

“Carefully doing it right”

(Specialists in Honda, Toyota, Acura and Lexus)



Newsletter

“Best of Lincoln Award” 2018

March 2019

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Car Quiz

1. T or F—Car batteries should be tested periodically and replaced when testing indicates it's time.
2. T or F—A 5-year battery may not be any more reliable than a 3-year battery.

Answers to Quiz

1. False. This has long been the auto industry's procedure. We tested every battery in every car for 3 years. What we found was shocking. ☹

Batteries that badly failed testing were still functioning just fine a year later. Other batteries that passed with flying colors failed shortly after. In one case, during a rest stop on the Interstate, the car wouldn't even crank after it had been time to go.

We paid for the tow, we paid for the testing, we paid for the labor and we bought our customer a new battery. So much for that little experiment.

We went back to our replacement based on time, which has proven the accuracy of our mathematical probability formula. Battery failures in Lincoln, Nebraska, ramp up dramatically at 39 to 42 months. Replacement at 36 months makes complete sense and has resulted in the fewest failures.

Everything we do here is constantly analyzed to produce the maximum service life for the least overall cost. Nothing is sacred. We wouldn't have it any other way.

2. True. A battery guarantee isn't always determined by engineering. Sometimes it is based on the marketing department. Change the color or the price and make it whatever sells. Sometimes there's very little difference. (More quiz page 2)

Robots Loose in the Streets

Interesting thoughts on autonomous vehicles (self-driving cars). It would be like having a private driver, right? Sure, drop you off at work, take off by

itself. But it wouldn't do paid parking. It costs less to drive around. As more of these cars are put into service, traffic would become complete gridlock.

One source estimated that only 2,000 of these vehicles in San Francisco would quickly reduce traffic speed downtown to 2 mph. Walking speed is about 3 mph. Now, think about trying to find your moving car at the end of the day. Oh my.

Photographer Refuses to Shoot Car

Jan is seen here shooting photos of the Sandhills. A dealer had told her that her 99 Lexus RX300 was at the end of the line. It was time to trade.



She brought it us for an inspection. We prioritized our findings for her. She had some work done. 5 years later, she is happily motoring along for about 10 cents a mile. We saved her \$15,000! Let us inspect your car and fix it for you. It can be less than the cost of license plates and taxes on a new one.

“Last night in traffic, I was congratulating myself on the wisdom of taking my car to [George Witt Service, Inc](#) & listening to them when they tell me to replace my tires. As some cars were turning 56th street, going north, into a parking lot all the way from South Street to A Street, because one car did not have good enough tires to go up the slight incline at A St., I was heading south in all wheel drive and navigating even where some cars were fishtailing in the lane. And my car is at least 20 years old.

Thank you for taking care of your customers, Delta, [Becky](#), and all!” —Jan

More Car Quiz

- 3. T or F—It's better to buy a 10-year battery than a 3 year-battery.
- 4. T or F—The recent sub zero temperatures cut the range of an electric car in half or worse.

Answers to Quiz

3. False. Serious high capacity batteries have thicker plates, putting the plates closer together. It takes less warpage for the plates to touch, causing a *mechanical failure*. One minute, the battery is fine and passes every test. The next, it's shorted internally and won't even light a bulb.

Chemical failures are what we expect. The car cranks slower and we get a warning. Testing can be inaccurate at times, because an impending mechanical battery failure can be difficult to detect .

4. True. Most electric cars are using lithium-ion batteries, same as your smart phone. These batteries suffer badly in temperatures below 32 deg. F. The colder it gets, the slower the metabolism of the chemical reaction inside the battery, so it loses capacity.

Furthermore, the electric car uses electric heat (duh), which really strains the batteries. Turn on the heater, the heated seats, heated mirrors and rear glass and electrical consumption sucks more life out of weakened batteries.



A car with a gasoline engine uses excess engine heat to heat the driver and the cabin, so cold is no big deal. The electric seats and defrosters are run off electricity generated by the engine. Cold weather doesn't mean much to a gasoline engine.

Wired Magazine recently explained that if you carried a smart phone around in temperatures of 35 below, it would go dead in 5 minutes, about the same time as your hand developed frost bite. So, don't leave a smart phone (or your hand) in a cold car overnight.

