

PROFESSIONAL DISTRIBUTOR

FEBRUARY 2023
VOL. 31 NO. 1

\$15.00

ENDEAVOR
BUSINESS MEDIA

SELLING TO BODY SHOPS

Keep your truck stocked with the welding and collision tools technicians need.

Page 16

Most Wanted Page 14

Show Me Your Truck Page 34

More exclusive content at
VehicleServicePros.com/Distributors

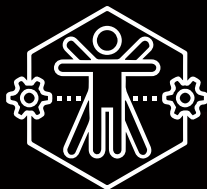
WORK MEETS COMFORT



ROLLING CREEPER SEAT CONVERTS FROM HIGH TO LOW

The **ergochair™** is the adjustable height rolling work seat which will make performing awkward work tasks ergonomically easier and safer. This comfortable creeper seat offers a full range of mobility, increased productivity, and reduced fatigue. To Learn more visit bendpak.com/ergochair

UP TO **6** LOCKING HEIGHTS



TRANSFORMS
COMFORTABLY
FROM CREEPER TO
UPRIGHT SEAT



1-800-253-2363 • BENDPAK.COM

©2023 BendPak Inc. All rights reserved.

 **ergochair™**

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



16

Many body shops today use multi-process welding machines unlike in years past.

COVER STORY

16 Selling welding and collision tools to body shops

While it's more of a challenge to sell certain products like consumables to body shops, there's still room for the mobile tool distributor who pays attention to the needs of their customer and stocks the right mix of tools and equipment for this segment.

PRODUCTS

6 Sneak Peek

Brand new products from CanDo, ProMAXX, Gedore, and more.

14 Most Wanted

The top requested products from technicians and shop owners, based on inquiries from PTEN magazine.

24 In Focus

Taking a closer look at products from Launch Tech, Milwaukee Tool, Dynabrade, and Forney Industries.

FEBRUARY 2023 CONTENTS



6



14



34

DEPARTMENTS

4 Editor's Note

Study reveals car crashes cost Americans \$1,035 per year.

28 Diagnostic Tech

Scott Brown takes a look at the top diagnostic tools for 2023 but notes that training will bring users the most value out of any tool.

42 Tales from the Road

Cornwell Tools dealer, Andre Ansenault, enjoys running his own business and all the perks it comes with.

SALES

34 Show Me Your Truck

Brian Wendt, Mac Tools

36 Go Sell Something

This month Alan Sipe looks at ways to build your revenues with the opportunities you have.

38 Driving Sales

Products that will help your bottom line.

WEB EXCLUSIVES

**VEHICLE
SERVICE
PROS**.com

OFFICIAL WEBSITE OF
PROFESSIONAL DISTRIBUTOR



VIDEO:

Check out the most sought-after tools and equipment that were requested from PTEN's readers in 2022. Do you stock these?

[VEHICLESERVICEPROS.COM/21289528](https://vehicle-service-pros.com/21289528)



GUEST BLOG:

Up your social media game this year with these 10 tips to help you prepare for what's new in 2023.

[VEHICLESERVICEPROS.COM/21290625](https://vehicle-service-pros.com/21290625)



PHOTO GALLERY:

In case you missed it - take a look at these pictures from the CES show.

[VEHICLESERVICEPROS.COM/21291871](https://vehicle-service-pros.com/21291871)

CONNECT WITH US
ON SOCIAL MEDIA



FACEBOOK
[facebook.com/
ProfessionalDistributor](https://facebook.com/ProfessionalDistributor)



LINKEDIN
[linkedin.com/company/
ProfessionalDistributor](https://linkedin.com/company/ProfessionalDistributor)



INSTAGRAM
[@PTENMagazine](https://instagram.com/PTENMagazine)



YOUTUBE
PTEN (Professional Tool
& Equipment News)



BRENDAN BAKER
EDITOR
bbaker@endeavorb2b.com

Car crashes cost each American \$1,035 per year

The cost escalated to \$340 billion in 2019, according to a new NHTSA study.

These costs are calculated for every American and totaled out to \$1,035 per person, whether involved in an accident or not.

Seeing the numbers involved, it's no wonder that body shops are so busy these days. There were more than 23 million vehicles damaged during this study's timeframe. The report also states that 36,500 people were killed and 4.5 million injured, as a result. All signs that there's still a long way to go for road and vehicle safety.

Somewhat surprisingly, those not directly involved in crashes pay for about three-quarters of all crash costs through higher insurance premiums, taxes, and other hard-to-calculate factors such as travel delays, increased fuel consumption, and environmental impacts. These costs totaled over \$261 billion.

Some say the current body shop business model is broken due to how much influence (or control) the insurance companies have over the entire process, from what a shop can charge for a headlight to replacement body panels. While the growing number of fatalities is worrisome, technology can make cars safer and more dangerous at the same time.

Distracted driving is the biggest cause of accidents but not the most fatalities. Impaired driving (alcohol) is still the most deadly

with a higher chance of a fatality. Technology can also be to blame for the higher costs to repair with more driver assistance features (e.g., ADAS), and overall increased use of computer modules (i.e., chips) in vehicles. This means that a mild fender bender can cost several times more today because shops must replace multiple sensors (e.g., parking, lane assist, etc.), and other related systems.

Of the vehicles damaged in motor vehicle crashes in 2019, some 19.3 million or 84 percent were damaged in incidents that incurred property damage only.

This report indicates that the total cost from traffic crashes in 2019 was approximately 40 percent higher than in 2010. The difference in these estimates is attributable to a number of factors, including inflation, which accounts for an overall rise in the cost of goods and services of about 17 percent, shifts in the severity of crashes and the nature of injury outcomes, and a revised basis for measuring unit costs.

With OEMs introducing more and more safety systems such as ADAS and other crash avoidance systems, the methods and tools to repair modern vehicles are significantly more complex than even a decade ago, yet we are still trying to get people to wear seatbelts on a regular basis in 2023. Go figure. **PD**

PROFESSIONAL DISTRIBUTOR

The Mobile Distribution Network Connection

Published by Endeavor Business Media, LLC



30 Burton Hills Blvd, Ste 185
Nashville, TN 37215
800-547-7377

Printed in the U.S. Volume 31, Number 1; February 2023

EXECUTIVE VICE PRESIDENT – TRANSPORTATION

Kylie Hirko 630-253-4034 Kylie@VehicleServicePros.com

VP/GROUP PUBLISHER, ENDEAVOR VEHICLE REPAIR GROUP

Chris Messer 651-206-3168 CMesser@EndeavorB2B.com

EDITOR Brendan Baker

234-201-9049 BBaker@EndeavorB2B.com

ASSOCIATE EDITOR Emily Markham

920-234-6359 Emily@VehicleServicePros.com

ASSOCIATE EDITOR Kayla Nadler

920-563-1764 Kayla@VehicleServicePros.com

ASSOCIATE SALES DIRECTOR Mattie Gorman-Greuel

920-563-1636 MGorman@EndeavorB2B.com

DIRECTOR OF BUSINESS DEVELOPMENT Cortni Jones

920-568-8391 CJones@EndeavorB2B.com

MULTIMEDIA ACCOUNT EXECUTIVE Diane Braden

920-568-8364 DBraden@EndeavorB2B.com

MULTIMEDIA ACCOUNT EXECUTIVE Lisa Mend

949-259-5654 LMend@EndeavorB2B.com

MULTIMEDIA ACCOUNT EXECUTIVE Michael Parra

925-307-8779 MParra@EndeavorB2B.com

MULTIMEDIA ACCOUNT EXECUTIVE Martha Severson

651-846-9452 MSeverson@EndeavorB2B.com

MULTIMEDIA ACCOUNT EXECUTIVE Sean Thornton

269-449-0251 SThornton@EndeavorB2B.com

ASSOC. MULTIMEDIA ACCOUNT EXEC. Mackenzie Verschoor

651-846-9472 MVerschoor@EndeavorB2B.com

PRODUCTION MANAGER Jane Pothlanski

224-324-8507 JPothlanski@EndeavorB2B.com

AD SERVICES MANAGER Carmen Seeber

920-568-8373 CSeeber@EndeavorB2B.com

ART DIRECTOR Tim Schafer

LIST RENTAL REP Michael Costantino

402-836-6266 Michael.Costantino@infogroup.com

LIST RENTAL REP Kevin Collopy

402-836-6265 Kevin.Collopy@infogroup.com

AUDIENCE DEVELOPMENT MANAGER Debbie Dumke

ENDEAVOR BUSINESS MEDIA, LLC

CEO – Chris Ferrell

President – June Griffin

CFO – Mark Zadel

COO – Patrick Rains

CRO – Reggie Lawrence

Chief Administrative and Legal Officer – Tracy Kane

EVP Marketing Solutions & Data – Jacquie Niemiec

Subscription Customer Service

877-382-9187; 847-559-7598 • Circ.ProfDistMag@omeda.com

PO Box 3257 • Northbrook, IL 60065-3257

Article reprints reprints@endeavorb2b.com



Professional Distributor (USPS 017-300), (ISSN 1553-6211 print, ISSN 2150-2080 online) is published 10 times per year in Feb., Mar., Apr., May, Jun., Jul., Aug., Sep., Oct. and Dec. by Endeavor Business Media, LLC, 1233 Janesville Ave., Fort Atkinson, WI 53538. Periodical postage paid at Fort Atkinson, WI, and additional mailing offices. POSTMASTER: Send address changes to Professional Distributor, PO Box 3257, Northbrook, IL 60065-3257.

SUBSCRIPTIONS: Publisher reserves the right to reject non-qualified subscriptions. Subscription prices: U.S. (\$62.50 per year); Canada/Mexico (\$90.00 per year); All other countries (\$131.25 per year). All subscriptions payable in U.S. funds. Send subscription inquiries to Professional Distributor, PO Box 3257, Northbrook, IL 60065-3257. Customer service can be reached toll-free at 877-382-9187 or at circ.profdistmag@omeda.com for magazine subscription assistance or questions.

Printed in the USA. Copyright 2023 Endeavor Business Media, LLC. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical, including photocopies, recordings, or any information storage or retrieval system without permission from the publisher. Endeavor Business Media, LLC does not assume and hereby disclaims any liability to any person or company for any loss or damage caused by errors or omissions in the material herein, regardless of whether such errors result from negligence, accident, or any other cause whatsoever. The views and opinions in the articles herein are not to be taken as official expressions of the publishers, unless so stated. The publishers do not warrant either expressly or by implication, the factual accuracy of the articles herein, nor do they so warrant any views or opinions by the authors of said articles.

AUTEL[®] MAXISYS[™]
EV DIAGNOSTICS

DIAG *EV* EVOLUTION

GAS / DIESEL + HYBRID / EV



MAXISYS MS909EV

EVDIAG BOX + VCI

INCLUDES ALL FEATURES OF THE MS909

MAXISYS ULTRA EV

EVDIAG BOX + 5-IN-1 VCMI

INCLUDES ALL FEATURES OF THE ULTRA

- DETAILED BATTERY PACK DIAGNOSTICS
- STATE OF CHARGE & STATE OF HEALTH ANALYSIS
- SPECIALIZED BATTERY ANALYSIS VIA BMS
- DETAILED CABLE CONNECTION DIAGRAMS



UPGRADE YOUR
MS909, MS919, MSULTRA

KIT INCLUDES

EVDIAG Box & Adapters for Specific Electric Vehicles
to Perform Battery Pack Analysis.
(Connects to MaxiFlash VCI or VCMI)

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

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.



