

# PROFESSIONAL DISTRIBUTOR

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BUSINESS MEDIA



A snapshot of what tools and equipment shop owners and technicians are purchasing.

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**Most Wanted** Page 16

**Show Me Your Truck** Page 36

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[VEHICLESERVICEPROS.COM/21275588](http://VEHICLESERVICEPROS.COM/21275588)



**PHOTO GALLERY:**

The Matco Tools Expo was held in San Antonio from Feb. 19-22.

[VEHICLESERVICEPROS.COM/53027050](http://VEHICLESERVICEPROS.COM/53027050)



**PHOTO GALLERY:**

The Mac Tools Fair was held Feb. 16-18 in Dallas.

[VEHICLESERVICEPROS.COM/53026462](http://VEHICLESERVICEPROS.COM/53026462)

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## Numbers never lie

This year's Aftermarket Profile results are in, and the numbers will tell you exactly what you need to know about your customer's purchasing habits, tools and equipment you should be stocking, and so much more.

In every issue of *Professional Distributor*, we do our best to provide you with everything you need to make the sale—new tools and equipment hitting the market, sales tips, a peek at what our *PTEN* readers are reading about when it comes to the ever-evolving topic of diagnostics. This month's issue is special though because it contains our eighth annual Aftermarket Profile (see page 18).

The yearly *PTEN* purchasing study consists of data gathered from shop owners and technicians across the country. We asked questions about the types of repairs and services they perform, the tools and equipment they own, their current and future purchasing plans, and much more.

We know you've got a lot on your plate between making your rounds, fielding calls, responding to emails, and everything else in between, but if you have a few minutes to spare, flip through the Aftermarket Profile. Consider how the business details and overall numbers line up with your own customers and experiences.

According to this year's study, you'll want to make sure you're keeping your truck stocked with a variety of hand tools. Eighty-one percent of shop owners/technicians noted that hand tools are what they plan on purchasing this year.

Additionally, be sure to take your time perusing the diagnostics

section (pages 26–27). Seventeen percent of shops say they would offer reflashing or reprogramming if they had the equipment to do so, and 56 percent of shops say they would remotely access a customer's vehicle data if they had a telematics tool. Now may be the perfect time for you to strike up a conversation with your customers about these products.

We also learned that almost half the shop owners surveyed anticipate greater revenue in 2023 than last year, and a significant 76 percent of shop owners and technicians plan on spending either more than or the same amount on tool and equipment purchases this year. How are you helping to support your customers' purchasing plans?

Our goal with this report is, as always, to provide you all with a valuable reference for your business. If you have any questions or just want to discuss the findings in this report, feel free to reach out. As *Professional Distributor's* new editor, I'm looking forward to chatting with as many of you as I can about this and many other topics down the road. **PD**

*Editor's Correction: In the Diagnostic Tech article featured in our February issue, an image of the Automotive Test Solutions product was placed with an image of Pico Technology's PicoScope 4425A with an incorrect caption. The images should not have been placed together and should have been separately captioned. We apologize for the error.*

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## Welcome to Sneak Peek!

This section features recently introduced automotive tools and equipment. See new products even before automotive technicians read about them in *PTEN* magazine.



### FEATURES A SPRING-LOADED MECHANISM

The **CTA Manufacturing Ford Fuel Injector Connector Disconnect Tool**, No. 6515, features a spring-loaded mechanism that allows for easy removal of a connector. The tool services 6.4L power stroke injectors for 2008+ 6.4L F250, F350, F450, and F550 applications. Its four-prong fork design maximizes surface area on the injector and connector to limit damage. ■

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### FEATURES A CUTTING CAPACITY OF 7/8" CLEAN CUT

The **Forney Industries 45 P PRO Plasma Cutter** features a cutting capacity of 7/8" clean cut (1/2" aluminum) and 1-1/8" sever cut. The 25' Forney Ignite Plasma Torch offers drag torch technology that supports all skill levels. The integrated air pressure and water separator provide additional protection to the machine while maximizing consumable life. This plasma cutter is dual-voltage and runs off 120V or 240V (adapter included). The Forney 45 P PRO Plasma Cutter is generator friendly (8 KW of continuous power for 240V) and comes with a three-year power source warranty. ■

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### OFFERS A MAXIMUM SPEED OF UP TO 7,000 RPM

The **Martins Industries Impulse 1/2" Classic Impact Wrench**, No. MX-C1, is equipped with a twin hammer design and delivers a maximum working torque of 531 ft-lbs with a maximum speed of up to 7,000 rpm. Designed with an ergonomically, grooved grip handle which maintains operator control, efficiency, reduces fatigue, and slippage during extended periods of time. The five-speed impact wrench also has a control mechanism to easily switch between clockwise and counter-clockwise rotational torque direction to suit user's lug nut fastening needs with the accompaniment of a 1/2" drive socket. ■

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### LONG LASTING AND DURABLE ADHESIVE

The **Dent Fix Equipment Cold Adhesive Glue Slide Hammer Set**, No. DF-CGS71, is a lightweight kit designed to enable auto body professionals to quickly and safely move large areas of metal efficiently. The kit includes the company's 2.8 lb Slide Hammer, 50 grams of Mammoth Tar Cold Glue, and four tabs. Each tab is aluminum for strength and durability. Tab sizes include: 38mm and 52mm round tabs and 22mm by 57mm and 36mm by 80mm rectangular tabs. The Mammoth Tar Cold Glue provides almost instantaneous, strong adhesion and will not harm the finish of the vehicle, the company says. ■

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### HOLDS BITS FIRMLY IN PLACE

The **Bit Buddy** from **Ernst Manufacturing** measures 8" in length and fits up to 30 bits. With rare-earth magnetics, the Bit Buddy holds strong whether on the side of a toolbox or upside down. Its taper lock system keeps bits firmly in place and releases them easily when needed. The bit organizer also has a specifically designed hole that fits one 3/8" drive chuck and offers three configuration options for long and short bits. Available in black/red and Hi-Viz/black color combinations. ■

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### WI-FI AND REAL-TIME UPDATES

The **ATEQ TPMS Tools VT57 TPMS and Tire Management Tool** is an all-in-one, comprehensive, touchscreen TPMS tool with coverage for American, European, and Asian vehicles.

Its advanced features and functions provides complete TPMS management.

Thanks to frequent updates, it includes all new TPMS sensor and vehicles, immediately when introduced each year. Other notable features include Wi-Fi and real-time updates powered by LiveSensor, a built-in OBD port, DOT recording, TPMS sensor part number look-up, ECU unlocking for Toyota family of vehicles, TPMS reset via OBD-II on more than 90 percent of car models, and it programs all leading aftermarket programmable sensors. ■

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### SELF-GRIPPING JAW DESIGN

The **Matco Tools 3-pc Cobra Pliers Set**, No. PC3SG, now available in green, offers a gripping surface that has special hardened teeth, is wear resistant, and grips any shaped object—round, square, hex, or flat. The self-gripping jaw design and self-locking ability prevents slipping off the workpiece. The pliers open wide with an easy push button. Adjust once and it stays while fine-adjustment provides optimum opening for different size workpieces. The pliers also feature a guard to prevent finger and hand pinching as well as a thin head to fit into tight spaces. ■

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### LARGE LCD SCREEN

The **Olsa Tools Digital Caliper Measuring Tool**, No. 1589, features a large LCD screen to easily read measurements quickly and accurately. By the use of one button, users can easily switch between three measuring units: millimeters, inches, and fractional inches. Its high-resolution, internal digital sensor provides precise measurements down to +/-0.01mm. Made from hardened stainless steel, the tool offers precision-ground jaws for ideal parallelism and an all-metal construction for strength and durability. It also includes a depth gauge, step gauge, zero button, thumbwheel, locking screw, and measuring jaws for inside measurements. ■

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### 520 LB CASTER CAPACITY

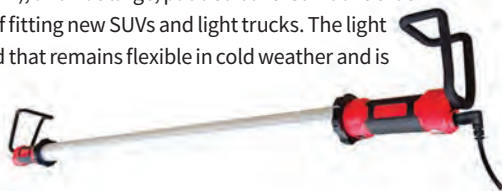
The **Homak Manufacturing 43" Big Dawg 6-Drawer Service Cart** features a 25" deep design with six drawers. Lockable top till includes a power strip for storing valuables or electronics. Drawers are secured by a lift latch feature to prevent drawers from accidentally opening. Each drawer is fully extendable, can hold up to 100 lbs, and is lined with non-slip PVC foam. The service cart also offers UV protective high-gloss finish and chrome casters. Caster capacity of 520 lbs keeps all tools convenient and portable. ■

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### BUILT-IN HUMAN BODY SENSOR

The **SABER 2,000 Lumen LED Corded/Cordless Underhood Light**, No. ATD-80365, features a human body sensor (HBS)—a 360-degree microwave radar sensor that automatically activates the light when a human body is within 10' to 15' and turns off when out of range. The sensor saves on both battery power and lifecycle. The 40" light bar emits up to 2,000 lm, offers two modes (high and low), and has large, padded covered hooks that extend from 55" to 83", capable of fitting new SUVs and light trucks. The light comes with a 25' removeable cord that remains flexible in cold weather and is oil and grease resistant. ■

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## SOLID TEXTURED AND CONTOURED HANDLES

The **ARES 32 oz Slim Line Deadblow Hammer**, No. 23052, features a slim profile head design for greater precision and easier work in tight and obstructed spaces. The hammer's shot filled canister in the head maximizes driving force while reducing rebound and vibration for less strain on the hand and wrist when hammering. Featuring one-piece polyurethane construction for durability, even in high-impact applications, the hammer also offers solid textured and contoured handles to reduce the risk of slipping in the hand while providing a comfortable, sturdy grip and control. The long head of this 32 oz hammer is also ideal for driving pistons into place with ease, in addition to other unique applications. Made in the U.S.A. Also available in 8 oz, 18 oz, and 26 oz. ■  
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## IDEAL FOR WORKING IN INTRICATE SPACES

The **Ingersoll Rand 320PG Pencil Grinder** features a slim profile, making it ideal for working in intricate spaces. Created with a molded custom TPU grip for easy handling and an oversized speed control knob, the 320PG provides maximum comfort for extended use. Ideal for jobs from precise grinding, to final cleaning and polishing between dies, to mold finishing, light deburring, and flash removal. ■  
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## DOESN'T DEFORM OR RESIZE TARGET IMAGES

The **RCCS3 Digital Target Representation 75" 4K Monitor** from **TEXA** does not deform or resize the target images to provide ADAS calibrations that meet OEM specifications. Continuous **TEXA IDC5** software updates easily provide new digital vehicle coverage targets to clear considerable space in the workshop from multiple physical targets. Simplify operator calibration workflow with the latest laser measurement digital positioning system. A single operator can easily center and square the calibration frame to the vehicle using the laser measure system in combination with the latest **IDC5** guided positioning software to quickly perform micro adjustments with precision. ■  
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## ADJUSTS UP TO 75.5"

The **NextLED Dual Color/Power Tripod Work Light**, No. NT-6926M, is equipped with an 8,000 mAh built-in Li-ion battery and features a remote control which allows users to control the brightness of the light up to 100'. The NT-6926M offers adjustable color temperature and illuminations settings. Users can easily switch between color temperatures (4,000k warming light and 6,500k bright light) and brightness levels (6,000 lm, 2,000 lm, and 500 lm) to fit different applications. The lamp head can be detached and mounted to wherever needed thanks to its magnet and hook design. The heavy duty tripod light stand adjusts up to 75.5" and the multi-directional LED heads rotate 360 degrees and pivot 90 degrees. ■  
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## ENABLES SIDE-TO-SIDE SHIFTING

The **BendPak EV2400SL EV Battery Pack and Powertrain Lifting System** has recently been upgraded and now part of the company's **Mobi-EVS** lineup. The EV2400SL retains its 2,400 lb capacity but now features an integrated slip-plate deck that enables side-to-side shifting as well as more ergonomic deck handles and larger tool trays that run the length of the platform on both sides, keeping fasteners and tools within easy reach. Other notable upgrades include zero-throw tri-casters, a reinforced steering handle that can be removed and stowed when not in use, and a 2-pc lift motor cover for easier maintenance. **Mobi-EVS** models meet or exceed the standards prescribed by **ASME PASE 2019**. ■  
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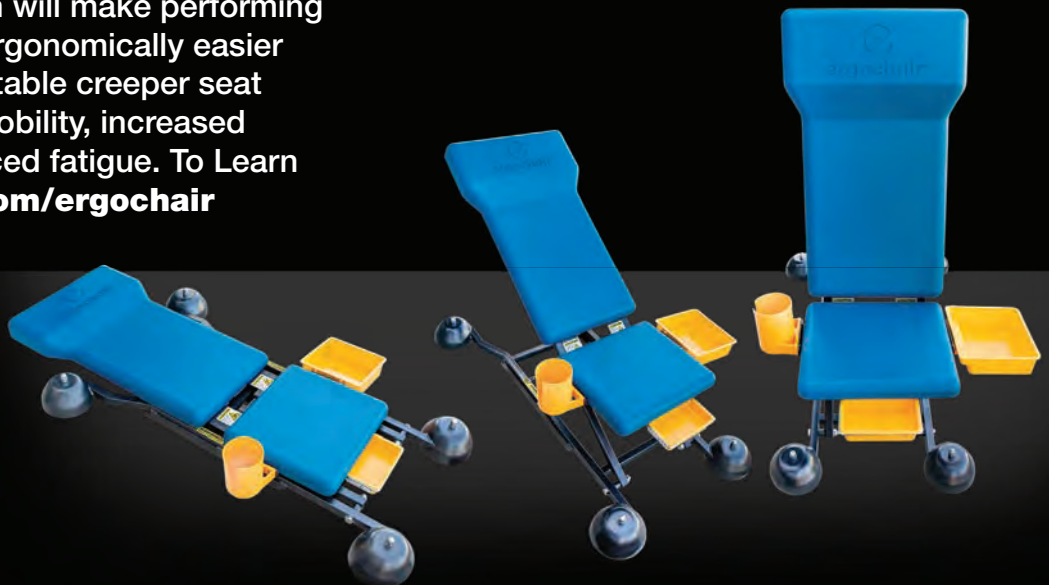
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## SNEAK PEEK



