

AEGIS Tools® International Ultrasonic Leak Detector

Subject: AEGIS Tools® International Ultrasonic Leak Detector

What's the old saying, "an ounce of prevention is worth a gallon of water"? Well not exactly, but in the case of installing a windshield it certainly could be. With all the liability concerns in today's auto glass industry you do your best to complete the installation right and to OE specifications. Taking great pains to leave the customer's vehicle in at least the same if not better condition than you took possession of it.

Why not do it right the first time and save yourself some money and aggravation in the process? If I could show you a way to do this by making an investment in one tool that will give you piece of mind and pay dividends in every job you do, would you be interested? If your answer is yes, please read on.

That's exactly what an Ultrasonic Leak Detector (PWR2020) can do for you. With the exception of batteries it's a one-time investment that can be responsible for increased customer satisfaction and a bigger bottom line. It does this by reducing callbacks and helping you to look better in the eyes of your customers.

What's the worst that can possibly happen you ask? A little water leak, maybe some wind noise. All in all nothing that can't be fixed. But isn't that the point? Do it right and not have to fix it twice!

In reality the worst that can happen in the case of a windshield leak is a failure of the windshield to stay in the vehicle. Resulting in possible loss of life for its occupants, your customers. If the urethane does not contact the glass or the pinchweld in a large enough area this could end up being the result.

On a smaller scale you could experience a moisture leak resulting in water damage to the interior of the car. Or depending on the location of the leak, damage to costly computer and electronic components mounted inside the passenger compartment.

In any of the above cases the financial loss could be hundreds or even thousands of dollars, and even worse. Not to mention the damage to your reputation and future sales lost from unhappy customers.

The cost as determined by one glass company is put at a conservative \$65.00 per callback to check out a leaky glass installation. They have also determined the actual cost of this call back to be just over \$450.00 when you consider lost business and a bad referral from a dissatisfied customer. In cases where the glass needs to be removed and replaced this cost can escalate, especially if the glass is damaged upon removal.

To prevent the above all you need to utilize is one tool and about two minutes of time during the installation. Once the glass is set and as soon afterwards as possible you should use the leak detector to check for leaks. If done right away, especially in the case of urethane set glass, you have the best chance to repair the leak successfully. Sometimes it's as simple as applying pressure to the spot of the leak to improve the contact between the glass and the urethane.

By placing the ultrasonic sending unit inside the vehicle and moving the sensor's probe around the glass/body seam you are able to detect even minute leaks that could later present problems. Once the sensor detects a leak it sounds an audible tone and visual light signal. Both increase in intensity as you get closer to the source of the leak.

The uses for the leak detector are not limited to windshields. It can successfully be used on door glass, backglass and sunroofs. In many cases you may find that an installation done by you and brought back for a leak, is not the glass at all! The tool can be invaluable in demonstrating to customers that their visor or roof racks are the real culprits in their battle with water.

In any event, repairing a potential leak before the vehicle leaves your possession is the right way and the safest way to complete your job. Being able to check your work and verify that it was done right is piece of mind that is difficult to put a price on.

Prevention that's available from PPG Auto Glass, part number PWR2020.

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