



**Attract New Customers
Cut Shop Costs**

UNDER LOAD

- ▶ Troubleshoot
- ▶ Power Tune
- ▶ Test Run

Build Shop Profits with an **INTERNATIONAL DYNO** **FULL LOAD MARINE DYNAMOMETER**

Cut Shop Labor Costs

How come there are so many International DYNO's in marine service shops throughout the country? Not because they are a stylish fad. It's because they increase the productivity of valuable shop labor, cut overhead and assure customer satisfaction.

An International DYNO is a tool investment that will usually pay for itself in the first season and then generate extra profit for your business for many years to come.

- ▶ Test anytime, day or night, good weather, or bad, any reason, right in your shop where your test instruments, tools and parts are handy.
- ▶ On water diagnostics and/or testing can take one or two technicians one or two hours. With a DYNO it takes only one technician just a few minutes to activate.
- ▶ DYNO testing is a marketable service. On water testing usually isn't.
- ▶ Reduce liability for technician and the boat in your shop, verses on-water work.

Solve The Tough Problems

So a good customer handed you his problem. Fix that engine, or maybe he just wants it ready for spring. Maybe it starts and idles, stirs up your "tank" OK, but he says it lacks "punch" on the lake.

Or how do you catch the "Gremlin" that only shows up when your customer is trying to get a skier up to speed? Or find an intermittent miss that only shows up when he's 20 minutes out? DYNO testing helps by simulating on-water reality right in your shop.

DYNO Lets You

- ▶ Run up engines from idle to full throttle under measurable load with shop test equipment for analysis.
- ▶ Locate high speed or mid range problems at working temperature and loads.
- ▶ Duplicate various "bog" situations.
- ▶ Time engines at recommended RPMs.
- ▶ Properly set I/O shifters.
- ▶ POWER TUNE to max engine performance.
- ▶ LOAD TEST to confirm repair or service.

Easy To Use

The International DYNO Dynamometer consists of two major components and associated support accessories. The major components are: (1) The DYNO control unit that controls and measures the load, engine speed and temperature, and (2) the DYNO power head pump that attaches to the engines prop shaft to "load" the engine. Accessories include prop shaft, connection adapters and cooling and exhaust systems.

Typical Test Run

1. Remove prop from engine.
2. Select correct prop shaft adaptor.
3. Slide DYNO pump onto prop shaft.
4. Connect water and tachometer to flushette.
5. Connect ignition analyzer or timing light if appropriate.
6. Start and warm up engine.
7. Adjust throttle and load value to achieve appropriate RPM and measure the output.

▶ **What is the DYNO?** It's a money maker/traffic builder for marine dealers' service shops. The International DYNO Marine Dynamometer is a "closed" hydraulic system capable of fully loading marine outboard and sterndrive engines for diagnostic and performance tuning and testing. Precise adjustment of "load" and measurement of output are possible through the engines entire RPM range.

▶ **Extra Charge For It**

In addition to a significant reduction in your labor costs, many marine service shops charge extra for DYNO tune-ups and testing. The service is marketable.

TROUBLESHOOT POWER TUNE

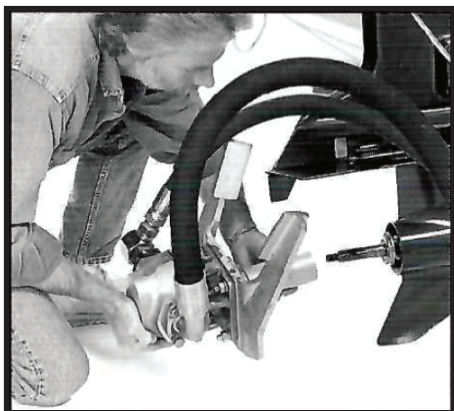
Under Full Load In Your Shop

If you have an experienced master mechanic in your shop they can usually take a boat for a “run” on a lake and knows what ails it. (They’ve seen it all before.) But does it pay? How long does it take one along with a helper to launch and make a diagnostic run? And then perhaps go back on the water again to confirm the fix?

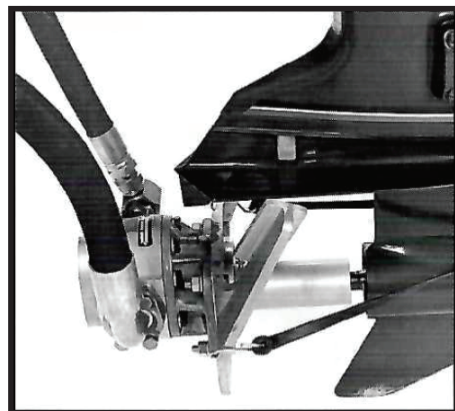
Compare that with taking a “run” with an International DYNO Marine Dynamometer. One technician can hook up the DYNO and in 10 minutes have that engine under test at full throttle, full load “reality”. And it all happens where you can use your test equipment and where special tools and parts are handy.

And when you think you’ve solved your customers problem it can be tested and verified easily before your customer is out on the water.

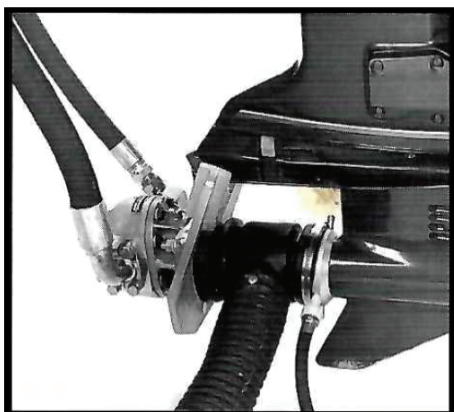
You make the best use of your valuable people, and show your customers you provide a superior service facility.



DYNO set-up is a one person, 10 minute shop job.



DYNO power-head pump slips on prop shaft to load engine.



EXHAUST SYSTEM reduces noise, directs exhaust away from operator.



EXHAUST SYSTEM includes exhaust cooling, muffler and 11 foot exhaust hose.