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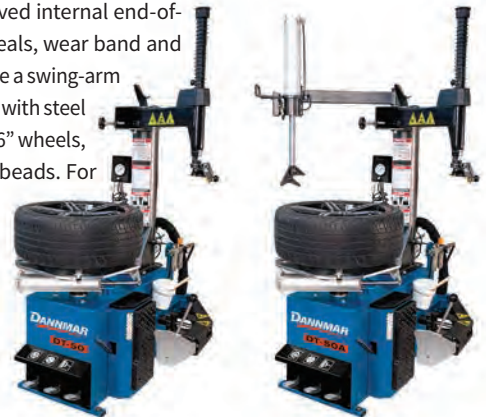
The Proflex+ Pro MX-700T Smoke Monster Leak Locator is a two-in-one machine for EVAP and turbo, or for needing higher air pressure. The MX-700T offers a LCD screen and LED flow meter to provide exact/precise readings, a built-in air compressor for portability, an air leak decay test, as well as visual and audio warnings and detections to indicate whether the vehicle passes or fails testing. Additionally, it features CeramiHeat technology, manual/automatic modes, a pressure type selector, and is compatible for use with mineral/baby oil and dye. The unit comes with an accessory case with all required parts. ■

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### IMPROVED WEAR AND TEAR ENHANCEMENTS

The Danmar Updated Swing-Arm Tire Changers, Nos. DT-50 and DT-50A, now include enhancements to improve wear and tear. The bead breaker blade received a rubber bump-stop to ensure a smooth arm return, reducing shock loading. The stainless steel and aluminum pneumatic cylinders received internal end-of-stroke cushions that protect the seals, wear band and piston rod. Both tire changers feature a swing-arm design that facilitates quick loading, with steel clamps to efficiently handle 12" to 26" wheels, including low-profile and run-flat beads. For stiff sidewalls, the DT-50A adds a power-assist tower. The Danmar tire changers' high-torque turntable with reverse-direction control enables fast tire swaps. ■

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### AVAILABLE WITH OR WITHOUT IQITY

The Thraxus Elite Safety Eyewear from Radians are available with or without IQity, Radians' intelligent anti-scratch, anti-fog technology. The Elite eyewear are engineered with the same patented edge design and cyclonic venting of the original high-performance Thraxus safety

glasses. To provide a custom fit on a variety of head shapes and sizes, Elite also features three-position ratcheting temples with a wire core that allows for more adjustability. A soft brow further boosts the comfort level. Thraxus Elite IQity incorporates even more features to offer ANSI Z87.1+ high impact protection, D4 dust and D3 liquid splash protection, as well as X anti-fog performance. ■

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Watch this product in action here: [VehicleServicePros.com/53027889](https://www.VehicleServicePros.com/53027889)





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### REPAIRS WHEEL STUDS SAFELY AND CHIP-FREE

The **GEDORE Thread Reset Tool**, No. 3435644, is designed to repair wheel studs safely and chip free. The tool can be used universally on wheel bolts with M12 x 1.5 and M14 x 1.5. According to the company, repairs are done in just 30 seconds and will not weaken the thread. The thread becomes chipless by rolling (forming, pressing, embossing) back to its original geometry. No material is removed and the strength of the wheel bolts are fully retained. Use with a standard hex socket with reversible ratchet. ■

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### QUICK-CHANGE LOCKING COLLET

The **Mac Tools 6-pc 4V Cordless Screwdriver Set**, No. SBD4V6S, features a compact design with a 300 rpm motor that drives screws faster, maximizing speed while minimizing strain. The IP54 rating and durable handle material ensures protection against water and dust, while an internal locking mechanism stabilizes and protects gearing when manual torquing is required. It offers five LEDs, a three-stage charge indicator, a simple push button for driving and reversing, and an intuitive, quick-charge collet for no-hassle bit swap-out and secure hold. Works with USB-C cables and delivers a full recharge in 70 minutes. ■

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



### AVAILABLE IN TWO SIZES

The **Portasol-Patch** from **Portasol** is a multi-purpose repair patch available in two sizes: 3" by 6" and 6" by 9". It's suitable for a wide variety of applications. The Portasol-Patch is a fiberglass-reinforced polyester that can be sanded, grinded, drilled, and more. It's waterproof and weather-proof, while also being chemical and temperature resistant. The patch will work on almost any hard surface and will not shrink or expand. ■

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

# The QUALITY Battery Chargers Professional Technicians TRUST

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**CELEBRATING 75 YEARS**  
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6002B



6006AGM



6009AGM



6012AGM



IBC6008MSK



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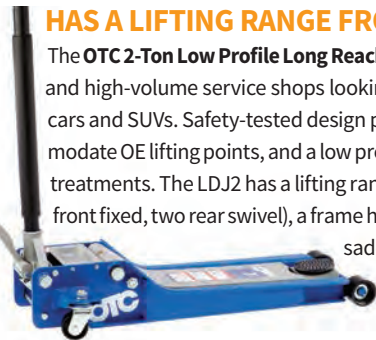
For more information, click on "PD e-inquiry" at [VehicleServicePros.com](http://VehicleServicePros.com)



## SLOW TARGET SCAN MODE

The **Mastercool Black Series Infrared Refrigerant Leak Detector**, No. 55600, uses an infrared sensor to effectively identify halogenated gases. The ergonomic design and rugged construction provides refrigerant leak detection all while allowing the technician to easily adjust sensitivity to adapt to different environments. The unit detects the refrigerant by scanning the area in a slow target scan mode. Moving the sensor back and forth until the alarm sounds; the IR sensor zeroes out when held over a leak. The leak detector provides the same trigger conditions for all refrigerants, and features an auto-off function. Kit includes charging cable and replacement filters. ■

For more information, click on **"PD e-inquiry"** on [VehicleServicePros.com](http://VehicleServicePros.com)



## HAS A LIFTING RANGE FROM 3" TO 21"

The **OTC 2-Ton Low Profile Long Reach Service Jack**, No. LDJ2, is ideal for general service and high-volume service shops looking to lift midsize cars, trucks, SUVs and compact cars and SUVs. Safety-tested design provides lifting with an extended reach to accommodate OE lifting points, and a low profile for vehicles with low-to-ground aerodynamic treatments. The LDJ2 has a lifting range from 3" to 21", a reach of 69", four casters (two front fixed, two rear swivel), a frame height of 2.75", and a 4" diameter round rubberized saddle. The handle measures 50" in length. ■

For more information, click on **"PD e-inquiry"** on [VehicleServicePros.com](http://VehicleServicePros.com)



## MADE FROM HIGH-QUALITY CARBON STEEL

The **Oni Tools Ford 6.7L Front and Rear Crankshaft Seal Remover and Installer Master Tool Kit**, No. ONI450C, is designed to remove and install crankshaft oil seals for 2011 to 2021 Ford Super Duty F-250, F-350, F-450, F-550, 6.7L power stroke diesel and 2016 to 2022 Ford Super Duty F-650 and F-750 6.7L power stroke diesel engines. Manufactured with high-quality carbon steel for high strength, anti-oxidation, and durability. ■

For more information, click on **"PD e-inquiry"** on [VehicleServicePros.com](http://VehicleServicePros.com)



## FIRST TO MARKET



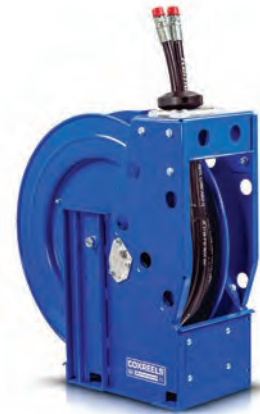
### Clamp Probe Set Cat. No. 21200

Originally designed to allow a lone technician to test for voltage drop on top battery posts; its handsfree operation is a useful diagnostic tool when a third hand is needed.

- Works with standard 4mm banana plugs
- Probe swivels and adjusts in height to test where you need it
- Works great for testing recessed connections
- Clamp tips for added grip
- Available individually as the 21215 (black) and 21216 (red)

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TOLL FREE 800-988-2000 FAX 973-821-7152  
www.toolaid.com

For more information, click on **"PD e-inquiry"** at [VehicleServicePros.com](http://VehicleServicePros.com)



## RATED TO 2,500 PSI

The **Coxreels Extreme Duty XTM Dual Hydraulic Reel**, No. XTM-DMP-450, is ideal for any application where dual hydraulic lines are required such as remote hydraulic equipment or accessories, including rescue tools, motors, saws, and more. Coxreels' single-sided, dual-bodied hydraulic swivel is featured on this reel allowing for the inlet connections to both be on the same side of the reel. The hose included on the with-hose models is a twin-line fully bonded hose for smooth performance and handling. The Extreme Duty XTM Reel is rated to 2,500 psi and U.S.A. made. ■

For more information, click on **"PD e-inquiry"** on [VehicleServicePros.com](http://VehicleServicePros.com)





FOR MORE INFORMATION ABOUT ANY OF THESE PRODUCTS, CLICK ON "PD E-INQUIRY" at [VehicleServicePros.com](http://VehicleServicePros.com).



### MAXIMUM 500 LM HIGH OUTPUT

The **Mueller-Kueps LED Worklight**, No. 904 985, emits up to 500 lm with 40 to 100 percent dimming modes. The worklight can hang using its 360 degree hook, or stand thanks to its strong magnet base. The high-efficiency light also offers a battery level display and is IP54 rated for water resistance and IK07 rated for impact resistance. ■

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

### PUSH BUTTON FOR EASY ADJUSTMENTS

Designed to meet the ever-changing demands of America's trades pros, **Channellock SpeedGrip Tongue & Groove Pliers** combine the dependability of the company's original Tongue & Groove Pliers with an innovative push button for fast and easy adjustments that lock into place. Forged from high-carbon U.S. steel and featuring laser heat-treated crosshatch teeth, SpeedGrip Pliers are built for maximum strength and grip 2.5 times better than traditional tongue and groove-style pliers, says the company. ■

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



### EMITS UP TO 2,000 LM

The **Streamlight ProTac 2.0 Flashlight** is a 2,000 lm, rechargeable, handheld tactical light designed to offer extreme brightness and long run-times. The light is powered by Streamlight's SL-B50 battery pack that charges directly via an integrated USB-C port and features LED status lights to indicate charging status. The light has three operating modes—high, medium, and low—with run times from 25 hours on low to 2.5 hours on high. The ProTac 2.0 features an anti-roll head, gasket-sealed lens, and a multi-function, push-button tactical tail switch that permits one-handed operation.

It also comes with a removable, multi-position pocket clip, holster, and USB-C charge cord. ■

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



## Looking for a Full Service DPF Tool for Commercial Vehicles?

If you're looking for a mid-line code scanner to diagnose medium to heavy duty commercial vehicles and you don't want to break the bank, then look no further! Introducing the all-new **HD Code Pro**.

The **HD Code Pro** is slotted right in between our HD Code II and our more professional line of scan tools, such as the HD Pro III and HD Pro Tab. It is the perfect triage tool for reading & clearing codes and performing quick & easy DPF resets and regens—but even more, with the HD Code Pro, now you can also perform SCR, Ash and Soot Level Resets, along with Service Maintenance Resets. It is now a full DPF service tool!



### FEATURES & BENEFITS

- Commercial Vehicle Coverage with Heavy Duty and Medium Duty Truck Emissions Service Capabilities (DPF / DEF / SCR)
- Coverage for Detroit, Cummins, International, Isuzu, Mack/Volvo, Hino/UD, Fuso, Paccar, Mercedes, Caterpillar, Perkins, John Deere and more!
- Mitsubishi ECU Reset function to properly perform DPF Regeneration
- ECU Data and ECU Resets to Clear Emission Codes
- DPF / SCR / ASH level and Soot level resets
- DEF Coverage
- NOX, NOX Sensor/ Doser Valve/ DPF Pressure Sensor Test and Resets
- EGR Test and Reset
- Detroit: Register New DPF Filter
- Read & Clear Codes and View/Graph Live Data
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- Oil & Maintenance Reset for Heavy duty through Medium duty
- Built-in Printer



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### 633XEL

#### PIERCING TEST LEAD FOR QUICK DIAGNOSTICS



Piercing needle on hook provides connection with minimal impact on wire



Chisel tip and v-groove design on hook allows connection in tight spaces



One standard banana socket on hook is located on the side of the handle



Standard right angle shrouded banana plug to plug into multimeters



Custom capabilities available for wire, length, & connector combinations



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For more information, click on "PD e-inquiry" at VehicleServicePros.com

### OFFERS VARIABLE SPEEDS FROM 8,000 TO 20,000 RPM'S



The Milwaukee Tool M18 FUEL Variable

**Speed Braking Die Grinder, Paddle Switch with ONE-KEY**, No. 2984-20, offers five speed settings between 8,000 to 20,000 rpms to provide users the precision and power needed in key applications. The die grinder is equipped with RAPIDSTOP technology to provide braking in under two seconds, a spindle lock to provide one wrench accessory change, and an LED worklight. Its paddle switch design provides enhanced control and maximum material removal when operating in various positions. It's also compatible with ONE-KEY for easy tracking and offers up to 2" cutting and 3" sanding accessory compatibility for material removal and surface prep applications. ■

For more information, click on "PD e-inquiry" on VehicleServicePros.com



### FEATURES A REMOVABLE TANK FOR TRANSPORT

The Carlyle Tools ACM Series is designed to efficiently recover, recycle, and recharge automotive A/C systems. The A/C machines are compatible with both electric and traditional engine-driven compressors. Built with a welded steel frame, the units' heavy duty construction is made to last. They also feature patented motor-controlled ball valves, a patented oilless compressor, and have a removable tank for transport. Available in three models. ■

For more information, click on "PD e-inquiry" on VehicleServicePros.com



### INCLUDES ID MATCH FUNCTIONALITY

The ATEQ TPMS Tools VT67 TPMS and Tire Management Diagnostic Tablet is Android-based and has a large screen, expansive memory, and a built-in camera, making it easy for users to store and manage essential customer data. The VT67 is equipped to handle features such as compatibility with the company's upcoming TPMS Cloud platform, BLE sensor scanning, and secure gateway. Similar to all ATEQ tools, the VT67 offers 100 percent OE sensor coverage as well as coverage for 20+ aftermarket sensor brands. It also includes ID match functionality, built-in email, Wi-Fi/real-time updating, and more. ■

For more information, click on "PD e-inquiry" on VehicleServicePros.com

### REMOVES STANDARD AND DAMAGED LUG NUTS

The Lisle Corporation 7-pc Flip Socket Set, No. 12950, offers two hex sizes in each socket for the removal of standard and damaged lug nuts found on many vehicles. The 6-point impact sockets are made from chrome moly steel and have a black oxide finish. The set includes a 1/2" drive extension, 17mm/17.5mm, 19mm/19.5mm, 21mm/21.5mm, 22mm/22.5mm, 27mm/27.5mm, and a deep thin-walled 19mm/21mm socket. The 19mm/21mm socket includes a plastic sleeve that prevents scratching the wheels. The set comes in blow molded case for storage. ■

For more information, click on "PD e-inquiry" on VehicleServicePros.com







FOR MORE INFORMATION ABOUT ANY OF THESE PRODUCTS, CLICK ON "PD E-INQUIRY" at [VehicleServicePros.com](https://VehicleServicePros.com).



