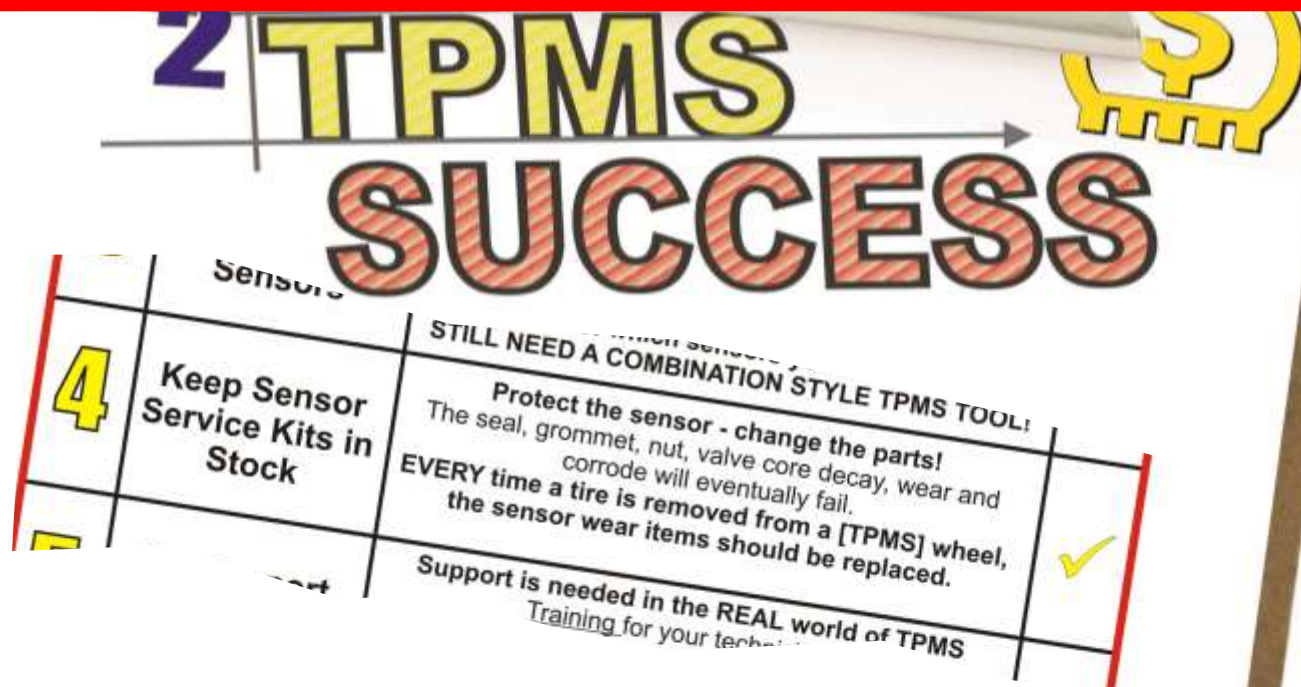


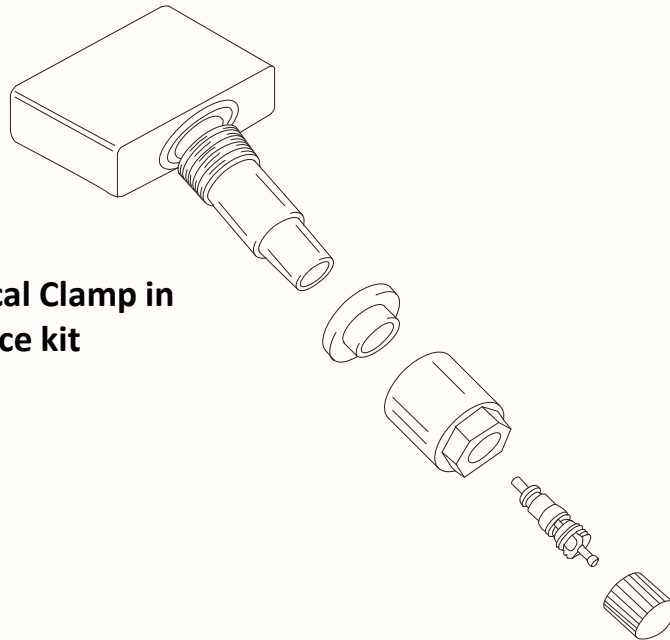
Step Four: Keep Service Kits in Stock



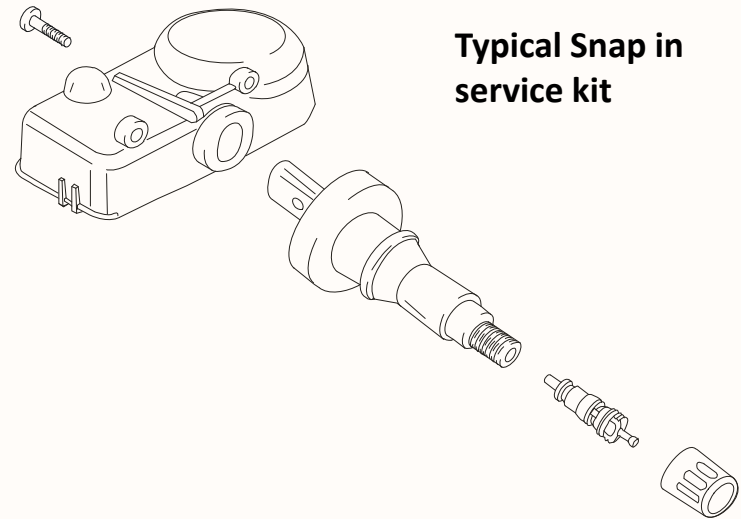
2 TPMS (\$) SUCCESS	
4	<p>Keep Sensor Service Kits in Stock</p> <p>STILL NEED A COMBINATION STYLE TPMS TOOL!</p> <p>Protect the sensor - change the parts! The seal, grommet, nut, valve core decay, wear and corrode will eventually fail.</p> <p>EVERY time a tire is removed from a [TPMS] wheel, the sensor wear items should be replaced.</p> <p>Support is needed in the REAL world of TPMS Training for your technicians</p>

4	Keep Sensor Service Kits in Stock	Protect the sensor - change the parts! The seal, grommet, nut, valve core decay, wear and corrode will eventually fail. EVERY time a tire is removed from a [TPMS] wheel, the sensor wear items should be replaced.	
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Typical Clamp in service kit

