulated with powerful and fast-acting solvents, attacking petroleum-based grime on a molecular level to loosen its hold on metal, concrete, engines and other surfaces. Its active citrus formula makes cleaning easy and leaves a clean scent.

[Amsoil Heavy-Duty Degreaser](#) works great to clean the metal surfaces in your engine. Over time you will get a lot of build up of crud on the outside of your engine. Keeping it clean will help you identify external fluid leaks. If you clean the metal surfaces of your engine and a month later you notice a wet/dirty spot (especially around the gasket areas), you may have just caught a potential problem.

When I first ordered a case of [Amsoil Heavy-Duty Degreaser](#), I was a bit skeptical as to its performance. Being an Amsoil dealer I trust the Amsoil name and product line, but I still need to see it in action to be a believer. In the past I have used conventional engine degreasers which are typically incredibly toxic and smell so bad that you need to open up the shop doors to air the place out. Although you always want good ventilation in your shop or garage when using any type of chemicals, using the [Amsoil Heavy-Duty Degreaser](#) was surprisingly easy on the nose and it did a great job on the engine. I ended up with a clean engine that smelled like a lemon picked fresh from the tree. It also works to clean driveways.



Amsoil Silicone Spray

[Amsoil Silicone Spray](#) protects with a dry lubricating film ideal for surfaces that may be damaged by conventional lubricants such as grease or oil. [Amsoil Silicone Spray](#) also helps prevent the cracking and drying of rubber and locks out moisture. It will not attract dust or dirt, keeping applications contaminant-free.

Teaching auto shop always brought new problems to my door step. One of the most common problems with vehicles 10 years and older is that the weather-stripping* around the doors cracks and breaks off leaving the door to not seal very well creating water leaks and excessive road noise. Unfortunately, Amsoil doesn't make a product to "grow" new weather-stripping, but they do have a product that will keep your weather-stripping in "new" condition.

Applying a generous amount of [Amsoil Silicone Spray](#) to all rubber weather-stripping around your doors, hood, and trunk will ensure it does not dry out, crack and break off. I recommend doing this once every three months. Not only can you apply it to the weather-stripping, it works great for anything rubber, nylon, plastic, upholstery, vinyl, wood, cardboard, fiberglass and other non-metal surfaces. It even works great for waterproofing boots, shoes, jackets, suede and more.

* If your weather-stripping is old, replacement weather-stripping can be purchased from your local auto parts store (or online).

Amsoil P.i.

[Amsoil P.i. Performance Improver Gasoline Additive](#) improves fuel mileage an average of 2.3% and up to 5.7%. It reduces emissions such as hydrocarbons (HC) up to 15%, carbon monoxide (CO) up to 26% and nitrous oxides (NOx) up to 17%. It restores power and performance while reducing the need for costly higher octane fuel.

[Amsoil P.i.](#) is probably the most essential preventative maintenance products to ensure your fuel injectors, intake valves and combustion chambers are clean so that they can operate at peak performance.

If you want to become an instant believer, take part in the “**P.i. Challenge.**” Track your gas mileage for a few gas tank fill-ups prior to adding [Amsoil's P.i.](#) and then track it in the weeks following. I am always amazed at the results people e-mail me.

I cannot stress the use of [Amsoil's P.i.](#) enough, as an essential task in preventative maintenance. According to repairpal.com/estimator, it costs between \$212 and \$302 to replace one injector in my truck. And I have 8 injectors. I am a thrifty person and I would much rather spend about ten bucks for a bottle of P.i. every three months then replace one or more injectors.

I treat one full tank of gasoline with one bottle of P.i. and I do this once every three months. Not only am I cleaning the inside of my engine, I am also getting great gas mileage.



MyAMSOILGarage™

Check it out by clicking
[HERE](#)

Mother's Brand Line

[Mother's Brand Products](#) offer a plethora of products that make preventative interior and exterior maintenance a breeze.

On the very basic level, begin with [California Gold Car Wash](#), a bucket of water, and a wash mitt. Once my vehicle is all clean, I use some [Mother's Wheel Mist](#) All Wheel to clean the tires, rims, and wheel-wells. After that, I use a little [Mother's Tire Shine](#) to ensure a long-lasting, sling-resistant protective coating which keeps my tires looking brand new.