### TAKES HIGH-QUALITY THERMAL IMAGES

The **FLIR ONE Edge Pro** wirelessly connects to a smart device to easily inspect targets that are out of reach or out of view, or it can clip onto a phone or tablet for one-handed operation. Combining VividIR and FLIR MSX (multi-spectral dynamic imaging), users can take high-quality thermal images from any position or angle with a natural grip. With FLIR Ignite, users can instantly upload images and videos from the FLIR ONE Edge Pro to the cloud where they can edit, organize, store, and share data. It's compatible with iOS and Android smartphones and tablets. ■

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](https://VehicleServicePros.com)

### DESIGNED TO RESTORE THE SEAT TO FACTORY NEW

The **ProMAXX Ford Power Stroke 6.7L Fuel Injector Seat Restorer Service ProKit - Robby** enables technicians to quickly remove stuck fuel injectors and easily refurbish the fuel injector seat in the 6.7L cylinder head. The Robby tool restores the seat's seal in approximately 15 seconds, maintaining cylinder head compression and engine performance. The ProKit is designed to remove carbon deposits and restores the seat to factory new. It includes the company's PowerPull 6.7L Fuel Injector Removal Kit, which pops stuck fuel injectors quickly by not bolting/unbolting from the cylinder head. Engineered and American made. ■

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](https://VehicleServicePros.com)



Watch this product in action here: [VehicleServicePros.com/53026805](https://VehicleServicePros.com/53026805)



Italian design. European quality.

# 1547/C6

## UNIVERSAL BALL BEARING EXTRACTOR

The **Beta Tools 1547/C6 Universal Ball Bearing Extractor** is a must-have for mechanics.

It is designed to remove ball bearings ranging from 25mm-135mm without damaging the surrounding components. This (Universal) dummy ball-bearing extractor will make your job easier with its simple design and easy use.

The 1547/1 comes with extension pullers 205mm long, 3 pairs of bearing removal tips for 5, 6 & 8mm. The 1547/2 comes with extension pullers 102mm and 2 42 & 112mm adapters, 3 pairs of removal tips for 9, 11, and 12.5mm bearings. Tools are kept in a foam tray with a metal case.



#015470006



[betatoolsusa.com](https://betatoolsusa.com)

1.717.449.5044

Beta Tools USA is a subsidiary of BETA UTENSILI S.P.A. Sovico (MB) - Italy

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# MOST WANTED

## Do YOU stock it?

The following products are among the most requested tools and equipment from recent issues of *PD*'s sister publication, *PTEN*. Perhaps you've already received requests about some of these items. Take a closer look at stocking them.

### A Features six 1/4" outlets

The **Ascot Supply 6-in-1 Air Line Manifold Kit** features six 1/4" outlets and comes with three 1/4" aluminum plugs. The aluminum plugs can be inserted into the manifold when the additional outlets are not in use. The kit is made from lightweight aluminum and acts as a manifold for 1/4" hoses to split the line.

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



### B Detects invisible problems quickly

The **Innova Electronics Multi-Purpose Infrared Inspection Camera**, No. 3360, uses thermal sensors to target and record temperatures, detecting invisible problems quickly. Users can turn thermal images into a photo that can be stored and viewed at a later date as well as download images to the computer to edit, share, or print. Automotive applications include checking the radiator and hoses for hot/cold spots to identify potential blockages or failed components, inspecting brake calipers for sticking, and measuring HVAC lines and condensers to confirm temperature uniformity or restrictions. The Innova 3360 features a 2" color screen, IP54 rating, and a measuring range of -4 to 1,112 degrees F.

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

### C Has a duty cycle of 175 at 30 percent

The **Lincoln Electric POWER MIG 211i MIG welder** is a 200A machine ideal for MIG, flux-cored, and spool gun welding. The unit weighs 41 lbs and is portable thanks to its sleek design with multiple lift points and inverter technology. With its seven-segment display and basic knob controls, users can weld quickly in a simple three-step process: select welding process, select wire diameter, and select material thickness. The machine then takes it from there, automatically providing the optimal voltage and wire feed speed settings. The POWER MIG 211i has a duty cycle of 175 at 30 percent and can operate on 120V or 230V input voltage. Various accessories included.

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



### D Removes a wide variety of hose clamps

The **CTA Manufacturing Locking Hose Clamp Pliers with Offset**, No. 1224, is designed for removing a wide variety of hose clamps. The head of the pliers has a dimension of 32mm by 19mm and features a multi-directional slotted pattern for wide application range, including tank ventilation line clamps, radiator hose clamps, and transmission cooler lines. The spring-loaded locking mechanism can open up to 65mm. The pliers have an extra-long reach of 10-1/2" and have cushion grips for comfort.

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

### E Measures current and pulse width modulation

The **Power Probe PPTAMP and PPTPWM Adapters** are designed to cut diagnostic times and increase diagnostic accuracy. The PPTAMP allows any Power Probe circuit tester to read current. When a component powers up, users can monitor its current to determine the health of that component up to 20A and as low as one milliamp. The PPTPWM allows any Power Probe circuit tester to use pulse width modulation, a feature used to control new vehicle components with an adjustable duty cycle.

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



## F Offers local and remote capabilities

The **asTech All-in-One** is a comprehensive tablet-based solution with both local and remote capabilities, allowing for OEM and OEM-compatible diagnostics, ADAS calibrations, and programming on a vehicle. The All-in-One features asTech's capabilities and OEM vehicle coverage, including those utilizing the DOIP, CAN-FD, and secure gateway protocols. With the All-in-One, users can scan using 1,000+ remote OEM and local OEM-compatible diagnostic tools; conduct remote and local calibrations, initializations, and parts programming; access 400+ certified remote technicians; and access local OEM-compatible pre- and post-scan reports.

**For more information, click on "PD e-inquiry" on VehicleServicePros.com**



F

## I Includes three adapters

The **Electronic Specialties Super Relay Buddy Pro Kit**, No. 195, includes the Super Relay Buddy tester, plus three different adapters, which increases the test coverage to 10 different 12V relays. The Super Relay Buddy incorporates a full 7A load into the automated test sequence, making it capable of finding more heat/load caused failing relays. It also has a third test result (green for good, red for fail, and yellow for caution) and can test seven different 12V relays. To test, simply remove the relay from the vehicle, plug it into the relay buddy, and then press the "test" button until the test cycle is completed.

**For more information, click on "PD e-inquiry" on VehicleServicePros.com**



I



H



G

## G For use with an air hammer

The **Lisle Corporation 10-pc Pneumatic Fan Clutch Wrench Set**, No. 43350, is designed to quickly remove and install the fan clutch when repairing the water pump or fan clutch. The set includes nine driving wrenches that fit Ford, GM, VW, BMW, Chrysler, and International. Driving wrench sizes include: 7/8", 32mm, 36mm, 40mm thin, 47mm, 1-7/8", 2", 52mm for 2019 and newer Duramax, and 2-1/8" for newer International. Use with an air hammer.

**For more information, click on "PD e-inquiry" on VehicleServicePros.com**

## H Features a reversible head

The **Titan Professional Tools 1/4" Drive Aluminum Swivel Head Micro Ratchet**, No. 11320, features a 90-tooth, reversible head, a 4-degree sweep, knurled grip, and an anodized aluminum handle. The detent ball holds sockets securely in place. The ratchet has an overall length of 4".

**For more information, click on "PD e-inquiry" on VehicleServicePros.com**



J

## J Overall length of 5"

The **Lang Tools 2-pc Mini Pocket Pry Bar Set**, No. 853-06-2ST, is designed for prying/separating small items apart. The blades are made from 3/16" diameter hardened alloy steel, and the angled blade gives greater access to tight areas. Featuring an acetate handle with a pocket clip, the overall length of the pry bars are 5". Each pry bar is available individually as well.

**For more information, click on "PD e-inquiry" on VehicleServicePros.com**



FOR MORE INFORMATION ABOUT ANY OF THESE PRODUCTS, CLICK ON "PD E-INQUIRY" at VehicleServicePros.com.

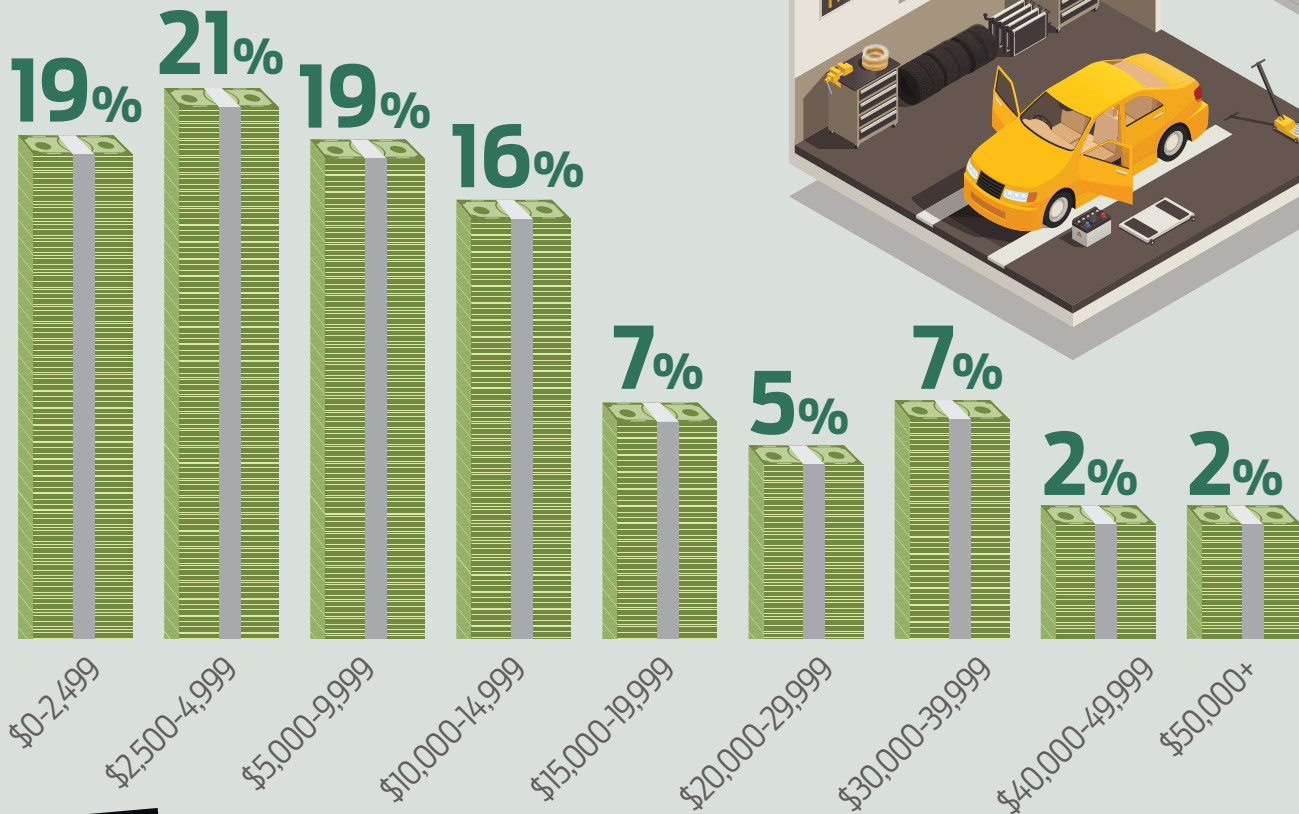






BUYING TOOLS & EQUIPMENT

HOW MUCH DO SHOPS SPEND ANNUALLY FOR TOOL AND EQUIPMENT PURCHASES?  
(Not including individual tech purchases)



85%

of shop owners and technicians have purchased tools based on what they've seen in PTEN magazine.

DO SHOPS REIMBURSE TECHS FOR TOOL PURCHASES?

12%  
Yes, 100%

22%  
Yes, Partially

66%  
No



2023 BUDGETS FOR TOOLS AND EQUIPMENT

24%  
More than 2022

52%  
Same as 2022

24%  
Less than 2022



BUYING TOOLS & EQUIPMENT

WHERE TOOLS/EQUIPMENT ARE BEING PURCHASED

84%

Mobile tool distributor  
(Cornwell, Mac, Matco, Snap-on, independent)

75%

Online  
(Amazon, eBay, ToolTopia, etc.)

69%

Auto parts store  
(Carquest, NAPA, etc.)

50%

Retail store  
(Ace Hardware, Harbor Freight, etc.)