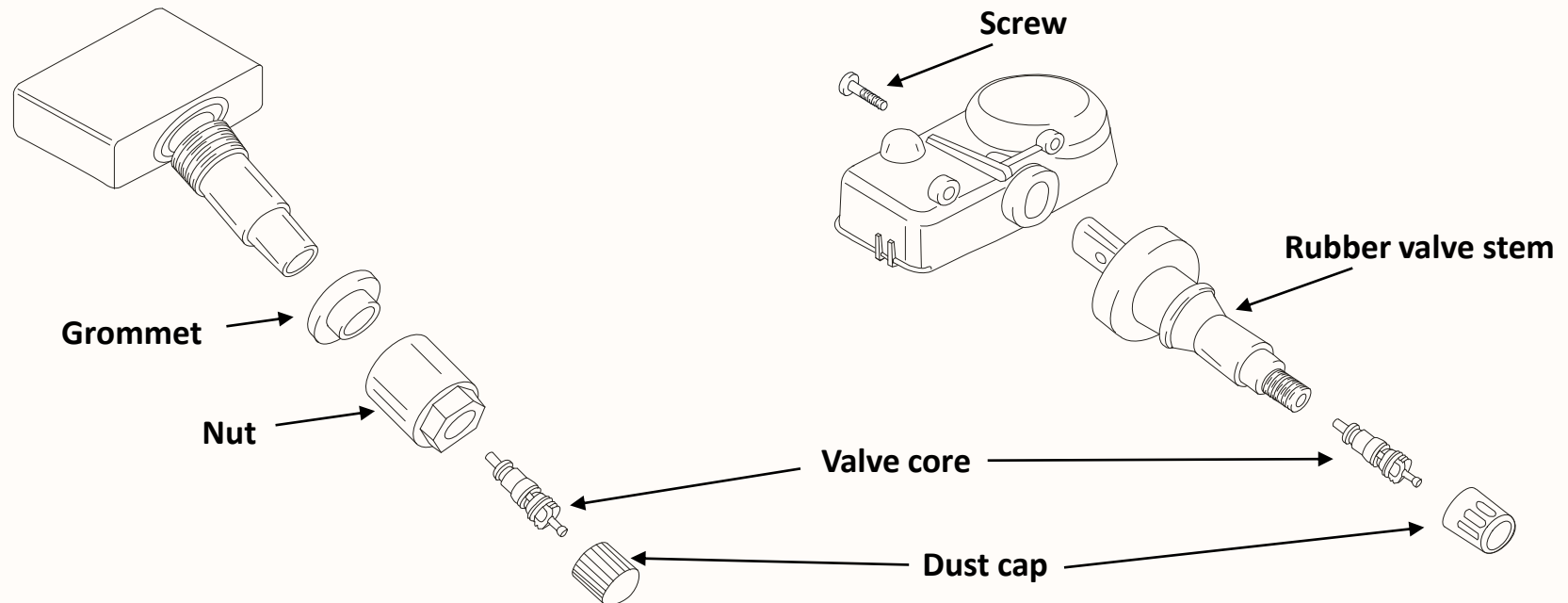


Typical Snap in service kit



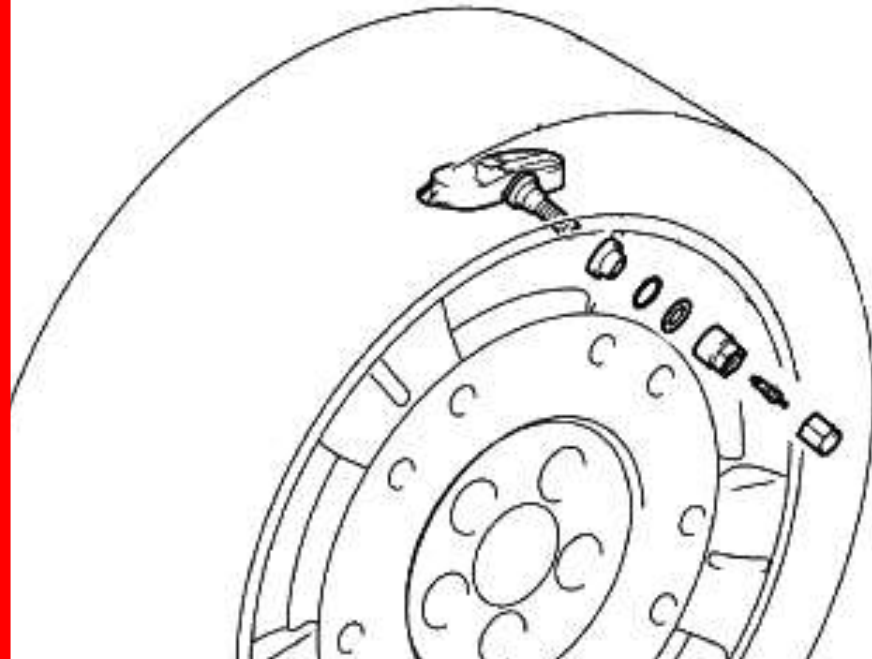
What's in the service kit?

- 🔧 Proper nickel plated valve core and plastic dust cap
- 🔧 Proper grommet – for clamp in
- 🔧 Sensor nut – for clamp in
- 🔧 Replacement valve [w/screw] – for snap in



Why do I need to change these parts?

- 🔧 RMA, TIA, AMRA, OE's and Sensor Manufacturers recommended service
- 🔧 Reduce damage due to corrosion
- 🔧 Eliminate guess work, damage and leaks
- 🔧 Improve the bottom line by providing the service



These items wear, break, leak
and eventually fail

What does the industry do?



"In some instances, tire/wheel assemblies may be equipped with a tire pressure monitoring system (TPMS) sensor that is attached to or is part of the valve assembly. **When new tires are installed, it is recommended to also replace all components that are included in the TPMS valve replacement kit (see Figure 4D). In addition, whenever the sensor is disassembled for any reason, install a new TPMS replacement kit. Always replace any damaged sensor along with a new TPMS valve replacement kit.**"

Change the parts – prevent corrosion!

- ⚠ Using the wrong core or cap leads to damage
- ⚠ Leaving worn out parts on for extending periods of time leads to corrosion
