



## Australasian Machinery Dealer Services Pty Ltd

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A.M.D.S. recommended 2010 (New Zealand)

## AW Dynamometer Charging Rate

Charges do not include technician time – and are in line with charges achieved in Australia & US

**Quick Power Test - \$150** up to 200hp ..... **\$180** for over 200hp (NZD + GST)

**Constant Load** (eg: break in, deglaze) - **\$230** up to first hour, then **\$160** per hr (NZD + GST)

### Too often, little value is placed on a valuable piece of service equipment.

Every rebuild should go on the dyno for at least 2 hours (even 4 to 6 hours is common). 2 hours would attract a charge of \$390 + GST. Most rebuilds are in the range of \$4,000 to \$8,000 or more; an additional charge of \$390 would not look out of place. It would also give yourself and your customer piece of mind that the unit has been properly & professionally settled in.

A handful of these charges a year would justify owning a dyno.

### Uses For Your Aw Dyno

- \* **Power Testing NEW Tractors** - make sure that you have the power test recorded on your new tractors so that you can satisfy customer concerns quickly - your customer may think his new tractor is under powered solely because modern tractors run smoother, quieter & cleaner than older tractors.
- \* **Running in NEW Tractors** - make sure you know it has been run in correctly under load & not put straight into light work. Also get the tractor to running temperature to check for any possible leaks such as hydraulic connections, hoses, etc, saving expensive non chargeable on farm service calls.
- \* **Running in Rebuilds** - be sure your rebuild is run in properly, performing as it should & has no leaks or weeps under load & operating temperature.
- \* **Deglazing** - bring life back into a glazed motor by running it on the dyno under load for a couple of hours. You will notice the difference even after 10 minutes.
- \* **Check your USED Tractors** - make sure your used tractors are up to scratch and sell them accordingly. For example, if you had a used tractor that had done high hours yet still had the correct power, didn't breathe excessively & sounded fine, then it will be worth more as it has obviously been well maintained & operated.
- \* **Fault finding** - duplicate the load or operating temperature to locate hard to find faults

Hopefully this information can assist in ensuring that the AW dyno stays a valuable earning piece of service equipment to your business.

See the full AW model range ... **[www.amds.co.nz](http://www.amds.co.nz)**