30%

Bought used/  
secondhand

5%

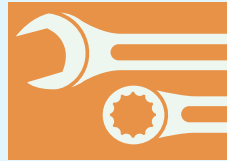
Other



TOP TOOL PURCHASE CONSIDERATIONS

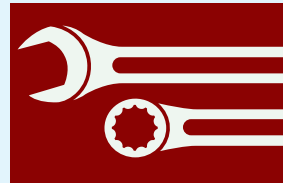
70%

Price



86%

Quality

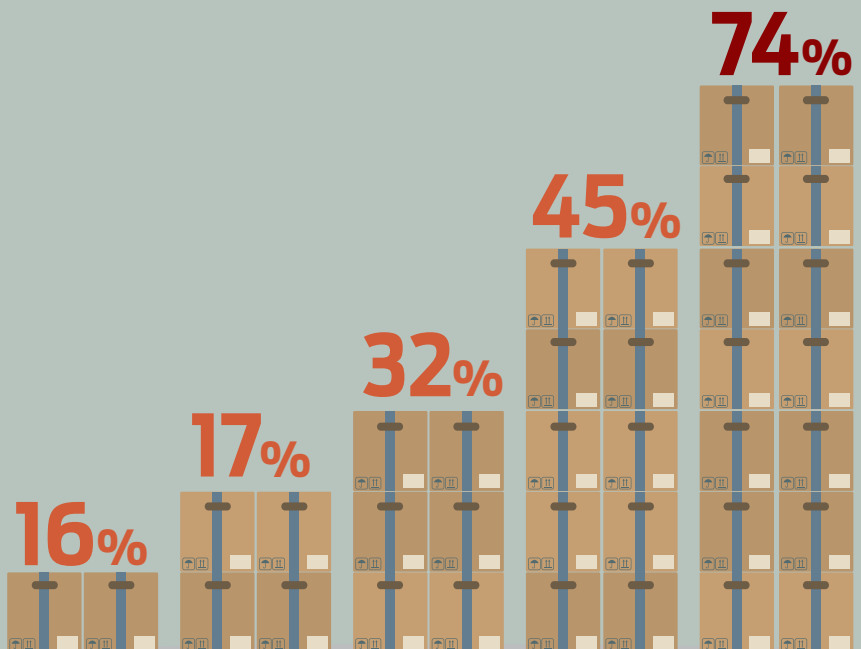


52%

Availability



MOBILE TOOL DISTRIBUTOR(S) TECHS ARE BUYING FROM



Independents



CORNWELL  
QUALITY TOOLS

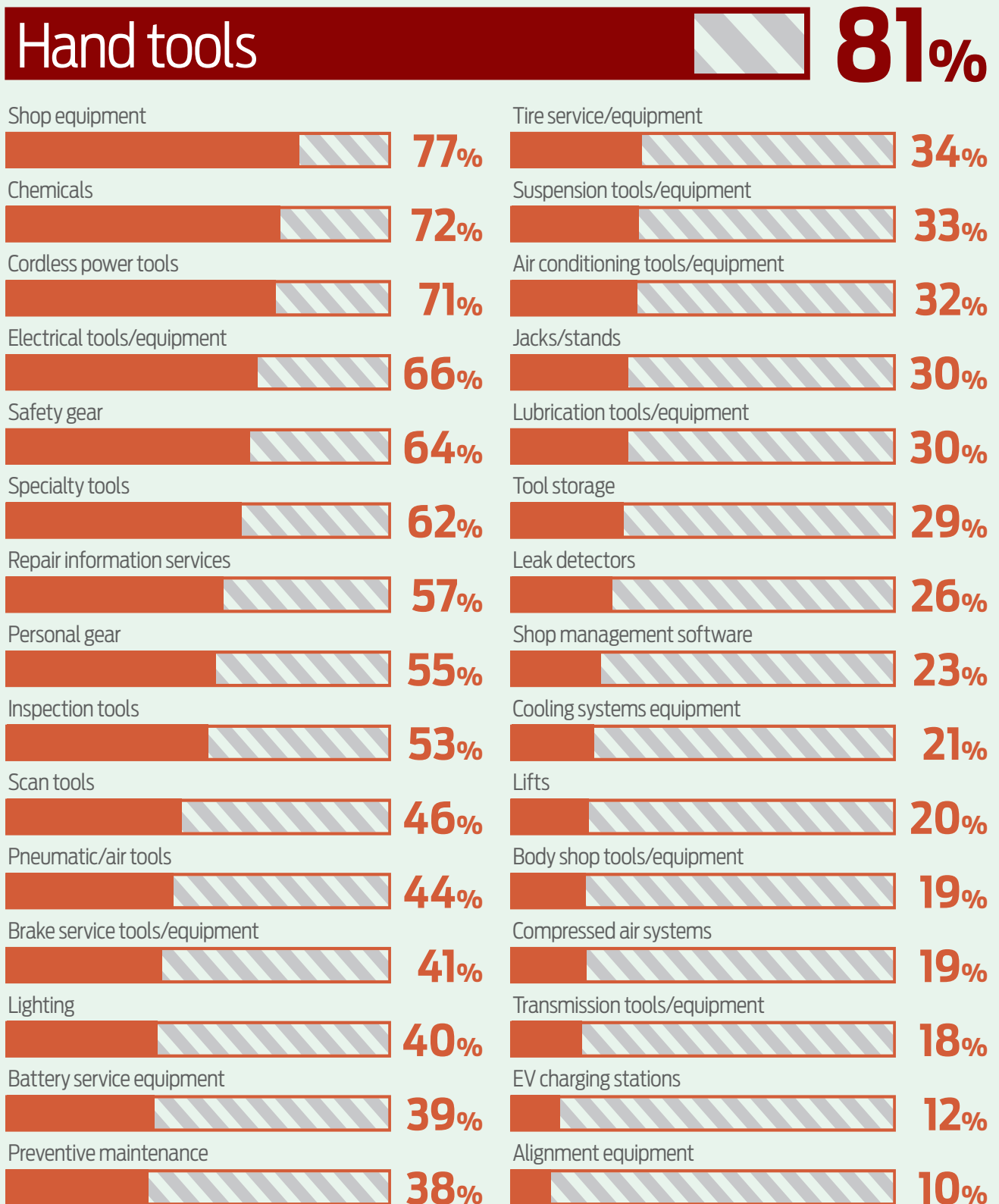


MATCO  
TOOLS



BUYING TOOLS & EQUIPMENT

PERCENTAGE OF TECHS/SHOP OWNERS PLANNING THE FOLLOWING PURCHASES IN 2023





BUYING TOOLS & EQUIPMENT

AUTO PARTS STORE(S)  
TECHS ARE BUYING TOOLS FROM

62%



41%



37%



31%



19%



8%

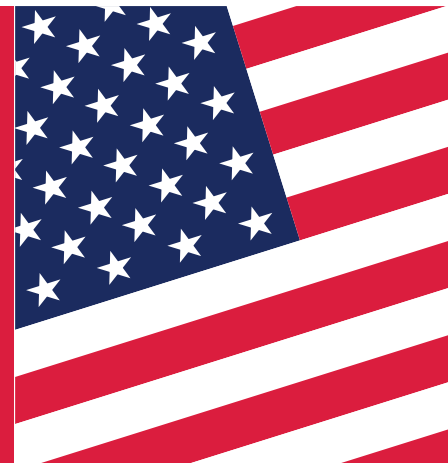


5%

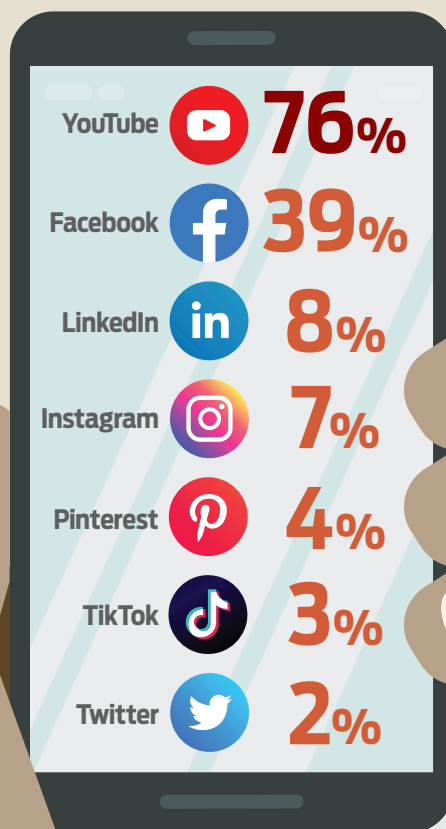


52%

either always or often consider whether a product is made in the U.S.A.



SOCIAL MEDIA PLATFORMS THAT INFLUENCE SHOP OWNERS/TECHS TOOL & EQUIPMENT PURCHASES

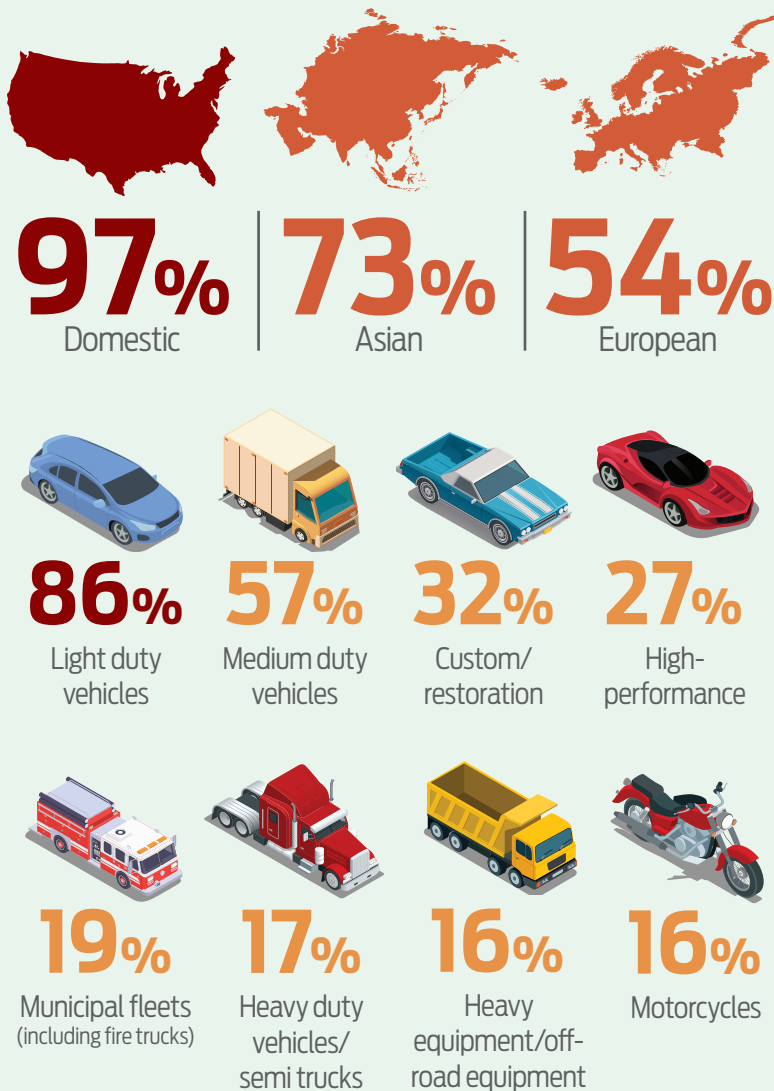


## MAINTENANCE & REPAIR

### REPAIRS AND SERVICES PERFORMED

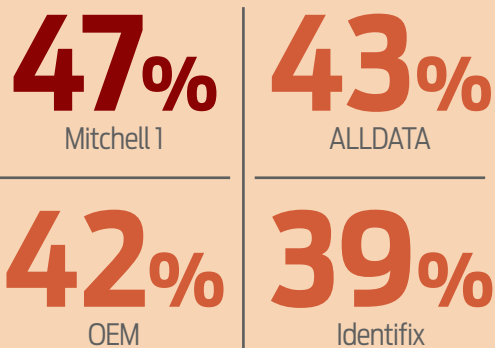
Brake.....	85%
Electrical and diagnostics .....	85%
Engine performance.....	75%
HVAC and Engine repair (underhood) .....	74%
Alignment, steering, suspension, exhaust.....	62%
Tire and wheel .....	61%
Tire sales .....	46%
Welding.....	46%
ECU programming and coding.....	45%
Fleet maintenance services/ truck and trailer repair .....	41%
Hybrid & EV service.....	27%
Bodywork .....	19%
Other.....	13%
ADAS calibration.....	8%

