

TRANSMISSION SERVICE PROGRAM





TRANSMISSION SERVICE

Over 90% of all Automatic Transmission failures are due to overheating and fluid contamination. Your transmission needs a complete flush and fluid change for optimum performance.

Prolong the life of your Automatic Transmission.



Avoid costly repairs, make Wynn's Automatic Transmission Service part of your regular maintenance schedule



PROFESSIONAL SERVICE PROGRAMS

THE PROBLEM

- A typical transmission drain-and-refill service replaces only 40% of the old contaminated ATF.
- The remaining ATF is trapped inside valve bodies, the torque converter and transmission cooler lines.
- New ATF from a conventional drain-and-refill service can often loosen damaging sludge and varnish deposits, but not remove them, which can lead to shift problems and even transmission failure.
- Automatic transmission replacement can cost more than \$2,500.



Dirty Torque Converter



Clean Torque Converter



Dirty Transmission Fluid



Clean Transmission Fluid

THE SOLUTION

- A Wynn's® Transmission Service:
 - Removes over 95% of the used contaminated fluid.
 - Utilizes a specially formulated transmission cleaning chemistry that safely removes harmful sludge and varnish deposits, which are removed with the old fluid.
- Benefits of adding proprietary conditioning chemicals to the new ATF include:
 - Extended transmission fluid life
 - No more rough or hard shifting problems
 - Revitalized seals and o-rings to help stop and prevent leaks
- Wynn's unique Transmission Service equipment carries multiple patents and is approved by major motor vehicle manufacturers.



PROFESSIONAL SERVICE PROGRAMS

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A Division of ITW New Zealand Ltd.

Ask about our other **Wynn's** Services



Fuel



Power Steering



Transmission



A/C

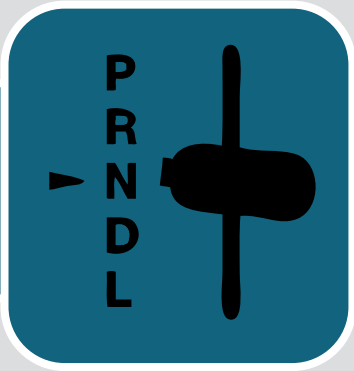


Cooling



Oil

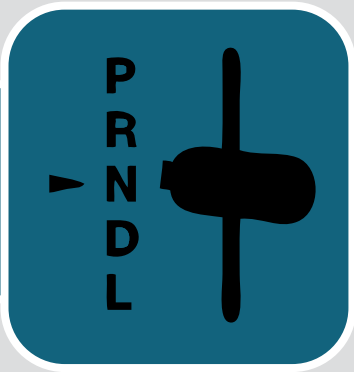




WHY WYNN'S TRANSMISSION SERVICE?

- The modern automatic transmission is by far the most complicated component in today's vehicles.
- Automatic transmissions contain mechanical, hydraulic & computer controlled systems, all working together in perfect harmony.
- Automatic Transmission Fluid degrades over time, forming damaging sludge & varnish deposits due to heat, friction & oil oxidation.





THE PROBLEM

- A typical transmission drain & refill service only replaces 40% of the old contaminated fluid. The remaining ATF is trapped inside valve bodies, the torque converter & transmission cooler lines.
- New ATF from a conventional drain & refill can often loosen damaging sludge & varnish deposits, without removing it from the system, leading to shift problems & even transmission failure.
- 90% of automatic transmission failures are due to overheating & fluid contamination.
- Automatic transmission replacement can cost more than \$2,500.