INSULATED UP TO 1,000V

The **GEDORE VDE Tool Assortment Hybrid**, No. 2979063, is a comprehensive kit for repair and maintenance work on all hybrid and electric vehicles. All tools are insulated up to 1,000V according to EN 60900/IEC 60900 (up to AC 1,000V and DC 1,500V). The tools also comply with the Equipment and Product Safety Act (GSPG) according to the testing and certification office. The kit includes 3/8" VDE screwdriver bit sockets, cable cutters, various pliers, and more. ■

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



BLADE MEASURES 10-1/2"

The **Lisle Corporation Pistol Grip Wire Inserters**, No. 83550, is designed for easy insertion of metal or fiber cutting wire through polyurethane. Tip has slotted end to push and a hole to pull wire through windshield bonding. It also allows wire to be inserted closer to the pinch weld. The blade measures 10-1/2" long to reach into tight spaces. ■

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



FEATURES A SPRING RATCHET LOCKING MECHANISM

The **Lang Tools 2-pc Internal/External Retaining Ring Pliers Set**, No. 1487, features a spring ratchet locking mechanism that securely holds against snap ring tension, a thumb release allowing for smooth and controlled tension release, and a cushion grip for comfort. The internal ring size ranges from 3-1/16" to 6-1/4", and the external ring size ranges from 3-1/2" to 6-1/2". The pliers includes two sets of replaceable tips (size .120") that come in straight, bent 45-degree, and bent 90-degree angles. ■

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



Watch this product in action here:
VehicleServicePros.com/21290280



DESIGNED FOR SOFT METAL FLARE NUTS

The **Mac Tools Flare Nut Wrench Sets**, Nos. SFND5SAE, SFND6MM, and SFND8SAE, feature a 270-degree wraparound on box end, allowing torque to be transmitted on five sides to prevent fastener distortion. The sets are designed for soft metal flare nuts and are available in three sets: 5-pc SAE Flare Nut Set, No. SFND5SAE; 6-pc MM Flare Nut Set, No. SFND6MM; and 8-pc SAE Flare Nut Set, No. SFND8SAE. ■

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



WORKS AS A FULL DPF SERVICE TOOL

The **CanDo HD Code Pro** is a mid-line code scanner that will diagnose light to heavy duty commercial vehicles. The scanner reads and clear codes as well as performs simple DPF resets and regens. In addition, the scanner allows users to perform SCR and ash and soot level resets along with service maintenance resets, making this a full DPF service tool. The scanner features a built-in printer and covers Detroit, Cummins, International, Isuzu, Mack/Volvo, Hino/UD, Fuso, Paccar, Mercedes, Caterpillar, Perkins, John Deere, and more. Also includes one year of free updates. ■

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



OFFERS MULTIPLE MOUNTING OPTIONS

The **TOPDON PulseQ EV Charging Station** offers versatility, adaptability, and smart technology. The PulseQ is compatible with most American AC electric vehicles because of the SAE J1772 (Type 1) plug, eliminating most brand barriers to electric vehicle owners. The compact design and multiple mounting options save space, and it can also be mounted outside. The charging station's interface is accessed and adjusted through an app to set charging sessions during off-hours and to monitor the charging process. ■

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.



INCLUDES THREE LENGTHS: 8", 12", AND 16"

The **Matco Tools 3-pc Indexing Pry Bar Set**, No. IDPB3G, are optimal for engine bays and chassis work. The set includes three lengths: 8", 12", and 16", and sport a green highlight. With up to 180 degree blade adjustment and multiple locking index points, the pry bars allow for improved access on difficult-to-reach components. Built to last, the pry bars are made with quality components through hardened alloy steel handles, blades, a locking spline assembly, and a steel push-button that extends the life of the pry bar. ■

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



DESIGNED WITH 3/8" AIR INTAKE THREAD

The **Titan Professional Tools High Flow Air Blow Gun**, No. 19393, is designed with 3/8" air intake thread. When used with thread sealant tape, this high-volume air gun allows for greater air flow and higher psi, with adjustable pressure between 25 to 230 psi. The gun is designed with a non-slip-aluminum ergonomic handle, and the tapered high-flow tip can be directed towards hard-to-reach areas. The product includes 1/4" series plug with 3/8" NPT male thread with pre-applied thread sealant, and it meets OSHA standards. ■

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

INCLUDES A TWO-SPEED 220V CONVERTER MOTOR

The **Hunter Engineering TXC51C Tire Changer**

combines the benefits of a center clamp model with the useability and familiarity of a traditional swing arm changer. The result is significantly enhanced wheel protection, eliminating slippage risk. The 51C features a Hunter-exclusive lower locking disc that can be used for rebreaking, lifting, and demounting the bottom bead. It also includes Hunter's exclusive FastBlast inflation system, which allows easy inflation of challenging truck and SUV tires by a single technician, handsfree. Additionally, the tire changer includes a two-speed 220V converter motor and the PowerOut bead loosener. ■

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



HOLDS UP TO 18 ONE-QUART BOTTLES

The **JohnDow Industries Oil Container Drainer**, No. JDI-CD21, allows technicians to safely and easily drain oil bottles before recycling by placing them upside down on the Oil Container Drainer pegs to drain excess oil. Since repair facilities must properly drain or remove oil to the extent where there are no visible signs of free-flowing oil remaining in the bottle, the Oil Container Drainer easily connects to a drum to provide a safe way to drain and dispose of excess oil from the containers. Notable features include heavy duty steel construction, capacity up to 18 one-quart bottles, easily secures on drums with 2" bung adapter, side support bars keep lid open at 45 degrees, and the lid is secure and easy to lock. ■

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

CAN MAKE REPAIRS ON 20 DIFFERENT ENGINES

The **PowerTech Set - Charlie ProKit** from **ProMAXX** repairs broken exhaust manifold bolts on 20 different engines including GM, Ford, and Dodge. It combines three of the most popular guide plates into one kit. The ProKit comes equipped with ProMAXX Tool's Extractorless capability, eliminating broken extractors that increase repair times. It allows technicians to make an on-the-vehicle fix, reducing repair times to approximately 15 minutes per broken bolt, says the company. ■

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





PROVIDES 200A OF POWER

The **H&S AutoShot HSM200 PRO MultiMIG Welder**, No. HSW-6422, provides 200A of power for MIG, TIG, and stick applications on either a 115V or 230V line. Welder features voltage, wire speed, amperage, and full Synergic scroll-down settings for steel, aluminum, and silicone bronze on a 5" LCD display. AC TIG functions allow the user to TIG any metal with three waves forms for aluminum TIG welding. The spool gun selection switch, euro-connect flange for torch and spool gun, and high-frequency start foot pedal connector are standard. Package includes: MIG, torch, TIG torch with foot pedal, electrode holder, ground clamp, MIG wire, TIG torch kit, and dual gauge regulator with hose. ■

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



PROTECTS AGAINST DAMAGE

The **Boots-R-Us Protective Cover for Milwaukee Tool M18 1/2" Impact Wrench - 2767**, No. JB-62B, offers protection against damage, while also protecting the serial number that may be needed in case of product warranty issues. The boot is custom fit and built to last. Available in red, blue, and black. Made in the U.S.A. ■

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



PERFORMS CALIBRATIONS DIRECTLY ON DRIVESAFE PLATFORM

The **Opus IVS QuickADAS** enables a vehicle repair facility to directly perform calibrations on the DriveSafe diagnostic platform from the ADAS Checklist. With this latest software upgrade, key productivity enhancements include eliminating the need to move off the tool for ADAS calibrations. The functionality presents ADAS calibration requirements including targets and part numbers on-screen in the diagnostic tool that enables the shop to immediately perform the necessary calibrations using the DriveSafe tool's proprietary capability which they then can upload the results into the CCC work file for the vehicle. ■

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



AVAILABLE IN 18" AND 13" SIZES

The **Milwaukee Tool M12 FUEL Bandfiles**, Nos.

2482-20 and 2483-20, are available in both 18" and 13" sizes, and designed to deliver fast spot weld removal. The bandfiles feature two speed adjustment settings (high 3,600 sfm and low 1,800 sfm), a lock-on button, a variable speed trigger, forward and reverse functionality, and are resistant to belt slip. Both are also equipped with a 360-degree

tool-free arm rotation to improve access in hard-to-reach applications. When equipped with an M12 Redlithium XC 4.0 battery, users can remove up to 50 spot welds using the 18" bandfile and up to 40 spot welds with the 13" bandfile on a single charge. ■

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



UPDATED OE SENSOR INFO

The **ATEQ Q4 2022 Software Release** includes new vehicle model coverage, updated OE sensor information, increased TPMS coverage for aftermarket sensor brands, and new aftermarket TPMS sensor brands. New versions now available are for VT67, VT57, VT56, VT47, VT37, and VT36. One notable addition is Launch Tech's LTR sensor is now available on all ATEQ TPMS tools. Additionally, the latest release offers updated coverage from over 25 aftermarket sensors. ■

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



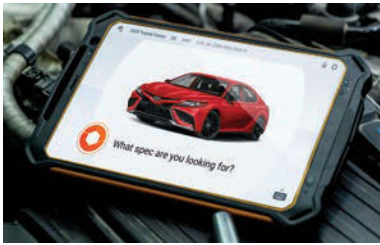
INCLUDES THREE SIZES

The **CTA Manufacturing 16-pt 5-pt EPR Torx Socket Set**, No. 1220, includes five-sided Torx Plus profile sockets, from 6EPR to 32EPR. The set is made from satin finish chrome vanadium and packed in an EVA foam tray for convenient storage. The sockets, also referred to as Pentalobe sockets, include three different sizes: 25 mm, 1/4" square drive (6EPR, 7EPR, 8EPR, 10EPR, and 11EPR), 37mm, 3/8" square drive (12EPR, 14EPR, 16EPR, 18EPR, and 20EPR), and 45mm, 1/2" square drive (22EPR, 24EPR, 26EPR, 28EPR, 30EPR, and 32EPR). ■

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.