### WHAT TYPES OF VEHICLES ARE SHOPS WORKING ON?

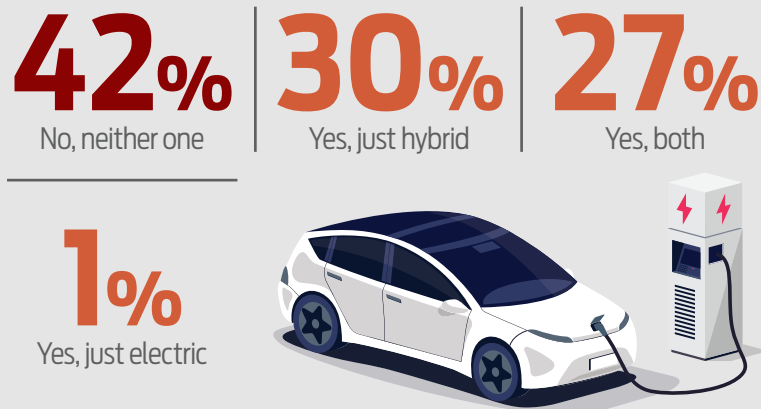


### SERVICE INFORMATION

#### SOURCES USED IN SHOPS



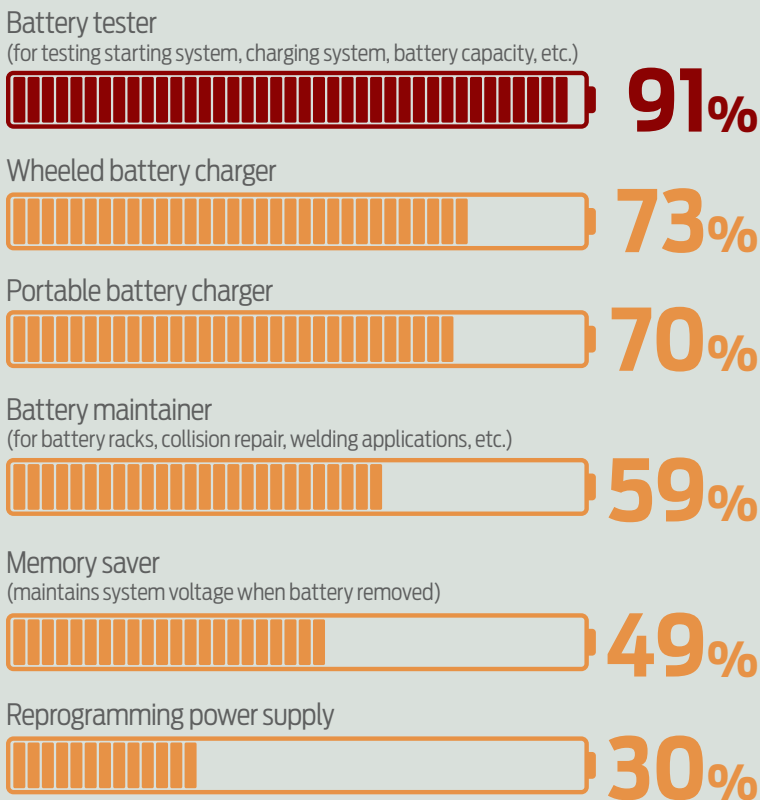
### HYBRID AND ELECTRIC VEHICLES



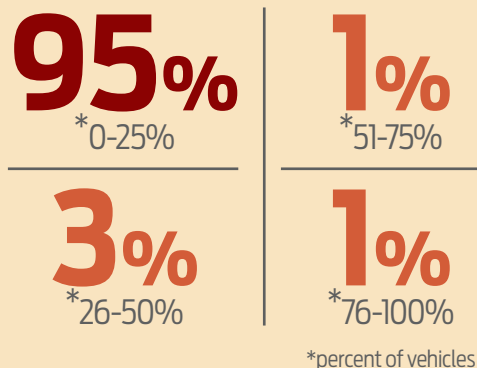


BATTERY SERVICE

BATTERY SERVICE EQUIPMENT SHOPS OWN



PERCENTAGE OF VEHICLES IN THE SHOP THAT HAVE A LITHIUM BATTERY?

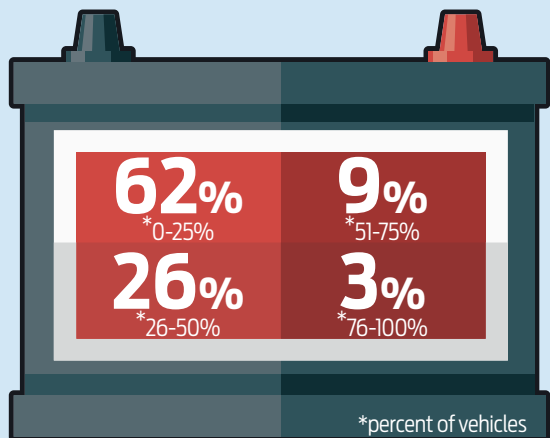


**59%** Of shops have a smart battery charger

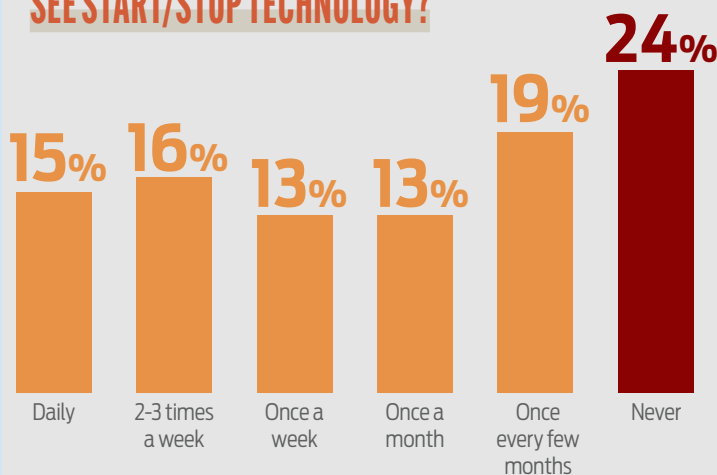
**34%** Do not have a smart charger

**7%** Plan on purchasing a smart battery charger in the next 12 months

PERCENTAGE OF VEHICLES IN THE SHOP THAT HAVE AN AGM BATTERY



HOW OFTEN DO TECHS SEE START/STOP TECHNOLOGY?



DIAGNOSTICS

LEADING OEM SCAN TOOLS FOR DIAGNOSTIC INFORMATION USED IN SHOPS

64%



63%



53%



43%



43%



SHOPS OFFERING ADAS SERVICES

82%

No, we currently outsource ADAS services.

11%

Yes, we plan to offer ADAS in the next year.

7%

Yes, we currently offer ADAS services.

WHY SHOPS AREN'T OFFERING ADAS SERVICES

The size and layout of my shop is not conducive to target setup.....	50%
Not a profitable opportunity at this time.....	34%
Concerns about setup cost.....	28%
Concerns about training and maintenance.....	21%
Need more information on the market for ADAS service.....	21%
Other local businesses already offer this service.....	21%
Other.....	8%

SCAN TOOLS/SUBSCRIPTIONS TECHS RELY ON IN THE SHOP

72%

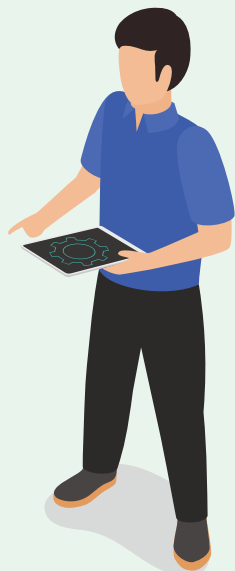
Aftermarket scan tools

30%

OEM specific scan tools

24%

OEM limited-time subscription access



ARE SCAN TOOLS A SHOP PURCHASE OR A TECHNICIAN PURCHASE?

69%

Shop purchase

24%

We have shop scan tools, but I also purchase my own

7%

Technician purchase

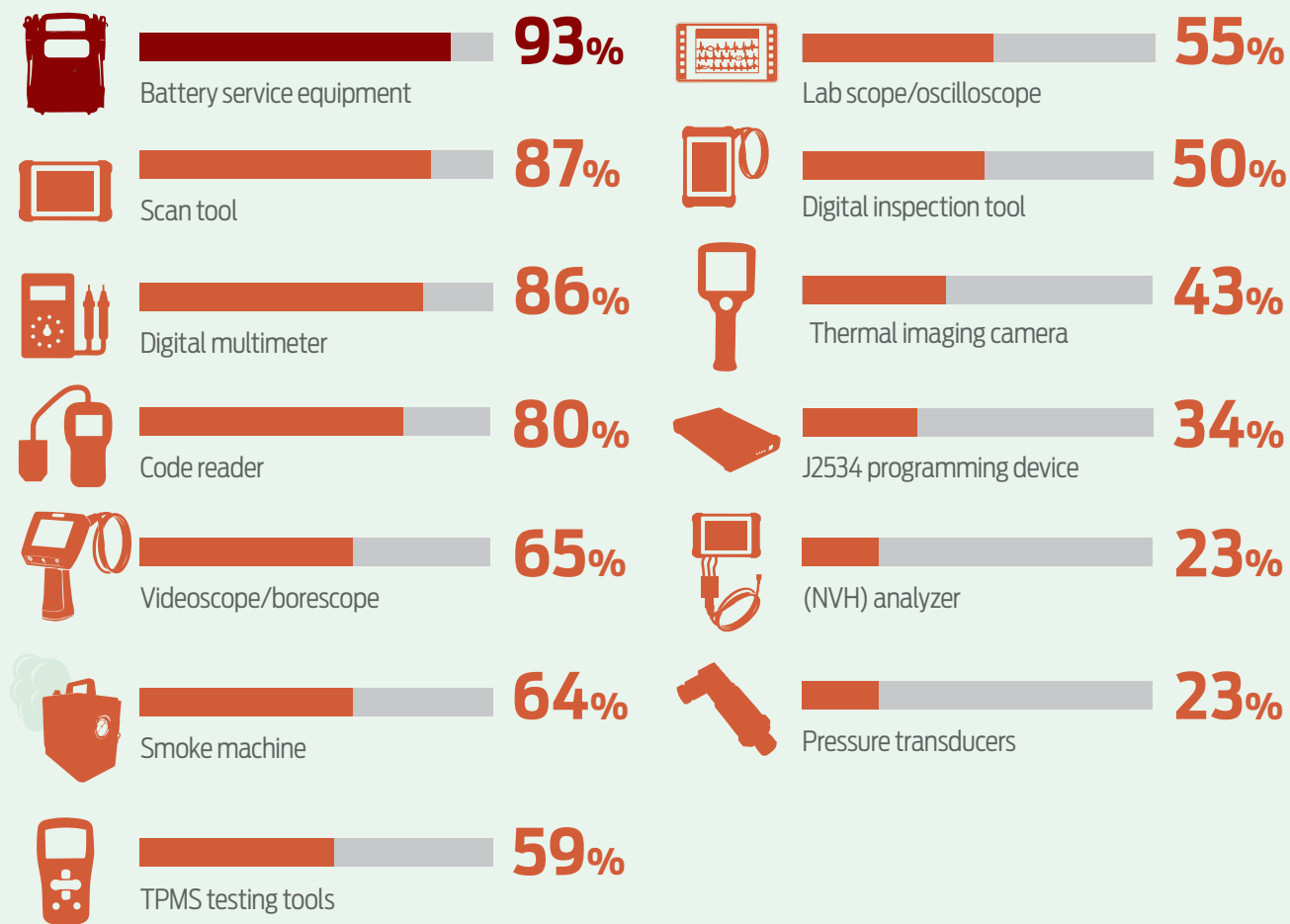


1201149783 | Getty Images

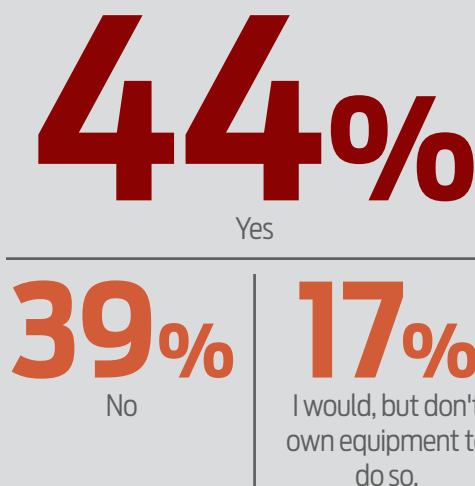


DIAGNOSTICS

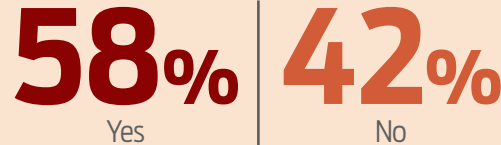
DIAGNOSTIC EQUIPMENT THAT SHOP OWNERS/TECHS OWN



DO SHOPS OFFER REFLASHING OR REPROGRAMMING?



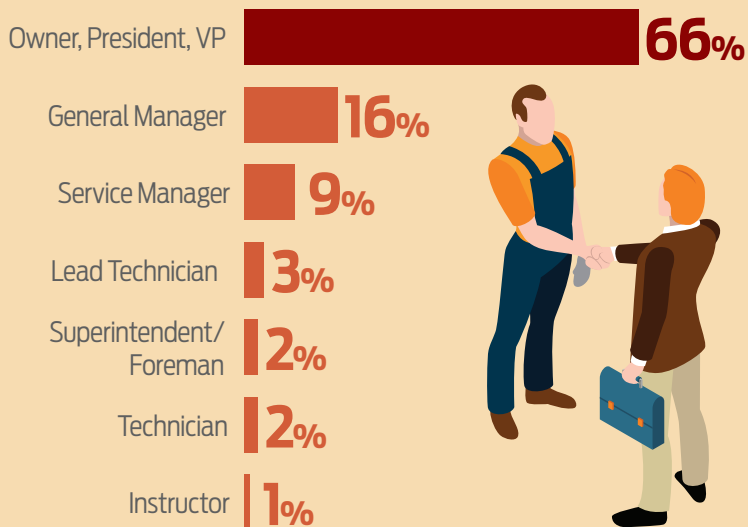
PERCENTAGE OF TECHS WHO'VE USED A TOOL THAT REQUIRES A SMART DEVICE



**56%** of shop owners and technicians said they would remotely access a customer's vehicle data if they had a telematics tool or device.

## INSIDE THE SHOP

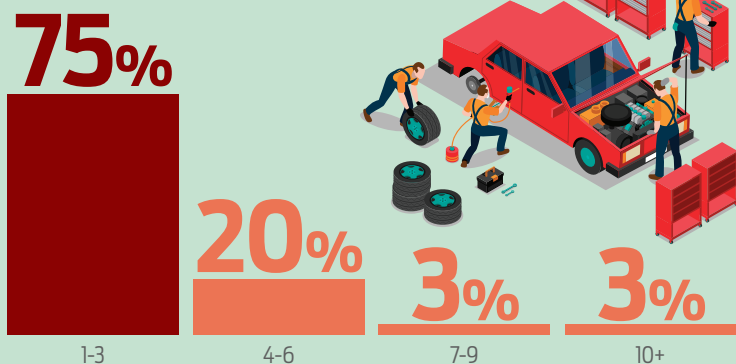
### SURVEY RESPONDENT JOB TITLES



### PRIMARY AREA OF BUSINESS?



### NUMBER OF TECHNICIANS IN THE SHOP?



General repair shop (auto, service repair)	60%
Specialty repair shop (exhaust, transmission, performance, etc.)	9%
Collision repair/body shop	8%
Fleet	7%
Heavy duty trucking and/or equipment	6%
Import specialist	4%
New car or truck dealership service center	3%
Gas/service station with repair bays	1%
Lube service	1%
Training facility	1%
Franchise chain (Midas, Pep Boys, etc.)	0.3%

# 46%

Almost half of shop owners anticipate higher overall revenue in 2023.



