

# Make 3x Profit Selling Washers Alongside SMART -O

It is standard industry practice to change oil drain plug / sump plug washers with every oil change. The reason is that after one-time use washers compress and alter the previously applied torque on the plug. The same goes for SMART-O plugs, where washers must be changed with every oil change as well.

The SMART-O washer assortment program offers a more complete part solution and generates profit in the supply chain alongside sales of plugs:

- Industry standard aluminum washers and polymer gaskets
- Blister pack washer assortment for retail (4 sizes/2 pcs each - 8 pcs)
- Washer assortment kit for professional workshops (300 pcs apx.)
- Replacement washer boxes / and packs (10 pcs/bag - 200 pcs total, to refill the case)



Now SMART-O can become the main part source for professional workshops, retailers who carry SMART-O plugs but buy washers from somewhere else. The washers work for SMART-O and regular oil drain / sump plugs alike.

Washers could exceed 3x the annual volume of plugs you are selling. Selling the washer program could enable you to sell parts even if no SMART-O is used. Explore the opportunities for more profit from selling washers.



Protecting your engine and the environment

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THE INTELLIGENT DRAIN PLUG  
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