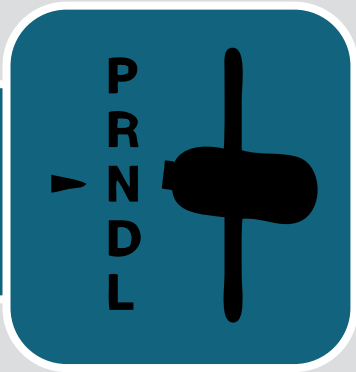


Dirty
Transmission
Fluid



Dirty Torque
Converter





THE SOLUTION

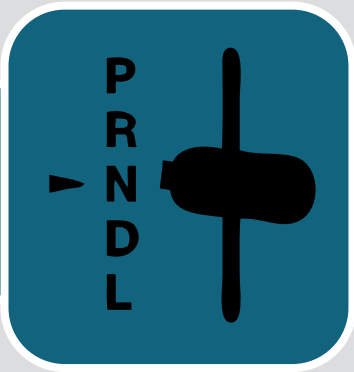
A Wynn's Transmission Service:

- Removes over 95% of old, contaminated fluid.
- Safely removes sludge, varnish & debris from the transmission, torque converter, cooler lines & cooler.
- Revitalises seals & o-rings to stop & help prevent future leaks.



Wynn's Transerve III Machine





BENEFITS OF THE SERVICE

- Customers immediately notice the smoother shifting of their transmission.
- They make the judgement that the service has improved their vehicle & was money well spent.
- You have looked after the customers needs & fulfilled your “Full Service Promise”.

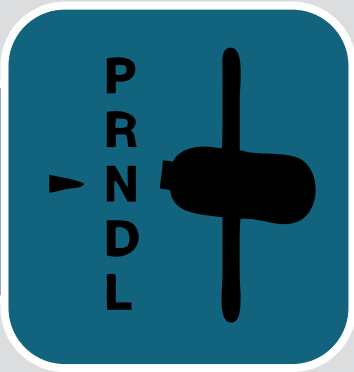


BEFORE



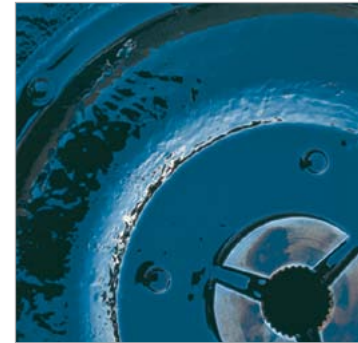
AFTER





UPGRADE OPPORTUNITIES

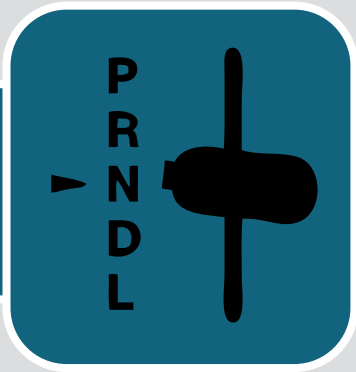
- Mileage or duration from last service.
- Poor gear changes (rough, flaring, sticking, slipping).
- Burnt, black or oxidised fluid.
- Poor fuel economy.



BEFORE

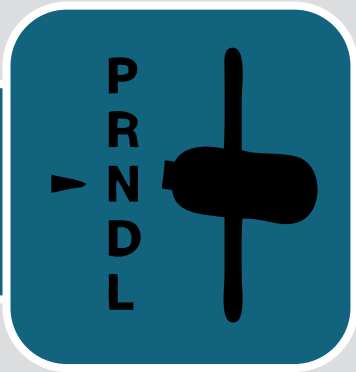


AFTER



HOW DO I UPGRADE CUSTOMERS?

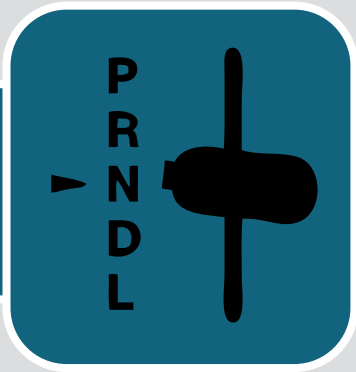
- Recommendation.
- Diagnostic Questioning.
- Technicians Advice.