### NUMBER OF BAYS IN THE SHOP?

# 46%

4-9 bays

# 37% | 13%

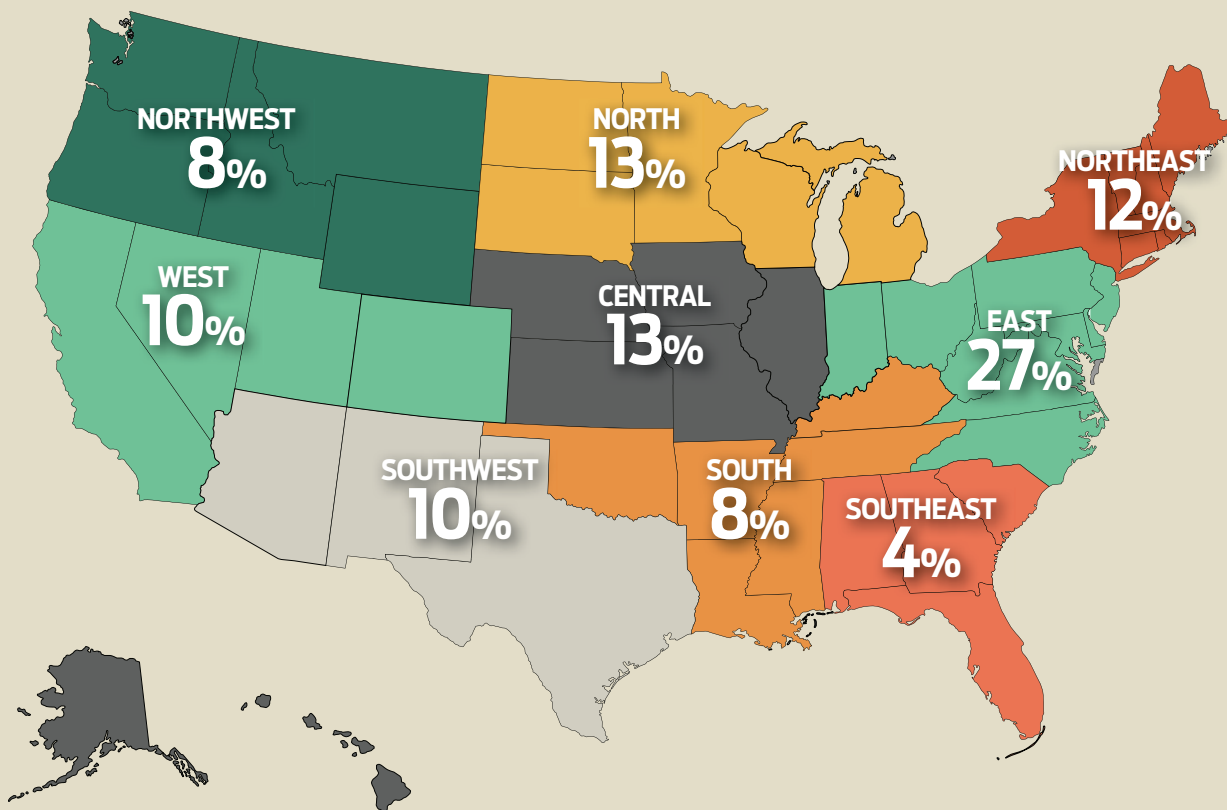
1-3 bays

10+ bays

4% Not applicable



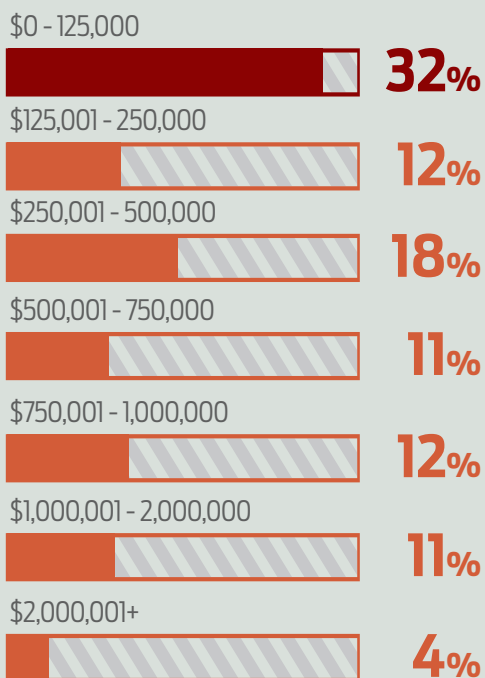
LOCATIONS OF SURVEY RESPONDENTS



SHOP MANAGEMENT INVESTMENTS FOR 2023



ANNUAL SHOP REVENUE?

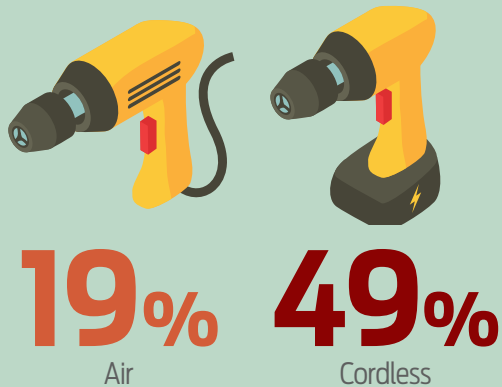


NUMBER OF SHOPS UNDER THE SAME OWNER?



POWER TOOLS & A/C EQUIPMENT

WHICH DO TECHS PREFER, AIR TOOLS OR CORDLESS TOOLS?



\*33% - No preference

PERCENTAGE OF TECHS WHO HAVE REPLACED AIR TOOL USAGE WITH CORDLESS TOOLS

72%



Yes, I have replaced some of my air tools with cordless tools.

7%



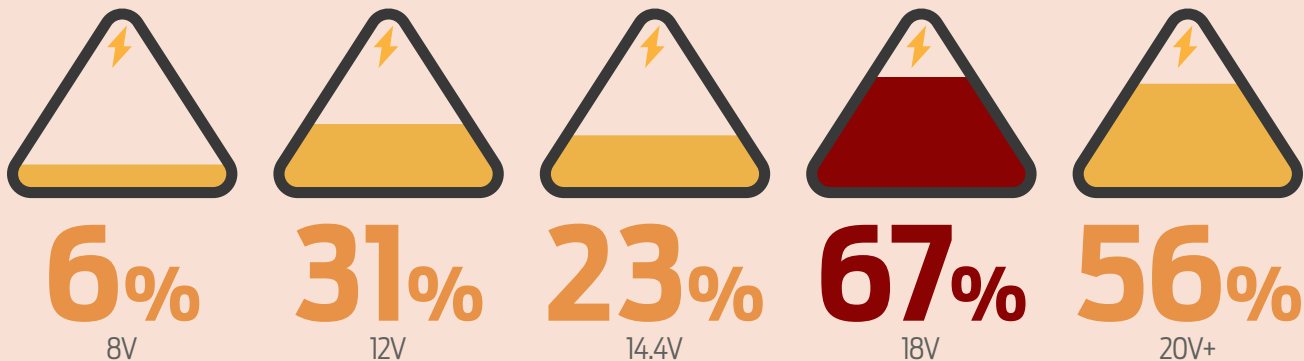
Yes, I have replaced all of my air tools with cordless tools.

21%

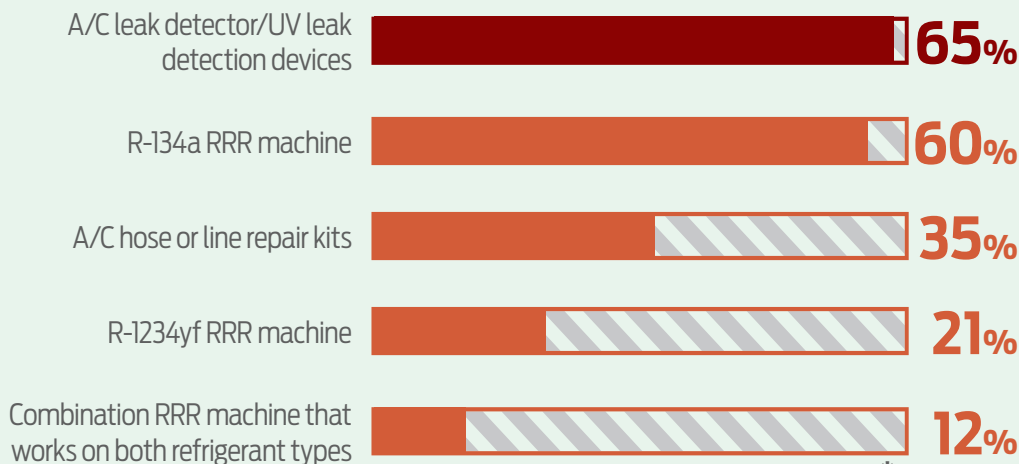


No, I have not replaced my air tools with cordless tools.

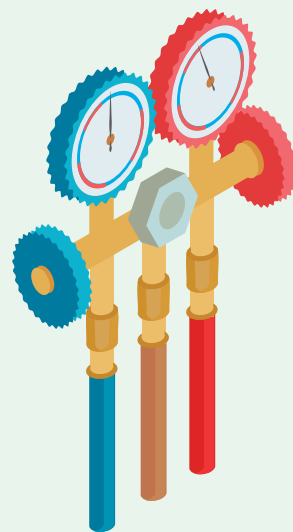
MOST POPULAR POWER TOOL VOLTAGE



A/C EQUIPMENT IN THE SHOP?

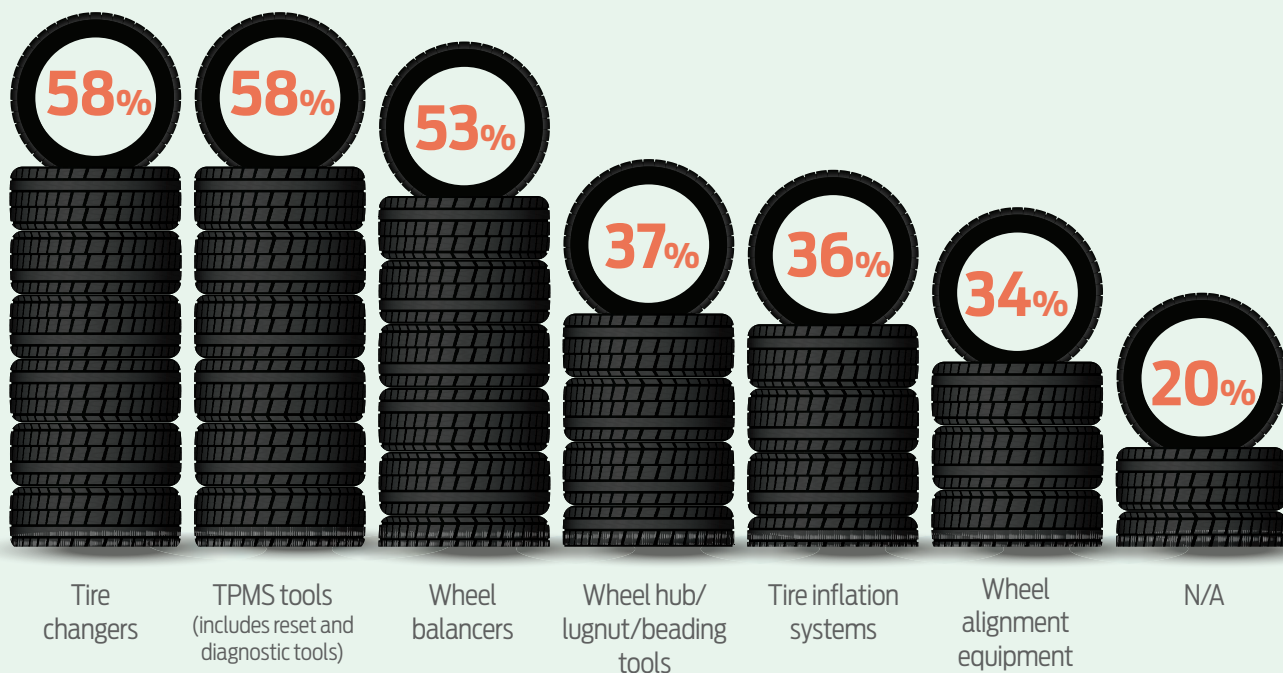


\*24% - N/A



TIRE/WHEEL & TRAINING

TIRE/WHEEL SERVICE EQUIPMENT THAT SHOPS OWN



RESOURCES USED FOR TRAINING IN THE PAST YEAR

Manuals.....	56%
Video (i.e. YouTube).....	54%
Trade magazines.....	53%
Online webinars.....	50%
In-person training (classroom style).....	47%
Online forums.....	45%
Company or organization websites.....	41%
Tradeshows.....	15%
Facebook group.....	10%

BIGGEST TRAINING OPPORTUNITIES



62% Electrical/ electronic systems

48% Hybrid/ electric vehicles

47% Engine performance/ drivability

39% ADAS systems

31% Heating and air conditioning

19% Engine repair

18% Auto transmission/ transaxle

17% Alternative fuel

17% Diesel engines

9% Water leaks/ wind noise/NVH



# INGERSOLL RAND 1211MAX Series High Speed Ratchet

Conveniently fits into tight spaces for enhanced accessibility in areas that commonly bang-up hands.



### APPLICATION

The Ingersoll Rand 1211MAX Series High Speed Ratchet conveniently fits into tight spaces for enhanced accessibility in areas that commonly bang-up hands, such as transmission and engine covers. The tool is designed for maximum bolt tightening and loosening for a broad range of work including vehicle repair, light assembly, and industrial maintenance.

### FEATURES AND BENEFITS

- Offers 80 ft-lbs of breakaway torque and produces 625 rpm, so running off bolts is faster than ever.
- Once the tool has reached its torque limit, the operator can add a last touch of torque manually using the tool's true ratcheting mechanism.
- Its variable speed regulator gives technicians the ability to easily control performance.
- The contoured trigger activator enables for more intuitive use than traditional handle design while preventing finger slippage from oil, grease, etc.
- 360-degree swivel air inlet prevents twisted air hoses for more efficient maneuvering in cluttered workspaces.