- ⚠ Noticeably damaged items **MUST ALWAYS** be replaced



Change the parts – prevent leaks!

- 👑 Leaving a sensor in place while changing a tire, puts the sensor seal at risk
- 👑 Old seals are more likely to leak
- 👑 The only way of being sure of a proper seal is to change the wear items
- 👑 Don't do the job twice!



NEW GROMMET



USED GROMMET

Change the parts – make money!

- 🔧 Service kits are NOT an optional item – think of the traditional valve stem
- 🔧 Service kit sales should be part of your counter person’s pitch
- 🔧 Proper servicing of these wear items means fewer “come backs”
- 🔧 Sell service kits – pay off your tool investment on average in less than 2 months!

Number of Tires Sold or Serviced per month	Volume of TPMS Vehicles			
	25%	50%	75%	100%
100	\$100.00	\$200.00	\$300.00	\$400.00
200	\$200.00	\$400.00	\$600.00	\$800.00
300	\$300.00	\$600.00	\$900.00	\$1,200.00
400	\$400.00	\$800.00	\$1,200.00	\$1,600.00
500	\$500.00	\$1,000.00	\$1,500.00	\$2,000.00
600	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00
700	\$700.00	\$1,400.00	\$2,100.00	\$2,800.00
800	\$800.00	\$1,600.00	\$2,400.00	\$3,200.00
900	\$900.00	\$1,800.00	\$2,700.00	\$3,600.00
1000	\$1,000.00	\$2,000.00	\$3,000.00	\$4,000.00
2500	\$2,500.00	\$5,000.00	\$7,500.00	\$10,000.00
Assumed profit per service pack sold:		\$4.00		