

## **Benefits to dealers and workshops of investing in the Pichler PSA injector extraction tool.**

**Cost of cylinder head replacement on PSA 16 valve engine due to frozen injectors:**

**\* Figures supplied by Suzuki Dealer, taken from actual job card:**

<b>Part Name</b>	<b>Quantity</b>	<b>Price</b>
<b>Cylinder Head</b>	<b>1</b>	<b>£1194.02</b>
<b>Gasket set</b>	<b>1</b>	<b>£69.81</b>
<b>Cylinder head gasket</b>	<b>1</b>	<b>£72.12</b>
<b>Bolts (12x131.5)</b>	<b>10</b>	<b>£29.62</b>
<b>#Injector Assembly mrk B</b>	<b>4</b>	<b>£1373.59</b>
<b>Labour</b>	<b>21 hrs</b>	<b>£945</b>
<b>Total</b>		<b>£3684.16</b>

**Cost of injector replacement using Pichler tool:**

<b>Part Name</b>	<b>Quantity</b>	<b>Price</b>
<b>#Injector assembly mrk B</b>	<b>4</b>	<b>£1373.59</b>
<b>Labour</b>	<b>2 hrs</b>	<b>£90.00</b>
<b>Total</b>		<b>£1463.59</b>

**# Assuming all four injectors need replacing, injectors can usually be re-used.**

**Total saving = £2220.57**

**Benefits:**

**1/. When a second hand vehicle is sold with a warranty should this problem occur during that warranty period then the cost of this problem will be down to the dealer, as is seen above the savings made by using the Pichler tool are considerable and could make the difference between a profitable and loss making vehicle sale transaction.**

**2/. Should this problem occur when a vehicle is outside warranty then obviously the cost of this goes back to the customer. However a customer who is handed a bill for over €5000.00 for a problem that they most likely do not understand is not going to be a happy customer and their future loyalty to the brand and to the dealer would be seriously in question.**

**3/. With the differential between the cost of cylinder head replacement and using the Pichler injector tool the payback to the dealer is very quick, this leaves a tool on the tool rack that is not only extremely useful but also profitable with every use.**

**4/. This tool can also be used on other vehicles, Peugeot, Suzuki, Fiat etc which gives the opportunity to solve problems for other garages in the future so increasing the profitability of the tool to the dealer in the long term.**

**5/. Change arts are also available for the older PSA 8 valve engine used in Citroen, Peugeot and Suzuki vehicles at a cost of approximately £180.00**

**6/. The Renault 1.9DCI engine also gives problems with frozen injectors and can lead to similar costs as above. Pichler manufacture a tool to remove these and while it is a totally separate tool to the PSA tool when it is used with the hydraulic hand pump**

**supplied with the PSA tool then a saving of approximately £270.00 can be made on the Renault tool.**

**To conclude, the Pichler tool is of great benefit to the dealer in the sense that it will create savings to both the dealer and their customers so helping to promote customer loyalty and improve bottom line, it also has the potential to create additional profit for the dealer if used for non Citroen work in the future.**