OFFERS A HANDSFREE DATA LOOKUP EXPERIENCE

Ortho is a voice assistant purpose-built to drive efficiency in auto repair. Ortho is a fast and convenient way to access trusted repair and maintenance data. Powered by MOTOR’s OEM database and housed inside a rugged tablet, Ortho offers a handsfree, fast data lookup experience. By simply saying “Hey Ortho” and asking a question, technicians get access to hundreds of specs (e.g., torques, measurements), fluid details (e.g., capacities, types), diagrams (e.g., mounting points), and maintenance intervals, all specific to the vehicle in the bay. Ortho includes a free trial and offers flexible subscription or monthly pricing models for individuals and shops. ■

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



BLUETOOTH-ENABLED OBD-II SCANNING SOLUTION

The **asTech Mini** is a compact and comprehensive Bluetooth-enabled OBD-II scanning solution for OEM and OEM-compatible diagnostics. Paired with the asTech mobile app, the asTech Mini delivers the functionality of thousands of OEM scan tools in a pocket-sized device. With the asTech Mini, users can access asTech’s patented remote OEM diagnostics and 400+ certified technicians, perform local OEM-compatible quick scans, read and clear codes, access all scan reports in the asTech mobile app, and be assured that scans are backed by the company’s warranty. ■

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



FOR BNC-INTERFACED OSCILLOSCOPES

The **Pico Technology TA487 IEPE Signal Conditioner** is an adapter that allows any PicoScope with the ability to measure and capture signals from a large selection of piezo-electric IEPE sensors. Using the TA487 is as simple as connecting an integrated electronics piezo-electric (IEPE) sensor and the included USB cable into the TA487, and then attaching the TA487 to a PicoScope or any BNC oscilloscope to capture data from the piezo-electric sensor. The TA487 provides a safe constant current power source to the sensor, allowing it to work over long cable lengths while still providing a good signal to noise ratio. ■

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

FOR CUMMINS, CAT, AND MACK ENGINES

The **Oni Tools Universal Cylinder Liner Puller Kit**, No. ONI300T, is designed to directly replace OEM part numbers PT-6400-C, M50010-B, 3376015, ZTSE2536, and PT-6410-5. The universal liner extractor set works on wet liners from 3-7/8” to 6-1/4” bore, up to 15” deep, with a minimum wall thickness of .148”. It’s used to safely and correctly remove the cylinder liners while avoiding damage to the cylinders block. The kit is made from heavy duty steel structure machined and finished with powder coating to resist corrosion and ensure a long-term and reliable performance. ■

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



WITHSTANDS TEMPS UP TO 2,000 DEGREES F

The **VersaChem Tailpipe Repair Kit** is a heavy duty, high-temperature permanent tailpipe repair kit. Designed to withstand extreme temperatures up to 2,000 degrees F, this kit can be used for small or heavy duty repairs. The 8-pc kit includes temperature resistant bandage, all steel exhaust clamp, 2 oz. of putty, metal wire screen, alcohol wipes, gloves, sandpaper, and a putty spreader. Available Q1 2023. ■

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

CUSTOMER REVIEW:
“Finally an affordable aftermarket universal liner puller without compromising quality!”



FOR INDOOR OR OUTDOOR INSTALLATION

The **Bosch EV300 Level 2 EV Charging Station** is UL listed, tested to all applicable industry standards, easy to install, and requires low maintenance. Ideal for both indoor and outdoor installation, the compact charger provides 32A capacity and charges up to six times faster than with a standard level 1 EV cord. With a shorter 16' cable, the EV300 is recommended for areas with limited space to install. The charging station is flexible with the option to also be used as a plug-in charger. The EV300 includes a tamper-resistant mounting bracket and industry standard NEMA 14-50 plug. Its SAE J1772 charging connector is compatible with all EVs in North America. ■

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



FEATURES A 3/4" BORE SIZE

The **Ingersoll Rand 135MAX Heavy Duty Air Hammer** is ideal for vehicle, truck, bus, and heavy machinery repair. Weighing in at 4.5 lbs, the 135MAX HD Air Hammer delivers 2,600 bpm with a 3" piston stroke. It also has a feather-touch trigger for jobs that require light handling. Featuring a 3/4" (19mm) bore size, the air hammer is available in a convenient kit that includes five chisels and a carrying case or as an individual tool. ■

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



CORRECTS IMPERFECTIONS

The **Dynabrade Nitro Series 11" Diameter Random Orbital Sander** features a proportionate 3/4" diameter orbit to assure a swirl-free finish on a variety of surfaces. It's able to quickly remove heavy oxidation and correct surface imperfections on large areas. With a 1hp, 2,800 rpm motor, the sander offers more torque and power than its previous model. Its soft grip, insulated handle reduces cold air transmission to the operator while its side handle can be positioned for right- or left-handed operation. Additionally, its rear exhaust is designed to move air away from the operator. Includes a weight-mated hook-face sanding pad to further reduce vibration. Available in non-vacuum (No. NS11) and vacuum (No. NS11V) versions. ■

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



RATED TO 1,000V AC

The **Wiha Tools 26-pc Insulated EV Essential Tool Kit** includes individually tested, 1,000V AC rated, insulated VDE screwdrivers, sockets, ratchets, extension bars, wrenches, pliers, a cutters, cable stripping knife, and tweezers. The tools feature a SoftFinish cushion grip handle with a slip guard design, exact fit precision machined tips for reduced cam-out, and induction hardened cutting edges and jaws for ideal sharpness and longevity. They also endure a rigorous heat-treatment process for maximum strength. The tools come in a sturdy plastic shell case with dedicated tool compartments for secure storage and organization as well as custom-fit trays with finger-recesses for easy tool retrieval. ■

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



SERVICES TIRE RIMS FROM 10" TO 30" IN DIAMETER

The **Coats 90C Center Clamp Tire Changer** features a center locking clamp design that is easy to use, fast, and helps prevent metal-to-metal contact with customer wheels. It also comes standard with a leverless duckhead mount/demount tool and an auxiliary bead sealer. The leverless duckhead acts as a traditional helper device and eliminates traditional tire tools that can mar the surface due to application difficulty, the company says. The Coats Auxiliary Bead Sealer (ABS) is designed to tap into the tire changers surge tank, providing additional bead seating volume. The ABS also assists with sealing difficult applications. The 90C is capable of servicing tire rims from 10" to 30" in diameter. ■

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



INCLUDES ADDED SUPPORT FOR MODEL YEAR 2023 VEHICLES

The **Bartec TPMS Software Release 65.0/5.0** includes added support for model year 2023 vehicles, added

Rite-Sensor coverage (i.e.

Audi and GM), added Rite-SensorBlue support, added OBD COMMs support for Ford and Lexus, and increased Placard support for Ford Escape, Expedition, and Maverick. The software release 65.0 is available for Generation 1 Pro Series Tech400Pro, Tech300Pro, and Tech500Pro tool. Software release 5.0 is available for Generation 2 Pro Series Tech600Pro, Tech550Pro, Tech450Pro, and TechRitePro tools. ■

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

LIFTS BOTH INTERNAL COMBUSTION AND ELECTRIC VEHICLES

The **BendPak AP Series Two-Post Lifts** are designed to make lifting internal combustion and electric cars, trucks, and vans safer, easier, and more efficient. The series offers patent-pending features, including nested arms, an automatic swing arm restraint system, and an automatic safety lock system. The AP Series includes



three 10,000-lb capacity models. The standard 10AP has a 73" lifting height and an overhead beam height of 145". The 10AP-168 also has 73" of lifting height plus a crossbar that's positioned 2' higher to accommodate high-roof cargo vans. The 10APX is a high-rise model, offering 79.5" of lifting height with a 157" top beam. The 10APX-181 has a 79.5" lifting height and increases the top beam height to 181". All lifts are ALI certified. ■

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

STREAMLIGHT® WORK LIGHTS

Inspect, Identify and Repair.

Get the ultimate in brightness and versatility with a broad selection of lights for delivering precise lighting or illuminating large areas. Fewer trip hazards and unlimited portability mean you can work harder for longer. All backed by 50 years of Streamlight's commitment to the industry.



[STREAMLIGHT.COM/WORKLIGHTS](https://Streamlight.com/worklights)

© 2023 STREAMLIGHT, INC. ALL RIGHTS RESERVED.

STREAMLIGHT
50 YEAR
ANNIVERSARY
SINCE 1973

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



AVAILABLE IN MULTIPLE DIFFERENT FLOW RATES

The **Exair TurboBlast Safety Air Gun** is capable of producing up to 23 lbs of force with a simple press of a button trigger, and is the ideal solution for blowoff applications. The TurboBlast features a cast aluminum handle with a rugged elastomer grip that's UV resistant, chemical resistant, and insulated from heat or cold. All models include an integrated nozzle guard for safety. Models are available with an adjustable gate valve to control blowing force on the fly, or without the gate valve. The TurboBlast is CE compliant, meets OSHA standards, and is available in multiple different flow rates and extensions up to 6' long. ■

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



Watch this product in action here:
VehicleServicePros.com/21290278



ENABLES HANDSFREE OPERATION

The **Tool Aid Clamp Probe Set**, No. 21200, is designed to allow a technician to test for voltage drop on top battery posts. The probe enables handsfree operation and works with standard 4mm banana plugs. Its probe swivels and adjusts in height to test where needed. The 21200 is ideal for testing recessed connections and is available individually as the No. 21215 (black) and No. 21216 (red). Includes clamp tips for added grip. ■

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



BUILT-IN MOISTURE SEPARATOR

The **Fornair 2.5 CFM Air Compressor** from **Forney Industries** is a portable and easy-to-use electric air compressor designed to ensure maximum efficiency and performance of air tools and plasma cutting equipment. Operating at 1.0hp with 120 psi maximum rating and 61 dB rated noise level, the Fornair air compressor is so quiet that it allows a normal conversation to take place, says the company. With an auto on/off option, the unit automatically refills the air compressor when the tank pressure drops below a certain limit. Additionally, it features an oil-free pump, two carry handles, 4-gallon steel tank construction, dual quick connect couplers, and a built-in moisture separator. ■

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



OFFERS 360-DEGREE ROTATION

The **Coxreels Mounting Brackets for 100 Series**, No. SMK-702, is a swivel bracket accessory for the 100 Series Hose Reels and the V-100 Series Vacuum Reels. Built in the U.S.A. from heavy gauge steel, the SMK-702 wall mount swivel brackets feature 360-degree rotation and have multiple locking positions via an easy-to-use ergonomic pin lock. The bracket allows the user to point the reel in the direction where the hose is needed, improving the experience and function during payout and rewind. The full-length vertical bearing and stability thrust bearing provides smooth and long-lasting rotation. The SMK-702 comes in two sizes, SMK-702-8 and SMK-702-12.5. ■

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

FEATURES PRECISION MADE MAGNETIC TIPS

The **SP Tools USA 12-pc Screwdriver Set with EVA Foam Tray**, No. SP34003G, is designed to fit into technicians toolboxes by utilizing its EVA foam holding trays. The set includes a variety of sizes from stubby for confined workspaces with limited access to extra long for increased torque and extended reach. The handles are made from polypropylene and the shafts are made from SVCM steel, offering extra strength and durability to get the job done effortlessly. Precision made magnetic tips ensure ideal fastener control. EVA foam housing measures 22.5" by 10.5" by 1.25". ■

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



HOLDS UP TO 300 LBS

The **ATD Tools Vehicle Door Jack Lift**, No. 6557, features a powder coated steel construction that provides strength, durability, and corrosion resistance. The Vehicle Door Jack Lift has 4" polyurethane casters (two swivel and two with brake) for easy maneuverability. The support size is 30" length by 24" width. The support pads height adjusts from 7" to 30", and the width adjusts from 8" to 20". The lift weighs 44 lbs and can hold up to 300 lbs. ■

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.



