

Timing Belt Kit Benefits

Why Replace the Tensioner and Idler When You Replace the Belt

- > A common cause of belt failure is a faulty or worn-out tensioner or idler.
- > Replacing a timing belt typically requires 2-4 hours of labor. Changing the tensioner and idler at the same time does not add significant time to the job. The cost of the labor is approximately 2/3 the cost of the entire job. Hence, the added cost to change the additional components is not significant.
- > As most newer applications are interference engines, if the belt fails, the valves will be damaged, requiring an expensive repair.

Most technicians already understand the points just made. Research shows that among import specialists, technicians change the tensioner and idler roughly 80% of the time.

There are several good reasons why the dealerships will like selling the kits:

- > Timing Belt Tensioner Kits are gaining momentum in the market, thus there will be requests for them from the wholesale side.
- > Selling the kit ensures that the dealer gets maximum sales dollars for the job. If the dealer previously just sold the belt, now they get to sell the belt, the tensioner and the idler.
- > The technician will be equally satisfied, as the kit makes it easier to do a complete job. There will also be fewer “come-backs” due to worn-out tensioners and idlers.
- > The customer will also benefit, their car will be more reliable and the job will not significantly increase their final cost.

Overall, it's a WIN-WIN situation!!