



Bulletin: Winter 2016

ANCO Profile Wiper Blades – Conventional steel structure blades are becoming less and less visible on newer vehicle applications. It is undeniable that the flat blade is the future of wiper blades. The success and popularity of the Profile wiper blade is evidence that the buying public is very excited and accepting of this new technology. It is important to note however that there are differences between conventional steel blades and flat blades and these differences must be addressed with customers purchasing flat blades. The superior performance of flat blades comes at a price. This is most evident during the winter months. Despite superior winter weather performance, flat blades tend to be less forgiving to cold weather abuse. This abuse often comes by way of a snow brush, ice scraper or simply by activating the wiping system when the blades are frozen to the windshield. Though not intentional, we strongly feel that this issue must be addressed with customers. A kind reminder will often prevent customer returns.

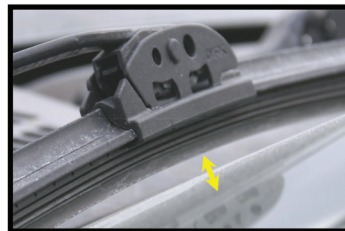
Tech Tip – Proper Wiper Arm Maintenance Will Help Promote Superior Performance

Harsh Canadian winters take their toll on exposed windshield wiper system components. Moisture, cold weather and salt accelerate corrosion that can find its way into small seams and gaps. This along with grit and road dirt can hamper joint and hinge movement preventing proper wiper arm tension. This tension is critical for proper flat blade performance. Without proper arm tension, flat blades may lift and set slightly, promoting streaking or missing. When this happens, care must be taken to flush out moisture, dirt and neutralize corrosion in order to provide lubrication with lasting protection in wiper arm joints and hinges. Applying a lubricant to wiper arm hinges and working the hinge to allow proper penetration assists the flat blade to function as it was designed. If this simple task is performed with every service visit, it will not only add a higher perceived value to the service offering but can prevent future customer enquiries. While you are at it, don't forget the rear wiper arm.

We recommend Oil Gard's Classic Penetrant Lubricant for proper wiper arm maintenance. It penetrates joints extremely well and does not wash away easily. Remember to place a shop towel behind the area being treated to prevent overspray onto the vehicle's windshield.



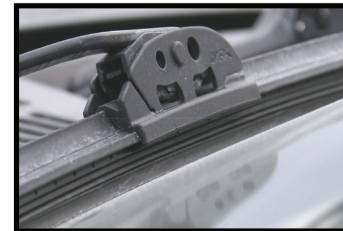
14210 (400g/12)
Penetrant Lubricant



Wiper arm lift and set



Spraying hinge to flush & lubricate



Proper blade set



Rear wiper arms are used less and often neglected