DESIGNED TO REDUCE FATIGUE

The **Vessel Ball Grip Ratchet Screwdriver with 10-pc Bit Set and Bit Belt**, No. 2200MBH120K01, features a bit size of 1-3/16" and offers a smooth operation with its 36-teeth gear design. The ratchet mechanism offers a forward, reverse, and stationary positions on the dial, and is designed to reduce fatigue. The kit includes a SL#6, T10, T15, T20, T25, T30, SQ2, PH1, PH2, and PH3 bit. It can also be used as a stubby screwdriver and the Impact Torsion bits can be used with power tools. ■

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

FEATURES A 360-DEGREE SWIVEL TOP

The **Tire Mechanics Resource Manual Tire Spreader** features a 360-degree swivel top and a wide base for added stability. It's adjustable in six stages and the platform can rotate horizontally 180-degrees for all types of tire repairs. The manual tire spreader offers an incline of 60 degrees, maximum enlargement of 13.8", and includes an attached tool pan. It's an economical tire spreader ideal for all types of tires from cars to light trucks and for all types of tire repair work, including tire inspection, cutting, buffing, cleaning, patching, and more. ■

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



REMOVES HUB SEAL IN ONE PIECE

The **OTC Hub Seal Puller Set**, No. 5085-S, is designed to eliminate bearing and hub damage that can occur when a punch and hammer is used to remove the seal. An extra long 28" handle provides leverage, and the unique pulling head design quickly and easily removes the seal in one piece. The set removes hub seals on trailer and truck axles, and includes a larger size replaceable head (No. 600053) for hub oil seal removal on seals with 4-5/8" I.D. and larger. ■

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



CELEBRATING 75 YEARS 1948 – 2023

The Battery Chargers Professional Technicians TRUST



IBC6008MSK

- Safely charges ALL 12V EFB (Start-Stop), AGM, Lithium, Gel and SLA battery types
- Customize battery charging profiles with adjustable voltage and adjustable amperage by type
- Built-in reflash power supply and memory saver port with 12 ft. OBDII cord
- Patented Intellamatic® smart charger analyzer technology with battery rejuvenation
- Partial Charge mode for busy shops
- Energy efficient and OE manufacturer approved
- Legendary power and generational quality
- "Safe in any weather" operation



6006AGM/6009AGM/6012AGM

- Upgraded "tried and true" heavy duty chargers with setting for AGM batteries
- Improved energy efficiency
- Legendary power and quality

AMERICAN MADE, FAMILY OWNED | #IWANTTHEBLUEONE

5043 Farlin Ave., St. Louis, MO 63115, 800-949-1472, www.associatedequip.com

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

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 Fits securely in palm of hand

The **VIM Tools Button Clip Disconnect Tool with Swivel Head**, No. BCT1, fits in the palm of a hand to quickly disconnect fittings with button-type connectors. It is designed to eliminate the need for bulky pliers and cables that require both hands to remove button-type connectors. Spring-loaded pivoting jaws and 180-degree swivel head with knurled finger rests for extra grip make it easier to hold onto and maneuver. Its grip is made of double dipped PVC.

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



B Eliminates airlocks in cooling system

The **Carlyle Tools Cooling System Refilling Gun**, No. SER 70880, helps to reduce filling time and eliminates airlocks in the cooling system. It uses deep vacuum technology to eliminate the need for system bleeding. It has a universal attachment to most radiator and header tanks and includes small and large rubber cones to fit both passenger and commercial vehicles. No additional adapters are needed. It also features an integrated vacuum gauge that automatically tests the cooling system for leaks, a built-in filling tap and vacuum check valve to remove the need for interchanging hoses and eliminates coolant spills and waste, and a quick-release air supply locking trigger for easy use.

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

C More ergonomic repairs

The patent-pending **Ergochair** adjustable-height rolling work seat from **BendPak** is designed to make performing awkward work tasks in the shop more ergonomic, reducing stress and strain on technicians' bodies to deliver improved safety, greater productivity, and reduced injuries. Ergochair works as both a chair and a creeper. It features an adjustable seat height and backrest that adjusts up and down, as well as forward and back. Its four casters ensure it moves smoothly in all positions.

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



D For use in minimal access spaces

The **Tekton 3/8\" Drive Folding Ratchets** are intended for use in minimal access spaces, providing low leverage and high speed. The patent-pending ratchets use the company's 90-tooth ratchet mechanism in the ultra-compact 3/8\" drive head. They fully extend into a small offset ratchet. In partially folded positions, the handle gets out of the way for greater access and in the fully closed position, they are an ergonomic palm ratchet. The joint is non-locking for continuous range and stiff so that it doesn't flop around. The ratchets are available in quick-release and non-quick release models.

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

E Ideal for exhaust work, body work, and dashboards

The **EZRED 8\" S-Shaped Quarter Stick**, No. 4SS8, features a compact design to allow easy access inside tight corners. The tool is forged from chrome vanadium steel, and is ideal for exhaust work, body work, dashboards, motorcycles, inside fan cowl, and other hard-to-reach areas. With a 1/4\" square socket and magnetic bit drive, the tool works for most general-purpose fastener-driving, and requires only 5 degrees to move fasteners.

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

F Available in four sizes

The **ProMAXX PlierPull Locking Plier Adapters** can produce greater pulling power thanks to their quick slide hammer connectivity. They're ideal for repairs where a high level of force is needed, such as for popping out cotter pins, pulling bushings, seals, and other applications. The adapters are available in four sizes (3/8", 5/8", 5/16", and 7/16") to easily attach to the most common varieties of locking pliers and slide hammers. The adapters are lathe-turned and knurled from hardened steel and black oxide coated to protect against corrosion and wear. Made in the U.S.A.

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



G Can measure and indicate the exact voltage

The **Power Probe Volt Tester**, No. VT750LCD, is a compact automatic voltage tester up to 750V. It can measure and indicate the exact voltage (AC/DC), phase indication, and phase rotation, as well as continuity, RCD, and resistance via an LCD. Features 2,000 count digital display, 2,000 ohms resistance range, a 1,000 Hz frequency counter, an integrated single pole test for phase detection, and is IP65 rated for outdoor use. The operation time is 30 seconds, and the recovery time is 240 seconds.

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

H Straightens 3/16" and 1/4" tubing

The **S.U.R.&R. Handheld Tubing Straightener**, No. TS224, is designed to straighten 3/16" and 1/4" tubing. It can be used on aluminum, copper-nickel, and steel lines. It straightens tubing with the flip of a convenient thumb-size selector. Slide the tubing through the straightener to eliminate curves or bends. It's ideal for creating long and consistently straight lines from bulk tubing coils. The TS224 can be used in a vise or on the vehicle thanks to its compact design that makes the tool easy to grip and control. The TS224 also works well with S.U.R.&R. UltraBEND flexible brake line tubing and Max Flex Alloy tubing coils or bundles.

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



I Fits the palm of a user's hand

The **Bosch 12V Max Brushless 3" Angle Grinder**, No. GWS12V-30N, features a compact design to make quick, difficult cuts in tight spaces. It produces 19,500 no-load rpm at 1.5 lbs (not including battery). The grinder was engineered to fit the palm of a user's hand, for ergonomics and control. Its spindle-lock design provides fast wheel change; simply pull the locking clip and unscrew the spindle screw. The grinder has restart protection to help prevent accidental start-up and overload protection to reduce the risk of the motor overloading or overheating. It also features fast braking time, stopping the wheel after the grinder is turned off.

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



H

J

J Able to test seven different 12V relays

The **Electronic Specialties Super Relay Buddy**, No. 194, is designed to provide an indication of the general health and functioning of the most common 4/5 pin 12V relays. It cycles the relay several times while loading the switch contacts to detect any excessive resistance. The tool incorporates a full 7A load into the automated test sequence and is able to test seven different 12V relays. In addition to displaying green for good and red for fail, the Super Relay Buddy has a third test result, yellow for caution. The yellow/caution result is displayed when the voltage drop through the tested relay is significant, but still within operating range of the relay.

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.

SELLING WELDING and collision tools to body shops

While it's more of a challenge to sell certain products like consumables to body shops, there's still room for the mobile tool dealer who pays attention to the needs of their customer and stocks the right mix of tools and equipment for this segment.

By **Brendan Baker**, *Editor*

Today's collision repair facility is not like the traditional body shop from 30 years ago. It has evolved significantly along with the complexities of vehicles that manufacturers are producing today.

Welding equipment has also greatly improved in recent years to where it's easier for inexperienced techs to operate and still adjustable enough for the more seasoned ones to use. But there's a caveat, not all body panel repairs use the same type of welding processes. It depends on the manufacturer's requirements.

"Most body shops traditionally use MIG," says Jason Mahugh, director of engineering and technical services at Forney Industries, which makes welding machines and plasma cutters for automotive shops, and specifically body shops.

"Occasionally, body shops will TIG-weld, but it takes more skill, and it's a bit slower. I don't see a lot of TIG in body shops. It's mostly multi-process (MP) machines, which are about the same price as a dedicated MIG welder. So a lot of customers prefer a MP machine

instead of a dedicated MIG just for the value and versatility."

WELDING EQUIPMENT

Mahugh says they offer a wide variety of welders and plasma cutters designed for automotive uses from MIG to TIG and MP machines that can be operated in three modes (MIG, TIG, and Arc). But most body shops don't stick-weld unless they do general repair as well. Stick welding is not as precise but can handle very thick material.

"We develop welding machines and plasma cutters for thicknesses of around a half-inch and thinner. So that covers your typical automotive application. In terms of amperage for plasma cutting, we have a 20A plasma cutter, which is a quarter-inch machine, a 30A plasma cutter, which is a three-eighths machine,

and a 40A plasma cutter, which is a 1/2" machine," says Mahugh, who notes that these are popular in body shops because they are easy to use and fast for cutting off panels.

There are several options when it comes to amperages in a MP welder, according to Mahugh. But much depends on the type of power your customer's shop needs or has available. Lower amperage machines will not weld as thick of material as higher amperages but will only require a 120V circuit, whereas a more versatile machine, such as Forney's newly launched 190 MP, can run on both 120 and 240V.

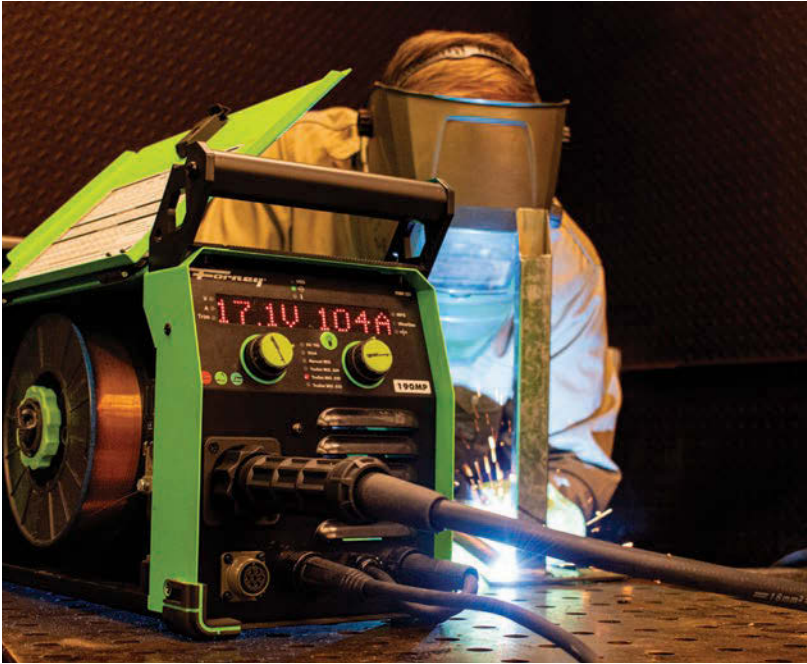
"Our 140A works for 1/4" material, and the 190A multi-process machine can weld up to 3/8". And then we have other machines that cover 1/2". So we cover the whole gamut," notes Mahugh.

