

Newsletter No 78

14 April 2014

I hope you all had a good start into fall

Although I have had a lot of things to write about, I have usually done so on Nick's Racing [Facebook page](#) when it happened.

What is just off the press, is that we have discontinued [Weber carburettors](#).

We will still service those that we have fitted until [spares](#) run out.

The quality of Webers has declined in the last few years, the price has increased and it stopped being fun ☹

I will still [Dynotune](#) your Weber equipped tjorrie ☺

It is sad, but then it has been a slow death.

Caveat, if you are offered a Weber and it is not made in Spain or marked Italy- do **not** buy it !

Another sad occurrence is that most of my suppliers (overseas and SA) have increased their pricing by an average of 12 %. Seeing that most of my imports are in USD, there will come a time this year where it will hurt ☹

I have tried to absorb most of these increases somehow, but will have to pass them on within the next few months.

My Labour rate has been static for more than 5 years, although I have given my workforce annual increases. It is obvious that I cannot continue doing business if I do not adjust.

My [Exhaust systems](#) have already increased, due to steel & [header increases](#).

[K&N filters](#) will most probably increase in June if the exchange rate increase from 9.97 USD

After 9 years I will be forced to increase my price on [Unichips](#) by 10 % :

N\$ 3300 Easy cars like the Nissan v6

N\$ 3500 Most petrol cars

N\$ 3750 Most diesel cars

N\$ 3900 Is about the ceiling for a complex installation

Still cheaper than most other installers ☺

We finally managed to fully control the mixtures and the road-speed governor on the Isuzu 360. It is probably the most difficult car to tune, but those that blanched at the petrol station do smile afterwards.

Sadly we cannot eradicate those pesky check-engine & airbag lights that seem to glare at you in these bakkies.

We treat these vehicles the same as Chinese cars in that I still do give a 3-month money back guarantee on parts, but not on labour. Usually I guarantee everything !

Most of you should know that we can switch 5 different maps in the [Unichip](#) with [Bluetooth](#).

Of course this can also be switched with a toggle or dongle.

Some use it for running on 95 in Namibia, Sonangol in Angola and standard.

Or 1 limited to a far lower speed than stock or with less power for a valet mode.

Or use it for access or gate control.

Your imagination is the limit with the Unichip ☺

Please remember there are many different "chips", but only one Unichip with a world-wide back-up.

The feedback we have received on the 3.0 D4D front mount Intercooler has been very positive both on response and fuel consumption.

120 to 150 kW The Unichip alone makes about 138 kW
360 to 415Nm. The Unichip alone makes about 390 Nm



You **HAVE** to tune the engine after this conversion is done.

IC with fitting and Unichip + Tuning runs about 12 000 N\$ all inclusive.

If you already have a Unichip fitted, the IC installation & subsequent retuning costs under 9500 incl

Do you need to filter fluids in-line. K&N makes a nifty [inline fuel filter](#).

Never mind if it is petrol, Oil, Hydraulic fluid etc.

I regularly get in loud cars where the client complains that after having his "free flow" fitted it does not make much more power.

Not only is this illegal, but it irritates us tuners when we have to listen to this noise that is drowning out ping etc.

Tuning will free up some horsepower, but never as much as a properly designed tuned-header, free flow system. And such a system can make loads of usable power. More than [most camshafts](#) !



I believe there is no other shop that will make an exhaust-system that makes more overall usable power than us.

Most people get [cam choice](#) wrong !

Most do not even know how to measure a cam, but are happy to recommend a 274 grind to their

buddy's Polo 1.4.

I was involved in the custom cam business about 25 years ago and have stopped educating people since then, as most people seem to know better ☹

I will suggest a specific camshaft based on how the vehicle will be used & what has been done to it.

A Cam is the brain of the engine & therefore the last part in the modification chain. The cam decides where your power-band will be.

To design all the other modification work around the initial choice of camshaft is about the most hare-brained thing I have come across.

I just love this quote by Aristotle, as it feels like that to me ☺

“Pleasure in the job puts perfection in the work.”