

# Getting It Wright

## ALL ABOUT CALIPERS

Rob Wright  
Caliper Specialist  
and Owner, UCX



## What's the Deal with the Square-Cut Seal?

**A** study published in 1997 found that pad life was, on average, 62% shorter on a brake job where only the **pad** was replaced, compared to a brake job that included a **caliper** replacement. This suggests that 6 out of 10 brake jobs should include a caliper replacement!

The reality in today's shop is that a technician will not suggest a caliper replacement unless he sees visual evidence that the caliper is leaking or hanging up. But let's get this right: Visual evidence of caliper failure is present in only 2 out of 10 brake inspections! What most shops miss is that it is probable that the **square-cut seal** in the caliper cannot perform the **release function** for which it was originally designed. True, the caliper does not leak, but it can no longer pull the pad off the rotor after braking. This causes parasitic pad wear and, as a result, a reduction in pad life.

Techs, understandably, do not want to be accused of "over-selling." If there is no visual evidence, they simply will not offer caliper replacement. This is a disservice to your customers because they are deprived of a much better, albeit more expensive, brake job. And you are deprived of a more productive job, i.e., higher ticket/less time. I believe a technician should never sell unneeded work. On the other hand, I also believe there is ample justification for offering the **option** of caliper replacement. Want help? Our website offers two free tech tips that explain how to sell caliper work: "Selling the Complete Brake Job to the Car Owner" and "Disc Brake Calipers and the Square-Cut Seal." Check them out! **RW**

## LOADED, SEMI-LOADED, & UNLOADED CALIPERS

*Precision Designed with the Technician in Mind™*



UNDERCAR EXPRESS • 888-740-0829

[WWW.UCX.COM](http://WWW.UCX.COM)