While most body shops use MIG machines (whether a dedicated or a MP), in the past, there were some downsides to using a dedicated ➡



*Collision shops have a constant need for
welding tools and related products that mobile
tool distributors sell.*

Photography: I-CAR



Photography: Forney Industries

MIG welders are the most commonly used welding machines in body shops with the ability to plug weld panels of various thicknesses and materials. Today's machines are also more automated so they are easier to operate. (Image: Forney's new 190 multi-purpose MIG/TIG/Arc machine.)

MIG machine, mainly because the technology made them more difficult for the beginning welder. And they were much more expensive and heavier. But today that's changing with new technology, which is allowing for easier manufacturing processes and more affordable options along with lighter weight.

"Twenty years ago, almost everyone used the dedicated MIG machine, and they were based on a transformer-style power supply. It was expensive and challenging to make a multi-process machine. But now that most welding machines are based on PCBs (printed circuit boards), it's much easier to make a multi-process machine with modern technology. It used to be that if you wanted to change from MIG welding to stick welding or TIG welding, it was challenging. It might take a technician five or 10 minutes to change over. It takes about 30 seconds to change from MIG welding to TIG welding. Technology has changed a lot in recent years. And so I would say nowadays, there are not a lot of downsides. We

intentionally design our machines for quick changeover between processes and very simple controls, just for that reason, so it's easy to change."

With the changing technology comes lighter weight and more options from a manufacturing standpoint, so many body shops are now opting for the MP machines. Mahugh points out that while most techs use MIG for collision work, some of these body shops also work on weekend projects, such as a motorcycle or go-kart on the side. "The shop owner or tech may want to use TIG for the Chromoly tubing on his go-kart or something like that, or maybe even has a race car with a cage that needs to be welded. So that's where the value of the multi-process machine can come into play."

A MP machine can also stick-weld, but that's not a process used very often in automotive shops anymore unless it's for frame work or some sort of trailer accessory with very thick metal. Still, it's a good option to have when the need arises.

ALUMINUM REPAIR

One of the advantages to using a MIG machine or process is that you can weld steel and aluminum without much difficulty or training (especially with newer machines that are more automated for the correct amperages and wire feed speeds. More on that later).

"Normally, when you [weld aluminum] you use a spool gun that attaches to your MIG machine," says Mahugh. "And that allows you to feed the soft aluminum wire a short distance, which is a problem with MIG welding aluminum. The wire is so soft it's hard to feed 15 feet. So a spool gun with a small one or two-pound spool of wire on the gun only pushes the wire maybe eight to 12 inches. It's much easier to push a rope 8 to 12" than it is to push a rope 10 or 15'. That's the concept with aluminum spool welding."

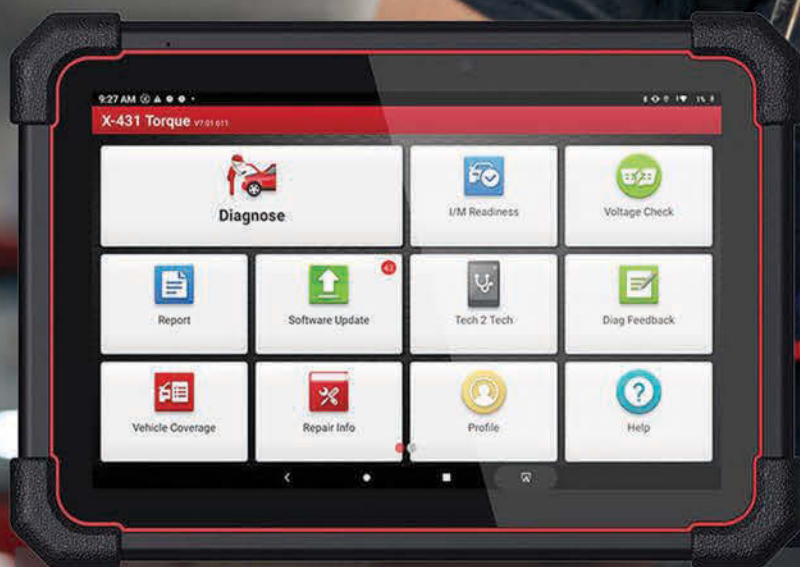
More independent body shops are welding and repairing aluminum than ever today, so Mahugh says it can be a benefit to have a MIG machine that is set up to do both steel and aluminum with little fuss.

"One of our machines (the 242 Dual MIG) is set up where you can run steel out of the machine, but then you can also have an aluminum spool gun hooked up, and all you have to do is flip a switch. So, one minute you're welding steel, and the next minute, you're welding aluminum with just the flip of a switch. There are things like that we try to accommodate because a lot of body shops are doing aluminum repair now. I almost never saw a body shop do aluminum 10 years ago. Now, quite a few body shops are doing aluminum, particularly with the Ford F-150, and some of the European cars use a fair bit of aluminum as well."

Some body shops may even want to set up a separate MIG welding station for aluminum just to keep them apart because some of the hammers and tools also need to be ➡

X-431 TORQUE LINK

DIAGNOSTIC TO INFINITY



PRODUCT SPECIFICATIONS AND FEATURES

- Supports CAN/CANFD/DLP & J2534/D-PDU/RP1210
- Code Assist by **IDENTIFIX**
- OE-Level Bi-directional Functionality
- Supports X-431 Fix Repair Information by **MOTOR DRIVEN**
- Supports Smartlink Remote Diagnosis
- Topology Module Mapping Overview
- Auto Detects VIN
- New Pin Detection Function

separated due to the risk of corrosion and cross-contamination.

SPOT WELDING

On the other end of the spectrum, more body shops, especially dealership body shops, are using high-end spot-welding machines that can give the perfect spot weld every time. One of the drawbacks of using a MIG machine to weld body panels is it comes down to the ability of the technician to properly perform multiple plug and spot welds over the course of the repair.

Squeeze-type resistance spot welders (STRSW) are the latest evolution of spot-welding machines that will hold the panel in place and apply the perfect amount of force for the electrode to bond, depending on the type of material used by the OEMs. With this process, panels are squeezed together with a specific amount of



Photography: CollisionHub/YouTube

Squeeze-type resistance spot welding is starting to take over in collision shops as many OEMs are using advanced steels that are thinner than in the past. These machines produce a perfect weld every time and won't burn through sealants or adhesives.

pressure while the weld is created. Tips of resistance spot welders are made of copper, which is a better conductor of electricity than steel. These machines more closely mimic the OEM construction and introduce

less heat into the weld, which reduces the chance of corrosion. Also, many OEMs today use advanced steel alloys that are even thinner than in previous years when mild cold-rolled steel was more common.

➡ PRODUCTS TO STOCK



Millermatic 355 MIG Welder

Miller Electric

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



Pz50 Plastic Welding Kit

Portasol

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



Mechanix Wear Flux Welding Gloves

Magid

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



242 Dual MIG

Forney Industries

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



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

PRE- AND POST-SCAN

Jason Pennington, a Mac Tools dealer in Dayton, Ohio, covers four routes in his territory now with four other drivers while he pulls a diagnostic trailer around with specialty tools. The trailer is equipped with tools such as scanners and larger shop equipment like an A/C recovery machine, a transmission jack, and an engine hoist, to name a few. It allows Pennington to go wherever he's needed to make a sale whenever one of his mobile truck drivers gives him a lead.

Pennington says he sells collision tools to many body shops in his area, including a few welders like the ESAB 210, which he says is so easy to use that it practically sells itself. However, he mainly focuses on selling diagnostic tools to body shops because he sees it as an increasing opportunity for his business.

"More body shops need scanners today to do pre- and post-scans before and after a repair job," he says. "Insurance companies pay per scan, so a shop could

make \$200 just to do a health check and ensure no major codes pop up."

While Pennington stays busy pulling his diagnostics trailer and selling big ticket items like MIG welders and multi-purpose machines that both MIG and TIG weld, he says his mobile route drivers handle more of the tool sales that collision shops need, such as Vise Grips (for body panels), specialty clamps and clip tools (Lisle), media blast wheels, and angle grinders. Those are the most popular items for body shops.

CONSUMABLES

Jay Sicht, who is the managing editor of ABRN and Motor Age, says that selling collision shops consumables such as sanding discs, cutters, drill bits, and so forth, could be a challenge for mobile tool dealers, depending on the area because many shops get deliveries every day, sometimes multiple times per day, from their paint supplier that sells some of these products as well. He says the tool



Photography: Jason Pennington

Jason Pennington operates four routes around Dayton, Ohio for Mac Tools. He has other drivers who run the trucks and call on shops while he pulls a trailer with larger equipment and diagnostic tools.

26-INCH INTERNAL RETAINING RING PLIERS



Heavy duty pliers used to remove and install the large internal retaining ring in transmission cases

26" handles provide the leverage needed to compress large retaining rings

Straight .120" diameter interchangeable tips

LANG
TOOLS
Professional Tools For 4 Generations™

WWW.LANGTOOLS.COM

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



Photography: CollisionHub/Youtube

Top: More OEMs are using thinner metals today and require a new process such as applying epoxies and sealants prior to spot welding. Bottom: Surface prep is an important part of the body repair process, so tool dealers should be well stocked with sanding discs and angle grinders.

needs of body shops are very different than general repair shops and that visiting once a week may not be enough for their consumable needs.

Pennington agrees: “Body shops and general automotive repair shops are very different animals in terms of tool sales.” While some general repair shops may buy a welder and even a few whiz wheels, they don’t use them as often as a collision shop does. He says they have done well selling certain consumables to body shops because he typically has better quality products than the paint supplier, and he stocks them on the truck for whenever they need it.

Today’s collision shop has changed significantly over the last decade, or

more, due to the increased complexity of vehicles shops deal with day in and day out, according to Sicht. “Today’s high-strength sheet steel is thinner and stronger, and there’s more aluminum that shops have to be able to repair.”

EPOXY BONDING AND STRSW

Furthermore, OEMs often require a specific epoxy bonding agent be applied to the panel before the welding process, so plug-welding will compromise the integrity of the weld, as well as the sealing from the bond. Consequently, more OEMs are requiring a specialized spot welder to make these repairs. Sicht says that shops are starting to transition to the newer squeeze-type resistance spot

welders because they can be set for the manufacturer’s requirements, and they make a perfect weld every time, regardless of skill level.

While STRSW machines are quite expensive, Pennington notes that he’s had good luck selling multi-purpose ESAB units because many techs are not necessarily skilled welders and can use this type of equipment with little or no welding experience. “You don’t need to know the settings and look up specs in a book; you can just kind of set the dial to the material you’re welding and thickness, and the machine does the rest.”

