From: gmclist-bounces@temp.gmcnet.org on behalf of Larry
To: gmclist@temp.gmcnet.org
Subject: Re: [GMCnet] REAR BRAKE TORQUE REACTION SYSTEM
Date: Saturday, June 05, 2010 11:13:51 AM

Your fix sounds good and is very good when tested but I think it has several things going against it.

Folks are funneling their money to upgrade the current GMC they own. It has working brakes from GMC engineers. It is hard to think that the OEM brakes are not good enough.

Many of the comments are, I would like to get your brakes but I have to save up some money - or - I am working on the coach first. There is nothing wrong with your brake system or your sell speech, things are a bit tight for a lot of us.

I would wonder if there is concern about LONG TERM SERVICE. These days we have seen many "Permanent" structures come tumbling down.

Other than COST, it just may be fear of changing the system out. For some this is a big change to the brake system.

For Others, they may have already updated their coach and it is just " GOOD ENOUGH ".

I understand your frustration and will be watching your product.
Perhaps over time it may become more popular, like the quadra bag suspension upgrade.

Are there any pics of this change-over process on a site somewhere?? I would like a better understanding of what you found to be a problem and what the fix was.

I might suggest you put your seminar on DVD and sell it for cost of the DVD to GMCers. Perhaps you can make a two part story. the first would be the easy explanation, like a commercial of the brake system with examples. The SECOND would be the engineering side of it. One for the average RV owner, the other for the more mechanical engineer types. Might help your cause..

LarC (Thinking UpGrade products will always have a cost barrier in a tight market)

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