### SELLING POINTS

- Has the power and speed to quickly run off bolts, without pummeling knuckles.
- **Employs a unique twin hammer reactionless impact mechanism that protects the operator's knuckles and fingers from kickback while quickly completing the job, even in small spaces.**
- Weighs just over 3 lbs and is small enough to use one-handed in tight spaces.
- Features an ergonomic design with a compact, straight-line composite handle and contoured trigger that maximizes comfort, control, and accessibility in tight spaces.

### ORIGIN

Ingersoll Rand developed the 1211MAX Series High Speed Ratchet to give technicians the speed they need to make rate, without sacrificing the safety of their hands.

### MANUFACTURING SPECS

The 1211MAX Series High Speed Impact Ratchet is available in 3/8" or 1/2" drive and features a twin hammer reactionless impact mechanism for safer, reliable operation in high-torque applications. Its nickel-plated housing provides enhanced corrosion resistance and components are easily serviceable to extend tool life and value.

**\$ SUGGESTED RETAIL PRICE**  
\$349

**i FOR MORE INFORMATION**  
Visit [ingersollrand.com/1211MAX](https://ingersollrand.com/1211MAX) or contact your local sales representative.



FOR MORE INFORMATION ABOUT ANY OF THESE PRODUCTS, CLICK ON "PD E-INQUIRY" at [VehicleServicePros.com](http://VehicleServicePros.com).

# CANDO

## HD Code Pro

A full DPF service tool with the capability to read and clear codes prior to performing a DPF regen as well as performing an ash level reset and/or an ECU reset.



### APPLICATION

The CanDo HD Code Pro is a full DPF service tool. Most DPF regens will require a tool to read and clear the code prior to performing a DPF regen as well as an ash level reset and/or an ECU reset to fully perform the DPF regen and get the truck back on the road. The HD Code Pro performs all of these.

### ORIGIN

CanDo started with an entry-level commercial vehicle code reader—the HD Code II—and later found out that there is a much-needed space between it and their OR-level scan tools. The tool did not need higher level capabilities but needed to be able to diagnose not only the engine but brakes and transmission as well, along with performing DEF, SCR, and ash level resets, in order to offer a full DPF service.

### STORAGE AND DISPLAY

Comes as one unit per package.

### SELLING POINTS

- Works as a triage tool so that the shop's scan tool or diagnostic laptop can be saved for bigger jobs. The HD Code Pro will read manufacturer-specific codes for the engine, brakes, and transmission.
- The HD Code Pro is a full DPF service tool for medium and heavy duty commercial vehicles. Not only will it perform or force a DPF regeneration, but it will also perform ash and soot level resets, along with ECU resets for trucks that need it to complete the DPF service.
- Perform maintenance resets, such as oil, DPF, SCR, ash, NOx, reductant, and soot level resets.

### MANUFACTURING SPECS

- Android OS with built-in printer.
- Software developed specifically for North America, along with global coverage.
- Hardware made in China.

### FEATURES AND BENEFITS

- From boot-up to performing a DPF regen takes less than one minute, saving the technician time and money.
- **It also has a built-in printer so that codes can be printed.**
- The tool also comes with a health report to show vehicle status pre- and post-repair.

**\$ SUGGESTED RETAIL PRICE**  
MSRP/MAP: \$999.00

**i FOR MORE INFORMATION**  
Visit [candointl.com](http://candointl.com) or email [marketing@candointl.com](mailto:marketing@candointl.com).

# BENDPAK

## Ergochair Ergo-RS

Provides technicians the opportunity to work comfortably while underneath a vehicle or other heavy equipment.



### APPLICATION

The BendPak Ergochair Ergo-RS is designed to make performing awkward and repetitious work in the shop more ergonomic, reducing stress and strain on technicians' bodies to deliver improved safety, greater productivity, and reduced injuries.

### ORIGIN

Good ergonomics ensure that technicians can work comfortably, leading to increased productivity and efficiency while reducing fatigue. The Ergo-RS is a purposefully made, adjustable height rolling work seat that prevents back and neck pain as well as minimizes awkward positioning which helps technicians to perform the tasks at hand with ease while maintaining a good posture.

### MANUFACTURING SPECS

- Powder coated, welded-steel tubular frame.
- Comfortable, thick-padded seat and backrest.
- Four heavy duty ball bearing TPR swivel casters.
- 350 lb maximum capacity.
- Weighs 53 lbs.
- Dimensions:  
Lowered: 56" by 4.5" by 28"  
Upright: 47" by 48.75" by 28"

### SELLING POINTS

- A patent-pending design combining a creeper and adjustable rolling work seat into one.
- Makes performing awkward tasks less stressful and/or straining, leading to greater productivity and fewer injuries.
- Comes with fitted tool trays and parts storage all within arm's reach. Also has a cup holder.

### FEATURES AND BENEFITS

- Has a 75-degree range of adjustment with six locking positions. It can move from a completely flat creeper position for under-vehicle work to fully upright, and everything in between.
- **Both the seat height and supportive backrest adjust together to deliver a comfortable, ergonomic position to provide support and prevent back and neck pain.**
- Heavy duty ball-bearing TPR swivel casters offer a shock-absorbing ride while providing floor protection and quiet rolling operation. They are also resistant to chemicals, acids, alcohol, and water.

### STORAGE AND DISPLAY

Ergochair comes complete with no assembly required. It can stand on its own and is self-contained.

**\$ SUGGESTED RETAIL PRICE**  
Starting at \$615 with free shipping.

**i FOR MORE INFORMATION**  
Call 800-253-2363 or  
visit Bendpak.com.



To watch a video demonstration of this product, visit:  
[VehicleServicePros.com/21294929](https://www.vehicleservicepros.com/21294929)

**VEHICLESERVICEPROS**  
LTD.





FOR MORE INFORMATION ABOUT ANY OF THESE PRODUCTS, CLICK ON "PD E-INQUIRY" at [VehicleServicePros.com](https://VehicleServicePros.com).

# ASTRO TOOLS

## ONYX 29-pc TurboStep HSS Reduced Shank Mechanics Length Drill Bit Set

Excels on hard alloys, sheet metal, and imperfect parts that are difficult to start drilling into.

### APPLICATION

The Astro Tools ONYX 29-pc TurboStep HSS Reduced Shank Mechanics Length Drill Bit Set, No. TS29, excels on hard alloys, sheet metal, and imperfect parts that are difficult to start drilling into.

### ORIGIN

The ONYX 29-pc TurboStep HSS Reduced Shank Mechanics Length Drill Bit Set was designed with the professional technician in mind, to improve efficiency and save time.

### SELLING POINTS

- Features a patented spiral-fluted stepped-tip design.
- Eliminates bit walk and the need for pilot holes.
- Individual bits are stocked and available.

### FEATURES AND BENEFITS

- Saves time eliminating the need for pilot holes and prevents bit walk.
- **Mechanics length provides superior access in cramped spaces.**
- Three flat-shanks, reduced shanks above 3/8".
- Also offered in 21-pc set ranging from 1/16" – 3/8" (No. TS21).

### MANUFACTURING SPECS

- Precision ground from heat-treated quality M2 high-speed steel.
- Onyx oxide coated to prevent chip build up.



### DEMONSTRATION

Item is easy to tote and promote, and simple to demo using a cordless drill.

### STORAGE AND DISPLAY

The bit set ships standard parcel and is recommended to be displayed at eye level on the truck.

**\$ SUGGESTED RETAIL PRICE**  
\$227.73

**i FOR MORE INFORMATION**  
Email [rgraham@astrotools.com](mailto:rgraham@astrotools.com) or call 800-221-9705.

## The 'SK Tool lady'

This tech-turned-tool dealer switched careers 18 years ago and hasn't looked back.

By Kayla Nadler, Associate Editor

When independent tool dealer Bridget Lankford started selling tools 18 years ago in central North Carolina, technicians didn't know her name. Instead, someone would yell across the shop, "Hey, the SK Tool lady is here!"

From then on, the nickname "SK Tool lady" just sort of stuck.

Before becoming a tool dealer, Lankford worked as a technician at a dealership and eventually went on to start her own successful auto repair shop. Although she had no intentions of selling her business, she was made an offer that she just couldn't refuse.

Lankford decided to go back to working at a dealership only to realize that after being self-employed for so long, it was hard to work for somebody else again. So, she bought a tool truck and gave her notice.

### PIECING TOGETHER THE LAYOUT

Lankford is now onto her third tool truck. Her first was a tilt cab Isuzu and her second was a 2009 Chevrolet C5500. Truck number three, her current truck, is a 2010 Freightliner MT45 with a LDV conversion which she bought from a local tool distributor who used the truck to deliver toolboxes.

"Most of the shelves, brackets, and lights were on the floor," she recalls. "It was like a puzzle for me to figure out where each bracket, shelf, and light should be placed. It was a little challenging but totally worth the effort."

After piecing everything together, Lankford was able to organize it the way she wanted, which is by tool type. For example, she has a shelf dedicated to individual sockets because "a technician will sometimes lose one", a shelf for quick service technicians (includes oil change and tire change tools), and a shelf for engine diagnostics, front end tools, brake service tools, and so on.

However, she does dedicate three shelves just for Milwaukee tools. One reason is simply because she loves Milwaukee Tool, and the other because they are a "must" with her customers.

For anything that she can attach to the wall, she'll staple to make more room on the shelves.

She also has an area on the truck that she calls "the hold and sold section." It consists of a shelf and a drawer for customers who have placed orders. She notes that when a customer orders something, she'll often buy an extra for inventory in case another technician wants the same item.


### FAVORITE FEATURES

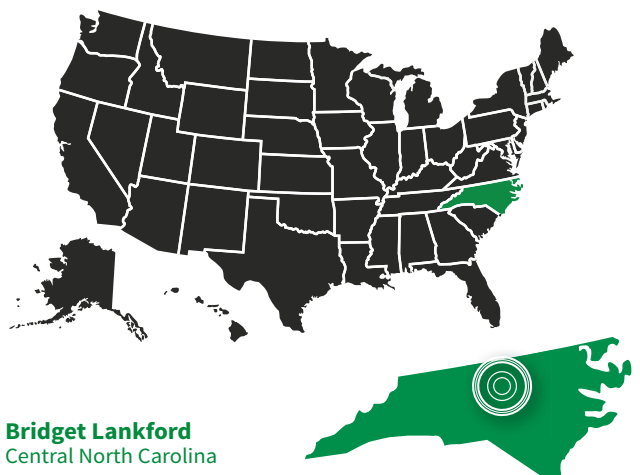
Aside from the overall size of the truck, one of Lankford's favorite features is the diesel furnace in the back when the weather gets frigid.

"It's quiet, the truck doesn't have to run, and it quickly knocks the chill out of the air and off the tools," she notes.

Another favorite feature is the TV she has mounted to educate customers about new and innovative tools while they are waiting to check out. Currently, she has videos from Power Probe playing. Next to the TV, she places the tools shown in the videos on a display board.

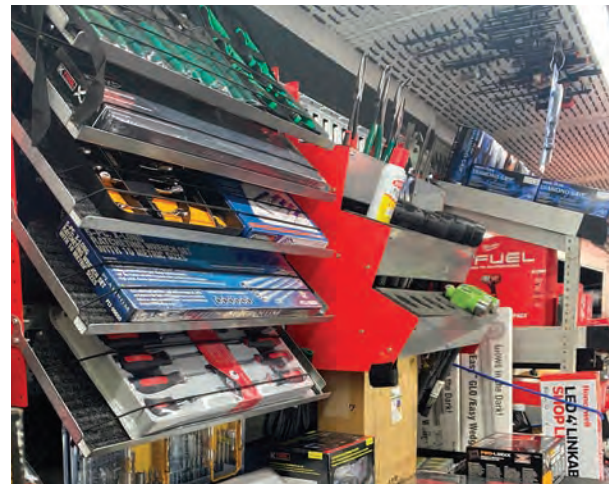
The most rewarding part of her job, Lankford notes, is getting to know her customers and watching them progress, such as becoming master technicians or a shop owner. Many have been with her since day one—18 years ago. And a few have moved out of state but remain loyal customers.

"I love my job," she concludes. "In a way, it's not a job because I enjoy it so much. I'm glad I made the decision a long time ago." 



To view more photos of Lankford's truck, scan here.





**Top-** When Lankford bought her current truck, a 2010 Freightliner MT45, all the shelves, brackets, and lights were on the floor. It didn't take her long though to put it all back together and to organize it just the way she wanted. **Middle-** Lankford organizes her truck by tool type. However, she does dedicate three shelves just for Milwaukee tools which are popular with her customers. **Bottom-** To help educate customers on tools and to keep them occupied when waiting to check out, Lankford has a TV mounted and set to play product videos. She then displays whatever product is on screen (which she rotates often) next to the TV. Lankford is also a fan of stapling as many products to the wall as she can to not only keep in place but to save on shelf space as well.

### Show us your truck

Recently upgraded your truck? Have a product display or demonstration area for customers? Share it with us!

Contact us at [Editor@VehicleServicePros.com](mailto:Editor@VehicleServicePros.com) for your chance to be featured.



### Scan Tools

When it comes to diagnosing today's vehicles, the scan tool is king. But one may not be enough for technicians. They may need multiple. Unlike buying a hand tool or socket sets, technicians will need to do more research. It's a pricey investment and there are many to choose from. Be a resource for them. Stay current on the latest offerings (such as reading up on these newer product listings) and you'll be sure to reap the benefits.