For aluminum repairs, most MIG welders can weld aluminum by changing to a spool gun, but aluminum dent repair is another area of growth, according to Pennington. “We are getting a lot of shops now asking about tools for handling aluminum repairs. Many of these vehicles are now older and out of warranty which would typically be handled by a dealership collision center. Now, they’re going into more independent body shops.”

But what Pennington mostly focuses on is selling diagnostics to the body shops because they need pre- and post-scans. “I know some body shops are getting \$60–\$100 a scan per vehicle on a pre-scan. Then [the shop] makes that same amount again on a post-scan and can e-mail the report to the front office, which sends it directly to the insurance company.”

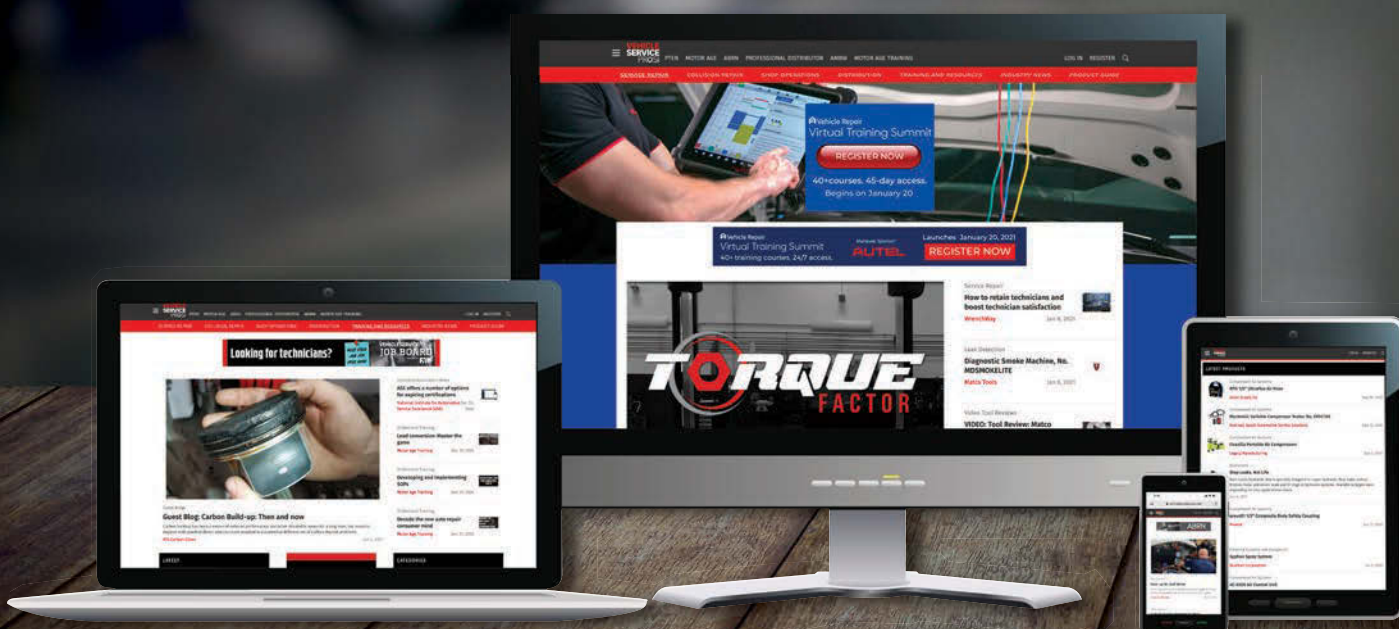
The health reports are more for protection against any comebacks when you do a post-scan, according to Pennington. It shows the insurance company and customer there were no DTCs after the repair. He says that body shops are not using basic code readers anymore because they don’t catch everything. “You need a bidirectional tool that can read all of the modules (i.e., body modules), and shops must update it regularly for access to all of the manufacturers.” He says the subscriptions can run about \$50 a year per manufacturer, but it’s worth it for the peace of mind. **PD**

VEHICLESERVICEPROS.com

FOR MORE CONTENT AND RESOURCES!

INCLUDING...

- PRODUCT GUIDE
- TRAINING
- WEBINARS
- VIDEOS
- LATEST INDUSTRY NEWS
- TECHNICAL ARTICLES



PTEN

**PROFESSIONAL
DISTRIBUTOR**

MOTOR AGE

ABRN

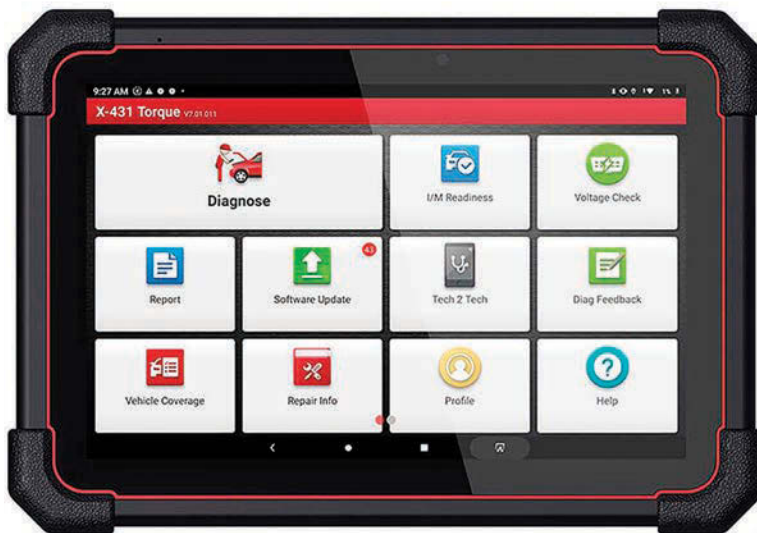
**AFTERMARKET
BUSINESS
WORLD**



LAUNCH TECH USA

X-431 Torque Link

The Launch Tech USA X-431 Torque Link allows technicians to view comprehensive reporting on all onboard control systems/modules of the vehicle.



APPLICATION

The Launch Tech USA X-431 Torque Link allows technicians to view comprehensive reporting on all onboard control systems/modules of the vehicle in addition to live PID Data Variables. The technician can formulate a plan for the vehicle with the information, whether it be routine service or addressing faults/ issues.

ORIGIN

The X-431 Torque Link is updated from past models to improve performance and capability. The core demographic user profile for the Torque Link is automotive repair and diagnostic professionals who service and repair a multitude of European, Asian, and Domestic vehicles.

STORAGE AND DISPLAY

The Torque Link is shipped in a hard-cover storage case with included accessories.

MANUFACTURING SPECS

The Torque Link is manufactured by Launch with adherence to international rating quality standards. It weighs 16.5 lbs.

FEATURES AND BENEFITS

- Developed on the Android 10 system, the Torque Link allows technicians to centralize their workflow on the tablet with the ability to use additional web browsers and view external informatics while diagnosing and communicating with the vehicle via the Launch X-431 Platform.
- The Launch X-431 software platform features applications for other diagnostic repair technologies such as battery testing, IMMO programming, sensor simulator, oscilloscope, TPMS, and ADAS.
- Repair resources such as CodeAssist by Identifix allow the technician to receive additional insights into diagnostic trouble codes while the X431FIX feature by Motor provides reference as a repair database that includes information on schematics, diagrams, procedures, and instructions on various repairs.

SELLING POINTS

- Supports the latest network protocols for new-age vehicles such as CAN FD and DOIP.
- Offers comprehensive bidirectional professional-level diagnostics with extensive vehicle coverage of European, Asian, and Domestic vehicles.
- **Features modules/applications for diagnostic technologies such as battery diagnostics, ADAS, oscilloscope waveform diagnostics, and more.**
- Includes tech-to-tech remote connection diagnostics, and allows two technicians to collaborate remotely on complex diagnostics.
- The Smartlink C VCI of the Torque Link can perform J2534 reflash/reprogramming procedures.

\$ SUGGESTED RETAIL PRICE
MSRP - \$2,595.99

i FOR MORE INFORMATION
Email sales@launchtechusa.com



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

MILWAUKEE TOOL

3/8" Drive 9" Flex Head Ratchet

The 3/8" Drive 9" Flex Head Ratchet features nine unique locking positions to provide accessibility and versatility while completing daily tasks.



APPLICATION

The Milwaukee Tool 3/8" Drive 9" Flex Head Ratchet features a slim head design and more maneuverability to deliver increased access so technicians can tackle repairs and maintenance in hard-to-reach areas. The nine unique locking positions, or the option to be left unlocked for free movement, provides valuable accessibility and versatility for completing daily tasks. This design allows users to maneuver the handle around obstacles as the ratchet is swung back and forth. Additional extended handle options within the Milwaukee lineup deliver increased leverage and length for more difficult applications.

MANUFACTURING SPECS

- Tool was researched, developed, and engineered in the U.S.A. Made in Taiwan.
- Material composition: Chrome vanadium steel
- Length: 8.78"
- Weight: 1.02 lbs
- Height: 1.0"
- Width: 1.4"

FEATURES AND BENEFITS

This 90-tooth ratchet provides four degrees of arc swing to allow users more maneuverability and faster ratcheting, saving time spent on disassembly and reassembly. The slim head design offers the option to be left unlocked for versatility and free movement during use. Additional extended handle options within the Milwaukee lineup improve reach and create more leverage to easily turn stubborn nuts and bolts.

SELLING POINTS

- 4-degree arc swing
- **Slim profile head with a flush directional lever**
- Product designed from the ground up based on user research
- Backed with Milwaukee's Mechanics' Hand Tools Lifetime Guarantee

ORIGIN

Milwaukee Tool is dedicated to understanding the issues and frustrations of transportation maintenance professionals. To create this solution, the company spent hours observing automotive technicians to learn the obstacles they faced and how they needed to adapt. They saw that other flex head solutions did not provide professionals with a small enough arc swing to complete the application when working in tight access areas. They took these observations and developed a solution with a lock that was durable and easily actuated to provide simple adjustments and more maneuverability for the user. In addition, the flex head ratchets are designed with a screw on the flex joint so users can tighten the head when needed, increasing the lifetime of the tool.

DEMONSTRATION

The best way to demo the 3/8" Drive 9" Flex Head Ratchet would be to let tool customers interact with the product. The packaging is intentionally designed so the ratchet can swing back and forth without being removed, so users can get a feel for the arc swing and tooth count. They also can adjust the flex head into all the locking positions while it's still in its packaging.

STORAGE AND DISPLAY

Item ships individually on a hang card. Recommended truck placement is to be hung on pegs.



SUGGESTED RETAIL PRICE

\$69.99



FOR MORE INFORMATION

Visit milwaukeetool.com

DYNABRADE

Dynorbital Extreme Combo Pack, No. X3161H

The Extreme Combo Pack contains a 3" Mini Extreme and a 6" Extreme Random Orbital Sander.



APPLICATION

The Dynorbital Extreme Combo Pack, No. X3161H, offers a dual purpose. The sanders assist technicians with stripping paint quickly and efficiently as well as finishing color and/or clear coats.