These are all issues with electric cars that haven't had a lot of publicity. Right now, they wouldn't be my top choice for a ski trip to the mountains. ☺

Prius Tips

We replace hybrid batteries. We have exclusive computers that show us what's happening within the battery while it's running, right down to every single cell. We were testing one that was failing recently and noticed it was only one cell causing the whole thing to have a problem.

Exactly like the links in a chain, if one link fails,

the entire chain fails.

Contained within these battery packs are thick copper connectors. We often find a lot of moisture induced corrosion on one or more connectors on failed batteries.

Therefore, we advise all owners of hybrid cars to avoid carrying liquids in the trunk or storing anything damp back there, like, uh, wet swim suits. ☺



Are Fluid Change Intervals For Real?

I keep reading industry information stating that extended intervals for fluid replacement are just marketing hype and nothing has changed. The fluids are "still doing the same work". There are over 80 different automatic transmission fluids and *they don't interchange*.

Let's look at just one, Toyota World Standard (WS), which is a "lifetime fluid". This means there isn't a time or mileage for replacement.

This fluid was specially developed for the new dual-clutch transmission, which doesn't have conventional clutches. WS fluid is so different, it can't be exposed to air. This is why there is no dipstick. We can teach anyone to check the fluid level. Lift the car, see if there are any leaks. No? It's full. Job over. It's been our experience that service really isn't needed. A flush using the wrong fluid will likely kill the transmission. We study the industry and carefully research everything. We save you money and prevent breakdowns. We earn your trust.

Keep it or Trade it?

We started this feature long ago. We evaluate trading every 5 years at 15,000 miles a year compared to keeping a car for 10 years or more.

A medium sedan costs 59 cents a mile to drive. That's \$8,850 per year. Of that amount, depreciation and interest alone are \$4400 per year, or \$22,000 every five years. That's \$44,000 for 10 years and you still have maintenance, plus expensive insurance, plates and taxes.

After your loan is paid off, continue making car payments into a savings account. After you've got the money to pay for a loss, cancel your comprehensive and collision insurance. You now have no interest on a car loan, cheap license plates plus much lower insurance payments.

Our maintenance program, if you do every maintenance on time and in full, is only 5 cents a mile. That's right, one nickel. **We can save you \$44,000 over 10 years.**



More Keep it or Trade it?

A 10-year-old car with 150k on it can still be a very nice ride. You can buy a well maintained car and bring it to us for a "mechanical restoration", where we go through it and bring everything up to speed. We can usually do this for less than the cost of insurance and plates for a new car.



Here's the interior of a Civic that's 20 years old. It still looks new. This is WITT 8. :)

"Really like the loaner car! I have never had any issues with my car breaking down since I have been doing major maintenance regularly here." Anne.

Once a Year

Or 8,000 miles is often enough for us to help you reduce car expenses and prevent breakdowns. Our basic maintenance visit represents less than 5 cents a mile.

We've carefully studied the performance of extended service fluids. Using our information to target less maintenance has resulted in *fewer breakdowns and repairs.*

We provide a greater level of service, improved convenience with loaner cars and, best of all, dramatically reduced overall ownership costs. It's a win

New Mechanical Problems

Reading a lot of automotive forums help keep us up on things we haven't seen yet. The most recent is serious issues with carbon deposits on intake valves. These cause drivability problems, check engine lights and require expensive disassembly to clean.

Our engineering analysis indicates that the deposit material is from cooked off motor oil chemicals. The motor oil we use is highly refined and its quite likely that those chemicals have been refined out already. It appears that using our motor oil might protect against expensive carbon deposits.

Spring Tips

** Take your floor mats out and wash them with soap and water to get the salt out. Lay them in the sun to dry. Take them inside if necessary. :) Discard all the old French fries you can find.



**Get the undercarriage wash the next few times you go through the car wash to remove salt.

**Clean the inside of the windows so you can see.

Car Classes

How to Buy a Car—Things to consider when choosing what car you want. Selecting body size and style. How to put a dealer salesperson on their knees in negotiations and I'm not kidding.