**CUSTOMER REVIEW:**  
 “ This Android-based scan tool is super easy to navigate and does everything I need it to for a reasonable price. ”



### ABLE TO SELECT LEVEL OF COVERAGE

The **Matco Tools Maximus Flex Pro Diagnostic Scan Tool** is an Android-based tablet with 10.1" high-resolution touchscreen that is designed to be flexible to meet the needs and budget of any automotive technician. Users can choose the level of coverage that works for them, from fully-loaded coverage, monthly subscriptions, or a basic version with enhanced code reader. The MaxFlex Pro offers a rugged case to increase durability and is IP65 rated to withstand dust, debris, and water. Additionally, the tablet fully supports the security gateway module with special access to select 2018 and newer FCA US vehicles with Auto Auth subscription (purchased separately). ■

**For more information, click on "PD e-inquiry" on VehicleServicePros.com**



### RUNS PROFESSIONAL-GRADE FULL SYSTEM SCANS

The **OTOFIX D1 Diagnostic Tablet** is a professional-grade all-in-one handheld tool to read, analyze, and clear diagnostic trouble codes; reset steering angle sensors, service mileage, and service intervals; relearn parking brake-pad positioning; test and register a battery, and more. Powered by the OTOFIX cloud services app, users have access to data backups, past diagnostics history, and online solutions backed by OTOFIX Support. The OTOFIX D1 is built on an Android tablet featuring a 7" touchscreen, a built-in microphone and loudspeaker, onboard camera and flash, USB OTG/charging port, and a microSD card slot for unlimited data storage. ■

**For more information, click on "PD e-inquiry" on VehicleServicePros.com**



### INCLUDES IVSMAP VEHICLE BLUEPRINT

The latest **Opus IVS DriveSafe Software Update** includes key productivity enhancements such as the IVSMap Vehicle Blueprint and related invoicing automatically transferring to the CCC work file. The new functionality presents ADAS calibration requirements both on-screen in the diagnostic tool and uploads the results into the CCC work file for the vehicle. An on-screen diagnostic tool checklist also provides guidance and documentation that critical calibrations are completed before the post-scan runs. ■

**For more information, click on "PD e-inquiry" on VehicleServicePros.com**



FOR MORE INFORMATION ABOUT ANY OF THESE PRODUCTS, CLICK ON "PD E-INQUIRY" at [VehicleServicePros.com](http://VehicleServicePros.com).



### FOR ALL TRUCKS AND OFF-ROAD UTILITY VEHICLES

The **FCAR Tech F4SN HD Commercial Pad** is a compact tablet for heavy duty, super duty, medium duty, and light duty truck repairs as well as off-road equipment. The tool will scan and diagnose Class 1 to 9 engine, transmission, brake, and body control units, and offers full bidirectional functions. The scanner quickly responds and easily scans and tests the trucks variety components and resets vehicle data, as well as analyzes all sensors' live data stream. It auto scans all the components supporting J1708, J1939, and special protocol covered by the auto OEM manufacturers. ■

**For more information, click on "PD e-inquiry" on VehicleServicePros.com**



### LATEST UPDATE TO THE G-SCAN SCAN TOOL DATABASE

The latest **G-scan Software Update** from **CAS** has three dozen different car lines being added or updated to the G-scan scan tool database, including the majority of 2022 models for Chrysler/Jeep/Dodge. The software also includes a large amount of new Volkswagen, Audi, and Subaru coverage, as well as 30+ other car lines. Expansion areas include diagnostics, maintenance functions, and ADAS calibrations. Customers under a current subscription are able to update their G-scan immediately to take advantage of all the latest additions and enhancements. ■

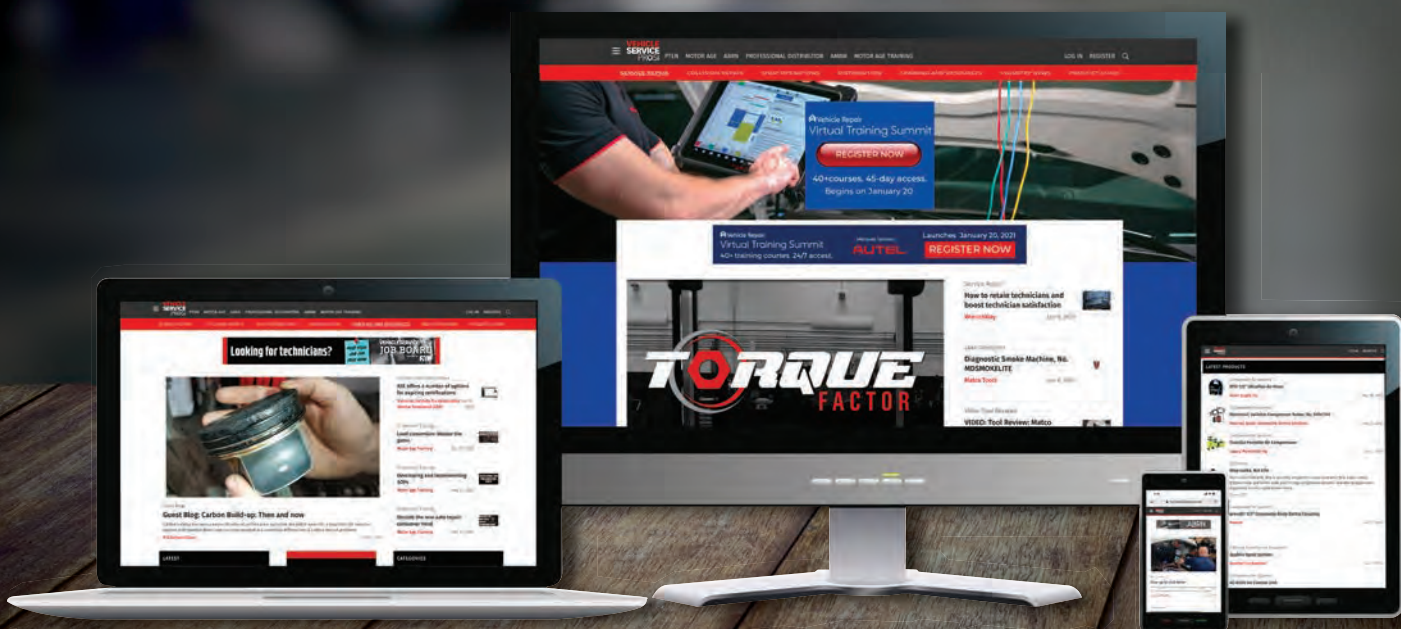
**For more information, click on "PD e-inquiry" on VehicleServicePros.com**

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WORLD**





## INCREASED COVERAGE FOR OFF-HIGHWAY CONSTRUCTION VEHICLES

Noregon's latest **JPRO Professional 2023 v1 Update** includes a significant increase in coverage for off-highway construction vehicles and equipment. Users will also receive coverage for many popular models of equipment from major OEs such as Caterpillar, John Deere, and Komatsu. Additionally, the latest update provides increased support for the growing alternative fuel market as well as enhanced support and bidirectional coverage for many vehicle systems, including ADAS, engine/aftertreatment, brakes, and more. Customers with an active JPRO subscription can update via a prompt in the software or from the company's website. ■

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



## ADDS 'MANAGE PHOTOS' FEATURE

The **Bosch ADS and ADS X 5.1, 5.2, and 5.3 Software Updates** further improve user experience by introducing a 'manage photo' feature, allowing technicians to launch the camera or upload existing photos to scan reports, special test, and calibration reports. Additionally, the software updates add new special tests, systems applications, more 2022 coverage, and new 2023 vehicle coverage. The ADS software updates include coverage for domestic and foreign 2022 and 2023 vehicle coverage including various models from Buick, Jeep, GMC, Mercedes, Alfa Romeo, and more. Bosch ADS users with a current subscription can install the updates after automatically receiving the download. ■

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



## New Relay Buddy!

### 194 Super Relay Buddy®



- Full 7 Amp load during the test
- Relay voltage drop monitored
- **Ten second test!**
- Test results displayed as red, green or yellow for caution

- Tests 7 different 12 volt relays
- More effective test finds intermittently bad relays

### 195 Super Relay Buddy® Pro Kit

- Kit includes adapters for expanded test coverage - 10 different 12V relays



Call 800-227-1603 for more info. - [www.esitest.com](http://www.esitest.com)



For more information, click on "PD e-inquiry" at [VehicleServicePros.com](http://VehicleServicePros.com)

## FEATURES A 3-1/2" LCD SCREEN

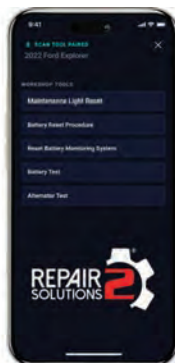
The **Mac Tools Advanced Code Reader**, No. ET1400, features a 3-1/2" LCD screen, allowing users to analyze real-time graph data in the palm of their hand. It offers access to 10 OBD-II modes functionality, supports DTC lookup, records and plays back data, and prints data via PC. The ET1400 provides vehicle coverage of up to 33 domestic, Asian, and European makes and models. Additionally, it has interface language options for English, Spanish, and French, and reads and erases codes as well as views live data of ABS, SRS, and automatic transmission systems. ■

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



## INCLUDES EXPANDED MODEL YEAR COVERAGE

The **Innova Electronics OBD2 Scanner Tools and Dongles Software Update** includes coverage and support for vehicles through model year 2022, added functionality, and enhanced RepairSolutions2 app features. Expanded tool functions include more active test and special function capabilities, such as battery reset, battery initialization, battery and alternator test and maintenance light reset supporting popular vehicle makes, including GM, Chrysler, Ford,



Honda, Hyundai, and Nissan. ■

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)





## OFFERS OBD-II AND EOBD COMPATIBILITY

The **TOPDON UltraDiag** is a mid-level diagnostic scanner that offers full-system diagnostics of all electronic control systems and maintenance service functions on various makes and models. The UltraDiag offers OBD-II and EOBD compatibility, giving technicians even more capabilities to work on a variety of US and European vehicles. Its ArtiFolder automatically saves all scan reports to easily access previous repair information to review and compare. ■

For more information, click on "PD e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



## DIAGNOSES HIGH VOLTAGE SYSTEMS AND BATTERY PACKS

The **Autel MaxiSYS MSUltra EV** and **MS909 EV** both offer comprehensive vehicle coverage for U.S., European, and Asian electric, gas, diesel, and hybrid vehicles. Both tablets are equipped with the EVDiag Box to diagnose high voltage systems and battery packs comprehensively. The tablets provide direct access to fault locations within the high voltage system and clear and concise OE-compliant instructions to ensure optimal battery maintenance. ■

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## IMPROVES RP1210 COMPATIBILITY

The **Cojali Jaltest Software 22.3 Update** offers improvements and innovations across multi-brand diagnostics for commercial vehicles, agricultural equipment, OHW equipment, material handling equipment and vessels. Some improvements in the software usage have been included, for example, new descriptions for each of the additional modules grouped on the upper toolbar of the application. In Jaltest Feedback forms, the phone number and other fields are automatically filled provided that they have been previously set in the user and company data in GRP. This version also improves the compatibility RP1210 and supports new vehicles which require the communication in several protocols simultaneously. ■

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## OFFERS FULL-SYSTEM VEHICLE DIAGNOSTICS

The **Launch Tech X-431 Torque 5** is a tri-function device that serves as the VCI for OBD diagnostics in addition to a digital multimeter and a two-channel oscilloscope. The bidirectional Torque 5 also includes extensive coverage of European, Asian, and domestic vehicles, with pre-installed software modules for ADAS, battery testing, immobilizer diagnostics, CodeAssist by Identifix, and more. The Android 10-based scan tool features a 10.1" color display, 4GB ram and 128GB ROM large storage, and is equipped with a high-endurance battery. It also supports CANFDDOIP diagnostic protocol and full-system fault diagnosis, with functions such as read DTCs, clear DTCs, read data stream, special function, actuation test, coding, matching, and more. ■

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# Being dependable leads to success

This Mac Tools distributor has been satisfying customers for 26 years by being reliable and dependable.

By **Brandon Lewis**, *Contributing Editor*



*Black says the most important lesson he's learned as a distributor is to listen to his customers.*

**G**len Black has been with Mac Tools as a mobile tool distributor for 26 years. Prior to beginning with Mac, Black was working for the government as a technician for two decades before the company he worked for shut down. Needing a new place to call home, Black saw an ad in his local Alabama paper from Mac Tools. They were looking for a distributor, and Black had always been interested in the business, so he called the number on the ad, and the rest is history.

Today, the mobile tool distributor travels all over Huntsville (the most populous city in the state). His route includes a variety of shops, from small engine, to automotive equipment, to heavy equipment, and even farmers.

### What's your story?

Share the ups and downs of life on the road with us at [Editor@VehicleServicePros.com](mailto:Editor@VehicleServicePros.com) and you could be featured in our next Tales from the Road column.

### TODAY'S CUSTOMERS

Black states the most popular tool in today's market is cordless tools.

"They've really advanced in the last few years," Black says. "Cordless tools and anything that is battery operated. Anything from fans, blowers, impacts, and ratchets. DeWalt just came out with some new cordless ratchets that've been popular."

Having been in the business for almost three decades, Black has seen and heard almost everything you can imagine. He claims he's never had a bad day on the road, but he learned early on an important lesson he will never forget—listen to the customer.

"When I first started, I was ordering toolboxes filled with tools to put on my truck that I liked, not necessarily what my customers liked, and they weren't selling, so I learned quickly to listen to the customer. I don't necessarily care for a neon green toolbox, but a lot of young people, that's all they wanted for a while," Black notes.

### SETTING YOURSELF APART FROM THE COMPETITION

With so much competition in the industry, Black believes what sets him apart from the rest is his dependability.

"I've had a lot of customers tell me they can just about set their watch to what time I'm gonna show up, and I'm right on time, so being dependable and being on time goes a long way," he says.

### IMPACT OF THE PANDEMIC

While he's driven around Huntsville for 26 years, Black says the height of the COVID-19 pandemic in early 2020 was the most interesting time of his career.

"Due to the pandemic, it's harder than ever to get good people to work in the industry," he says. "I'm fortunate enough I didn't lose many of my people, but there's a lot of back orders right now on parts because people can't get to the jobs since there's not enough workers. The supply chain is messed up."

Even though it may be hard to find workers right now, and the supply chain issue is running rampant around the country, Black says business has never been better. **PD**

### FUN FACTS:



#### Favorite Music

The band, 'Bluegrass'.



#### Biggest sale

Black sold a whole bunch of tool sets for about \$60,000.



#### Random thing you sell

Work boots



#### Hobbies

Black restores old vehicles. He recently restored a 1953 GMC that belonged to his grandparents and a 1967 Chevy GT500.



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