ORIGIN

The company saw a growing need to replace manual labor-intensive practices, such as hand sanding and block sanding, that leave a straight scratch pattern which can be seen if not properly done. Tools with random orbital action significantly increase efficiency of the sanding process. The random orbital pattern left behind cannot be seen through paint.

STORAGE AND DISPLAY

The sanders are individually secured in boxes with highly visible printing. Dynabrade offers point of purchase displays to help feature the product, if necessary. The combo pack contains both sanders: one X31 and one X61H.

SELLING POINTS

- 3" sander has integrated speed control and is 35% lighter than the 5", 6" Extreme models.
- **The 6" speed control is achieved through a flow control valve on the back of the tool.**
- Both sanders have a 3/16" orbit and include hook-face pads.

MANUFACTURING SPECS

The sanders are made at Dynabrade's Clarence, N.Y. headquarters. They are comprised of composite and metal parts. The 3" sander has 0.1hp and the 6" sander has 0.3hp. Both offer a maximum rpm of 12,000. While the 6" requires 19 scfm or 2.7 cfm, the 3" requires 8 scfm or 1.12 cfm. The 3" sander weighs 1.17 lbs. The 6" sander weighs 1.88 lbs.

FEATURES AND BENEFITS

- Able to accomplish aggressive sanding as well as end finish sanding.
- Sanders come with weight-mated backing pads for less vibration and fatigue on operator's hands and arms.

\$ SUGGESTED RETAIL PRICE
\$648

i FOR MORE INFORMATION

Visit dynabrade.com/aahelp or email Karen McMullen at autoaftermarket@dynabrade.com



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

FORNEY INDUSTRIES

45 P PRO Plasma Cutter

The 45 P PRO Plasma Cutter is ideal for use in light-industrial, automotive, farm/home, and maintenance and repair environments.



APPLICATION

The Forney Industries 45 P PRO Plasma Cutter is ideal for use in light-industrial, automotive, farm/home, and maintenance and repair environments.

STORAGE AND DISPLAY

The item is shipped in a box with styrofoam packaging. One unit per box. The box includes a 45 P PRO plasma cutter, a 240V/120V adapter cord, the Forney Ignite Plasma Torch with 25' lead, a starter kit (including one shield, one retaining cap, one swirl ring, one electrode spring holder, two cutting nozzles, and two electrodes), a ground cable with clamp, a quick start guide, a manual, and an expert-tech multi-tool.

ORIGIN

The 45 P PRO Plasma Cutter was designed to go where oxy-fuel can't. This machine can cut faster and cleaner, saving time and money.

SELLING POINTS

- Top of the market cutting performance for 45A machines
- Forney Ignite torch provides reliable arc starts, long-life torch, better consumable life, large working envelope (25' torch standard with 50' available)
- All metal construction, tough and durable
- Inverter technology, lightweight and portable

MANUFACTURING SPECS

This product was designed by Forney engineers and is assembled in Fort Collins, Colo. It has an all-metal cabinet and a duty cycle at 240V of 60 percent at 38A and at 120V of 60 percent at 20A. It requires a 6.6 cfm air compressor and weighs 31 lbs.

FEATURES AND BENEFITS

- Clean cut 1/2" aluminum and 7/8" mild steel and stainless steel
- Dual-voltage; can operate on 120V and 240V input power
- Temperature-controlled fan; helps reduce dust particles from entering the machine, cuts down on noise, and saves money on energy
- **Large control knobs; no more taking off gloves to make adjustments; feedback controls allow users to feel the adjustments as they make them**

\$ SUGGESTED RETAIL PRICE
\$2,200

i FOR MORE INFORMATION

Contact Forney customer experience at 1-800-521-6038 or visit forneyind.com

Top Diagnostic Tools for 2023

Training will help you gain the most value out of any tool or piece of equipment.

By **Scott Brown**, *PTEN Technical Editor*

As a diagnostic tech myself, I'm always on the lookout for new tools that can help me do my job more efficiently. I usually find this to be an extremely challenging task because many of the tools I've been using for years are highly effective at carrying out diagnostic or investigative tasks I come across. However, there are tools I acquire that don't get used very often, but in certain situations, the tool can provide extremely valuable information that enables our shop to proceed toward the goal of finding the cause of the problem.

In most cases, a new tool will require new knowledge. For example, if you were to acquire a multi-channel lab scope and wanted to use it to identify engine valve to piston timing problems, then you, of course, would not only need to have good foundational knowledge around engine mechanicals, but you would also need to know how to set up and scale a pressure transducer and any other inputs you wanted to monitor. You would then need to know what data to collect and analyze, and document your findings to support your diagnostics. So, my suggestion is that with any new tool that you add to your arsenal, you will need to attain the necessary knowledge for achieving success.

The following is a list of the top tools that I admire – consisting of some tools that I currently use and find highly valuable and some I may be acquiring in the future. Some are new, and some have been around for a while and may be hard to obtain. However, all are highly effective, in my humble opinion, so please stay with me, and let's check these out. Additionally, with more electrified vehicles entering the marketplace, we'll also explore some new tools to consider adding to your arsenal.

VISUAL TOOLS – INSPECTION CAMERAS

Sometimes you need to do a visual inspection that is nearly impossible to do without major disassembly. I've used multiple borescopes over the years, which I usually find extremely challenging. We've probably all seen the ultra-high-end scopes used in the medical field and wondered why we couldn't get that level of quality. Well, we all know

Find out what
shop owners are
reading about in this
month's pages of
PTEN



the obvious reasons for this. One caution I'd like to mention here is that you want to avoid sticking the camera into a hot environment since this can result in destruction! Here are a couple of cameras whose specifications impress me.

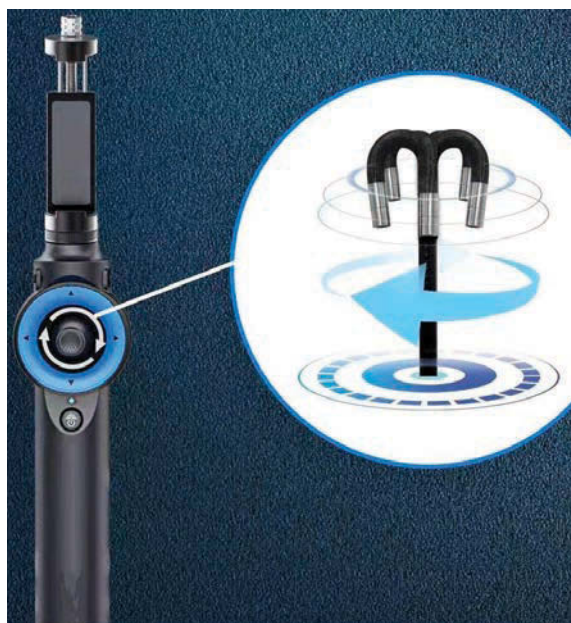
FLIR VS80 - HIGH-PERFORMANCE VIDEOSCOPE

In addition to their specialty with forward-looking Infrared, FLIR has brought to market a new videoscope called the VS80.

The FLIR VS80 is outfitted with 1024 by 600 high-resolution 7" touchscreen display and is available in seven different kits with the option to purchase waterproof, ultra-slim probes that can be easily swapped in and out. Probe options include a 4.5mm diameter two-way articulating probe; a four-way articulating probe; a plumbing spool probe with a 25m cable; single HD and dual HD visible camera probes; a standard definition probe; and a general-purpose thermal camera probe.

VIVIDIA ME-610I - OASIS SCIENTIFIC

The ME-610i or ME-620 works with either an Android or Apple smartphone or tablet to view or record high-resolution



Vividia ME-601i

(1280 x 720 pixels) images or videos using their free app USee. A 6mm flexible probe with an articulating tip can be helpful with examining areas normally not easily accessible. The unit also has a controllable LED light that surrounds the lens allowing the technician to control exposure.

I've been using a couple of different borescopes that produce varying results and come up short in many areas. I see an upgrade in this category coming soon.

SCAN TOOL DIAGNOSTICS – LOOKING TO THE FUTURE

Vehicles are increasingly being equipped with faster network protocols to support the growing number of electronic systems and features that are being integrated into modern vehicles. These systems and features include things like advanced driver assistance systems (ADAS), infotainment systems, connected navigation systems, and more. With these advanced networks, your scan tool interfaces need additional circuitry to communicate properly.

While CAN-FD is already supported within the GM MDI2, the Ford VCM2 is not. If you're servicing late-model

Lead Acid, Lithium or Capacitor CHOOSE THE BRAND THAT MEANS POWER

**JUMP
N-Carry**



Jump-N-Carry jump starters are ideal for use in a wide variety of jump starting environments, including automotive, marine, fleet and industrial. Extreme jump starting power, long cranking duration and extended service life are the key features of **Jump-N-Carry**.

New lithium jump starters bring dependable power, valuable features and trademark durability to this class of product. New capacitor driven models are unaffected by the cold and can deliver endless jump starts on a single charge. Our lead acid models have been delivering the goods for technicians and shops for 25 years.

Whether you rock it old school or prefer the new kid on the block, **Jump-N-Carry** means power, each time and every time you use it.

To learn more, visit our website at www.jumpstarter.com or call 800.328.2921.

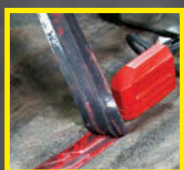


For more information, click on "PD e-inquiry" at VehicleServicePros.com



CarDAQ-Plus 3 Oscilloscopes – the visual voltmeter. I use a scope frequently but only when it's necessary. Using a scope can be challenging, but with the right information and knowledge, one can assemble their own test plans and solidify their diagnostics.

INDUCTOR® Pro-Max



Applications:

- > Back glass
- > Door dings
- > Nuts & bolts
- > Graphics & decals
- > Spray-in bedliners
- > Seam Sealers



Follow Us on Social Media:



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

GM or Ford vehicles, you may want to look at their next-generation interfaces. Ford has recently released the VCM3, which supports newer protocols, but due to the chip shortage, both tools have scarce availability. One solution is to look at the CardDAQ-Plus 3 from Opus. The CarDAQ-Plus 3 has some advanced future-proof features, such as supporting 4-CAN channels plus CAN-FD, in addition to being J2534 compliant. Additionally, the Mongoose Pro from Opus has also filled the void for some of those affected by chip shortages.

AUTOMOTIVE TEST SOLUTIONS – ESCOPE ELITE 4 OR 8 CHANNEL PC-BASED SCOPE

Both scopes have excellent features that can help a technician find the underlying cause of a difficult problem. Whether you're going in-cylinder to check camshaft/crankshaft synchronization problems, identifying injector or ignition problems, or any multitude of electrical challenges, the oscilloscope is a great asset. But as I mentioned at the beginning of this article, training is key to understanding how to leverage these advanced tools.

GODIAG BREAKOUT BOX – AESWAVE.COM

The GODIAG GT100+ ECU Jumper Cable with Banana Plugs allows technicians to connect to and power up one or more modules when performing module diagnostics, programming, or immobilizer work with the GODIAG GD100+ OBD2 Breakout Box. There may be situations where you need to isolate a module by powering it up separately on the



eScope Elite PicoScope 4425a – 4-Channel PC-Based Scope



GODIAG GT100+

vehicle. The GODIAG GD100+ can be a tremendous help in this situation. Additionally, the connections discussed below can be used to connect the CANBUS circuits while performing certain diagnostic tests. According to AESwave.com, the ECU Cable for the GODIAG BOB was customized “to include 4mm banana plugs that make adapting to terminal connections easy, especially when combined with the uTest Advanced Terminal Kit or similar breakout leads.” Also, the DB25 jumper cable features 37 color coded and labeled leads that are grouped together by function to make it easier to find the correct one. Each jumper lead terminates to a 4mm shrouded banana plug.