Thursday, March 14, 6 to 7pm. Free food.

Bring all your friends, call for a reservation.

How to Get Your Car Fixed Right—Simple mistakes people make when asking for auto service. How to help a mechanic go straight to the problem and avoid having to take the car back for

more and more repairs. Saves \$\$\$

How to tell if they're telling you the truth about needed repairs. How you can tell if an oil leak needs to be fixed. How to avoid getting a wallet flush.

Monday, March 18. 6 to 7pm. Free Food. Open to anyone, bring all your friends. Call for a reservation. Both are ideal for lunch and learn.

Call to arrange a class for your work or club.

20 Wittbucks for the asking!

All you have to do is ask if we have your current email address for service reminders or periodic car tips that will be mostly informational. No Spam.

Special offer ends 12/31/2019. May be combined with any other offer. One redemption per customer per year, please. This coupon is made from gluten free sources and is fat free, low sodium and non-dairy. Not redeemable for cash, are you crazy? Good on labor only, not on parts.

**Comprehensive Inspection \$65
Keep it, trade it or fix it & love it?**

Decisions are made based on available information. The more accurate the information, the better the decision. Many cars can be made like new for less than the cost of taxes and plates on a new one.

Our inspection process is designed to give you what you need to decide what's best for you.. Get the whole picture and use financing if you wish. Offer ends 6/30/19

25 Wittbucks!

It's right on the front of our website. Go to www.georgewitt.com and print it. Or just mention it. There are some conditions, we won't just fork over cash.

Expires 5/30/19. It's \$25 off regular priced labor in excess of \$150. No, you won't be required to sing. That's silly. You can also save it on your smart phone and show it to us. Offer not valid if you don't bring your car. We don't even care if you bring the coupon. Just ask for it and it's a done deal.

3% Cash Discount Coupon

Simply present this coupon for a 3% discount when you pay by cash (U.S. currency) or paper check. Offer ends 06/30/19. This is a coupon promotion and is not automatic when you pay. In addition, you must be able to correctly answer "What color is the White House?" Ends 7/31/19

Free Loaner Cars?

We used to provide free rides to work. This meant having an extra person on the payroll to do that, which was an enormous expense. There was also the issue of customers far apart needing rides at the same time.

We now have some very nice cars to loan when you drop off your car for scheduled service. Let us know when you make your appointment and you can drive a Witt car for the day *if one is available*. We only ask that you put gas in them. Small price, great convenience.



7am-5pm Mon-Thurs & Fri 7am- noon

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Women's Car Class

A special class for women, who will learn—
How to prevent breakdowns
When can you drive it and when to tow it
What smells alert you to trouble before it happens
Reporting symptoms so a mechanic can fix it
How to avoid a wallet flush
Avoid looking like a victim if you can't get road service for 2 hours. You CAN change your own tire!
Saturday, March 23rd, 8am to 11am
Call for reservation. Bring a friend, space limited
Open to Honda/Toyota/Acura/Lexus owners

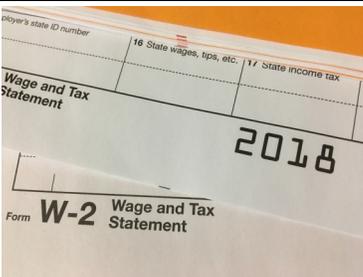
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Newsletter for Owners of Select Asian Cars

George Witt Service, Carefully doing it right
"Your Hometown Honda and Toyota Specialists"
3341 N. 35th St. (2 blocks north of Cornhusker)
Lincoln NE 68504-1559

Prsrt Std
US POSTAGE
PAID
Permit No. 1359
Lincoln NE

2016 Zero Waste
Business Award
Nebr. Recycling Council



Use Your Tax Refund

We can check your car carefully, fix up things that need it and you've got a car that will last another few years with **No Car Payments!** Use interest free credit to do it now.

Quick convenience tip:

When you call to schedule service work with an oil change, have the miles on your car (odometer reading) handy. It helps us advise you on what the car needs, or if it even needs anything at all.

Free Financing

A photo ID, a few answers and a few minutes is all you need to apply. We can do it on the spot. You can get a credit card good at our shop any time.



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