RECOMMENDING THE SERVICE

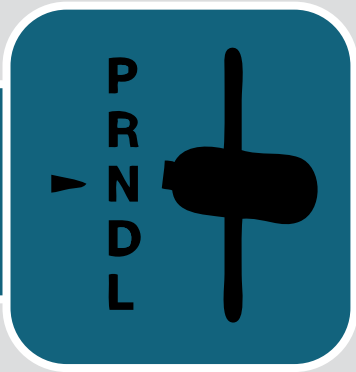
- When was the last time your vehicle had a Transmission Service? (Answer) We recommend a Transmission Service every three years to clean out debris & renew the fluid.
- Your car is overdue for a Transmission Service which we recommend is carried out every three years to maintain the condition & reliability of your transmission. I suggest we keep that up to date to avoid any future problems.
- We recommend your car has the Transmission serviced to remove internal debris & maintain the performance of your transmission. It's important we do it while it's here today to avoid any future expense.





DIAGNOSTIC QUESTION METHOD

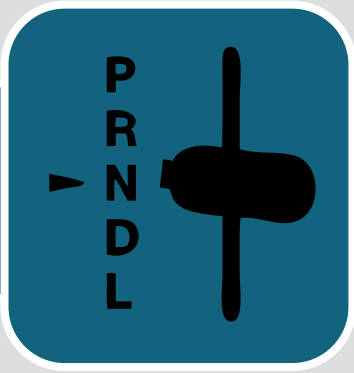
- This will help to get more information from the customer than you would normally get.
- Use a list of open ended questions to get the customer to talk about their vehicle, this can jog their memory if they have had intermittent problems.
- *“In order for us to provide a complete service for your vehicle today I just need to ask you a few questions about the history of your car over the last ?,000Kms.”*
- *“How many of the following problems have you noticed: rough, sticking or slipping gear change?”*



WORKSHOP TECHNICIAN INPUT

- Workshop technicians often identify issues that the regular driver of the vehicle has missed or simply got used to.
- Encourage technicians to tell you if a vehicle has a problem that a Wynn's Transmission Service could help.
- Call the customer back & tell them what the technician has identified.

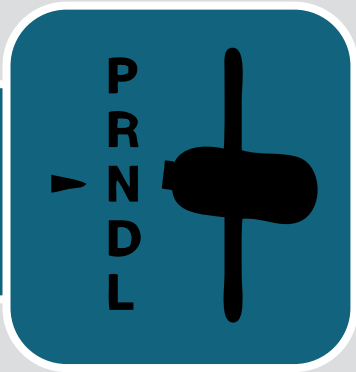




MARKETING MATERIALS

- Use point of sale materials to show customers the extent of the service.
- Use the point of sale materials to help inform the customer of work that may need doing in the near future.
- List the benefits from the owner-driver point of view.

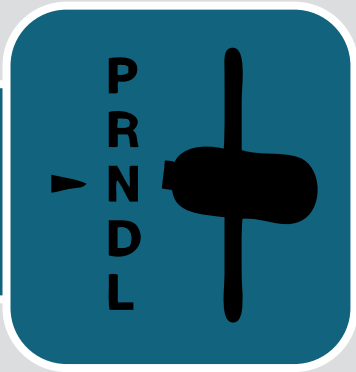




LEAVE OFF PRESSURE!

- There's another customer right behind.
- This customer will be back to see you again.
- Only handle an objection a maximum of TWICE.
- There's another day!

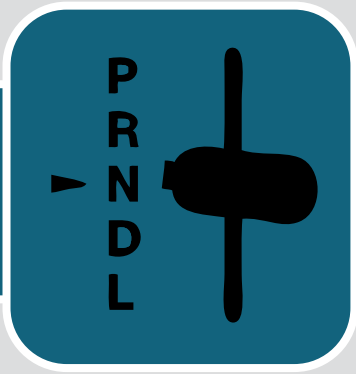




WYNN'S SUPPORT TO YOU

- Free Point of Sale - No Limits.
- Anything we can do to help you upgrade your customers, that we haven't already thought of - tell us & you've got it!
- Extensive product & machinery backup.





THANK YOU

***WELCOME TO THE
FULL SERVICE PROMISE***



Fuel



Power Steering



Transmission



Aircon



Cooling



Oil



PROFESSIONAL
SERVICE PROGRAMS