On the inside of my vehicle I use [Mother's Leather Cleaner](#) and [Conditioner](#) for my seats, [Mother's Glass Cleaner](#) for my windows, and [Mother's Protectant](#) to ensure the vinyl and plastic areas are protected. If my kids happen to have spilled their snacks, I will use some [Mother's Carpet & Upholstery Cleaner](#) to keep my carpet looking like new.

Aside from the basics, [Mother's Brand Products](#) offers numerous other options for those who like to go into much more depth in detailing their vehicle.

MOTHERS®
Polishes•Waxes•Cleaners



Automotive Lingo

Wiggle Test

In a vehicle, many computer system failures, especially intermittent failures, are caused by loose, dirty, or corroded connections. These failures can be found by performing a wiggle test, or “flex” test.

To perform a wiggle test:

1. Connect a scan tool to the vehicle and choose the appropriate test option. Refer to the instructions provided with the scan tool.
2. Place the vehicle in the key-on/engine-off diagnostic mode.
3. Flex wires and wiggle harness connectors while scanning for problems.
4. If wiggling a wire or connector produces a new diagnostic trouble code, check the wire or electrical connection more closely. It may be loose, corroded, or damaged.

Some technicians perform a wiggle test while the engine is running. If engine operation changes suddenly (stalls or idles high, for example) when a connector or wire is flexed, the problem is located at or near that point. Be careful when performing a wiggle test on a running vehicle.



Don's Corner

with Don Olson

Dealers, please contact your down line.

We Need Your Help!

Throughout the month I closely monitor product volumes across our group. I plan to let you know around the 20th of each month if your group has generated enough group volume to qualify you for a bonus (as not everyone subscribes to the “reports” option Amsoil offers).

In a nut shell, if you have the potential to receive a bonus each month, I will let you know.

My intent is not to burden you with phone calls and answering machine messages but rather keep you informed and ensure you are seeing and receiving the fruits of your labor.

The best possible way to communicate with you is via E-mail. I can easily shoot you a quick update on your group volume and let you know what you need to do to get a bonus. In many cases I can even give you an estimated minimum dollar amount as to how much your bonus would be.

This is where we need your help.

Providing us with your E-mail address as well as those in your down line will allow us to keep you and your down-line current.

Shop Talk

with Jon Olson

As the temperature begins to change and get colder, I have found that vehicle batteries are more prone to failure. This past week I parked my truck in my driveway after work and went inside for a few hours. As the sun began to set I decided to pull my truck into our garage. When I turned the key, the engine struggled to turn over. Up until this point I have had no problems with my battery but I knew that it was nearing the end of its life.

Most batteries are guaranteed by the manufacturer to last 3 years, and if you take care of your battery it is not uncommon for it to last 5 years. Beyond 5 years of age, it is really hit and miss if the battery will continue to function properly. Over the years I have heard a few people having a battery last 10 years, which is very uncommon. Most often, a battery will fail between 5 and 7 years of age. My battery was 5 years and 1 month old.

Preventative maintenance on batteries includes cleaning off corrosion around the battery terminals with baking soda and water. Cleaning the case of the battery to prevent voltage leakage, and checking the battery electrolyte if you have a serviceable battery.



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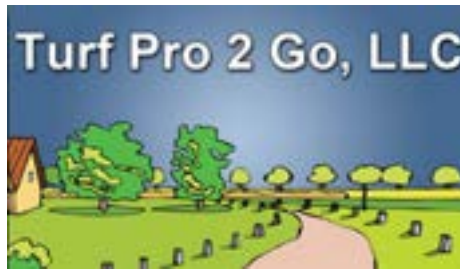
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AMSOIL Business Partners

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If you have a Store Front Retail outlet or use AM-SOIL products in your business and are registered with AMSOIL, Inc. under ZO# 4901 or ZO# 10458 you qualify for free advertising in the Olson Marketing Monthly Newsletter.

Send me a link to your website and information on how you can be contacted by our wonderful dealer/customer database.

Current circulation over 500 across the Continental United States, Canada and Alaska ... and growing

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