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



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



AESWave.com uActivate V2

ELECTRICAL RELAY CIRCUIT ANALYSIS

When performing diagnostics on various power circuits controlled via a relay, I usually operate within one or more of the power distribution centers on the vehicle. This usually provides us quick access to the problem circuit on the vehicle without major disassembly. I have a tool that I've been using for over a decade that has helped me make quick diagnostic decisions that I'll talk about below.

UACTIVATE FROM AESWAVE.COM

The uActivate comes with various adapters that plug directly into the same socket your relay-controlled circuit under test consumes. It makes quick work for checking relay controls, power, and ground, and provides one with various test points. I was informed about the latest version of this tool and was able to get my hands on one recently. This tool is new and improved in several areas, and I'm impressed. One of the cooler parts of the tool is that it provides a high-current loop that allows one to connect a current probe along with shrouded banana jack connections allowing one to monitor, measure, and activate circuits on the vehicle under test.

EV TOOL REQUIREMENTS

Love them or hate them, EVs will need service, and even if you're already servicing these vehicles, there are some new tools you may want to familiarize yourself with. As you'll see below, you'll also need to consider how to address infrastructure charging complaints as well.

AUTEL – INTELLIGENT EV DIAGNOSTICS FOR HYBRID AND BATTERY ELECTRIC VEHICLES (BEVS) MS909EV/ULTRA EV

Autel has recently introduced a new platform that takes Hybrid/BEV diagnostics to a new level. From the diagnostic port, most Hybrids and BEVs have diagnostic info available but in most cases, that data is limited. Autel's new offering brings forward a new EV diagnostic capability. Under the New Energy menu, one has all the modern vehicle scan functions, including the network topology layout and new battery cell data that can help with a health assessment. Additionally, the Battery Pack Test menu includes a high-voltage system block diagram, which provides guided pathways for the technician to remove the vehicle connection to the Battery Management System (BMS) and connect the scan tool to the new EV Diag. Box. This interfaces directly with power, ground, and communication circuits to produce a more granular dataset, including battery state of charge, health, total voltage, pack voltage delta, temperature, and more.

This information can help the technician gain a deeper knowledge of the high-voltage battery pack and controls.

EV CHARGER DIAGNOSTICS

The future will likely introduce problems where a vehicle cannot charge properly, and there may not be anything wrong with the vehicle. So how can one test a charger to see if it works properly? Fluke has introduced a new Electric Vehicle Service Equipment (EVSE) diagnostic tool that can help you analyze infrastructure chargers.



Autel MS909EV



Fluke FEV100

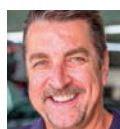
FLUKE FEV100

This tool can simulate the presence of a vehicle and can perform various tests on the electrical circuits, including available voltage, pilot signal, GFCI functionality tests, and

test the various charging states of the vehicle through a selectable knob on the tool. Additionally, the tool provides two female banana jack plugs where a properly rated DVOM can be connected for measurement.

FINAL THOUGHTS

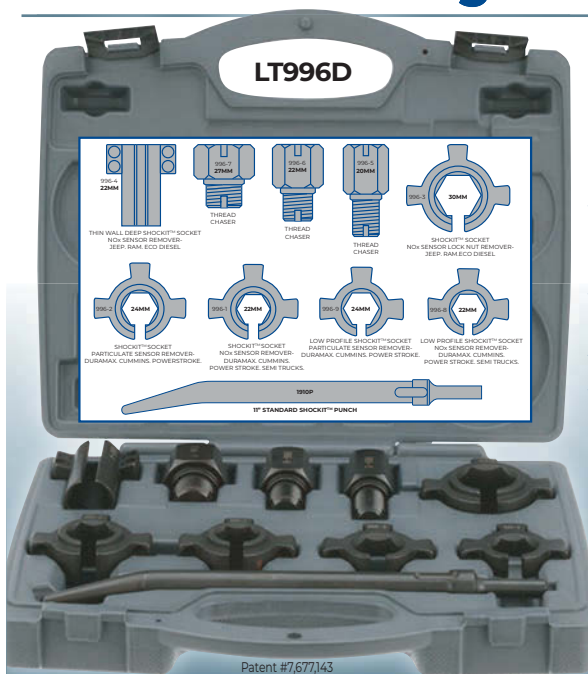
There is no doubt that vehicles will continue to evolve and grow more complex, presenting the diagnostician with ever-increasing challenges. Thank goodness we have companies out there continuing to innovate and bring solutions to the market that help us save time and receive great returns on our investments. ❌



SCOTT BROWN is an ASE Master Certified L1 Technician and has over 37 years of professional service industry experience. He is an independent shop owner in Southern California and is engaged at various levels within the industry. He has a deep understanding of the challenges technicians experience at the service level and is continuously striving to move the industry forward through education and networking. Brown found Diagnostic Network (diag.net) after 22 years of service at iATN, where he is retired as company president in 2018.

sbrown@vehicleservicepros.com

Removing sensors doesn't have to be expensive & time consuming! Shockit™ Socket Diesel NOx & Particulate Sensor Removal Kit



Patent #7,677,143

Includes: **Standard Punch With Purchase!**



LT1910P 11"

AIR HAMMER POWERED

Use the force and hypersonic vibration to loosen the most rusted sensors without thread galling.

- ◆ Removes NOx sensors on Chevy® Duramax, Dodge® Cummins, Ford® Power Stroke, and most semi truck NOx sensors including Kenworth®, Cummins®, International®, Detroit & Volvo®
- ◆ Removes Particulate Sensors (Soot Sensors) on Chevy® Duramax, Dodge® Cummins and Ford® Power Stroke
- ◆ Removes NOx sensor lock nuts on Jeep® and RAM® ECO Diesel
- ◆ Each Shockit™ Socket has 3 driving ears with 8mm radius inverted indexed holes for tightening and loosening, allowing the most stubborn sensors to be worked back and forth during removal



See the full line of Shockit™ Driver Kits

Includes 20mm, 22mm & 27mm bottoming tap and dies to re-thread sensor and bung holes as needed



LT996D in use

For More LTI Tools Visit:
PROMAXXTOOL.COM/LTI

Toll Free: 800-421-7241

INNOVATOR
of
GREAT IDEAS



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

Community matters

This distributing duo attributes their success to caring for their customers and community.

By Emily Markham, Associate Editor

Each tool distributor has their own way of getting customers out and onto their truck. For Brian Wendl and Amanda Cunningham, a Mac Tools distributing duo, one of their main motivators is the sense of community they've created with all their customers.

"Our relationship with our customers is both business and friendship," Wendl says. "We love our weekends, both for catching up on work and for our favorite relaxing activities, but it's a rare one when we're not at a birthday party or shower for a customer-turned friend."

To better serve their community of independent shops and dealerships, Wendl and Cunningham decided it was time to get a newer, bigger truck.

TIME FOR SOMETHING NEW

In December 2019, the Mac team decided to order a 2018 Freightliner MT55 with a 22' box from Herr Display Vans. Unfortunately, due to COVID-19 they didn't end up getting their truck until around July 2020.

For the layout, they didn't exactly go with something standard, since the couple wanted to ensure there was enough space to fit a Macimizer HD toolbox. Wendl notes that they "move a lot of tool storage," so some of the shelves on the truck were moved up to accommodate the toolboxes, and they also made their three toolbox openings a bit wider to adjust for boxes with side lockers.

Another design element on the truck includes 12 pull-out drawers. Wendl notes that they love the amount of lay flat space the drawers give them for displaying products. Especially because of the rough roads along their route through Southeast Virginia into Hampton, Newport News, and Yorktown; it makes it difficult to remove products from their packaging and display them as many other trucks do if they're falling off the shelves. Though most of their space is

lay flat storage, they do have some vertical display shelves, as well as a power tool display rack and a diagnostic station.

On this truck, the couple decided to forgo having any magnetic rails. In the past, they've had issues with random sockets disappearing. They also changed up their desk setup. This time around, they chose to have an L-shaped desk that tucks into the side and allows them to look back over the truck. This allows them to see everyone while on the truck, and the duo loves having that ability.

AN AWARD-WINNING YEAR


Often, buying a new truck results in a boost in sales. Though Wendl and Cunningham didn't receive their new truck until the back half of 2020, it still played its part in helping them achieve No. 1 in the nation for Mac Tools.

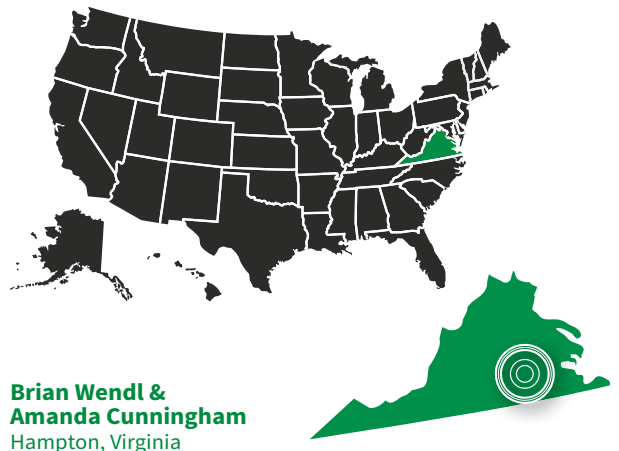
The distributing duo swept the awards that year, winning Regional Excellence, Eagle Award, Presidents Club, No. 1 Single Truck, The Goodson Award, The Founder's Award, and a new award created that year— The Diagnostic Award.

"Our success is due to our strong work ethic and the care we have for our customers and community," Wendl says. "We try to give back every day for it."

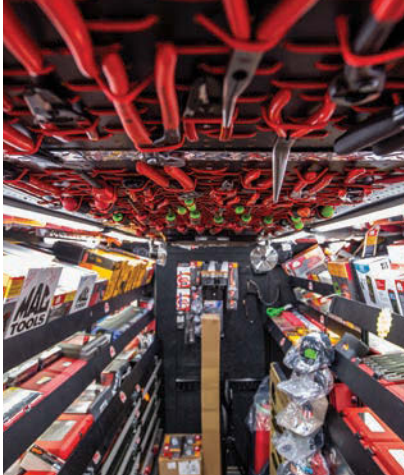
The duo has found a multitude of ways to give back including giveaways for their customers, raising money for charity events, and donating items for raffle events for local organizations. Additionally, during the early days of COVID-19, they were able to source thousands of masks, regular and N95, and donate them to a local VA hospital.

To keep spirits high during the holidays, the couple started decorating the truck, and on Christmas Eve when many shops are closed, they still take the truck out to deliver donuts to the technicians who are working.

"At the end of the day," Wendl says, "we just strive to do our best. Our customers see that and appreciate it, and those relationships more than anything are really the key to our success." 



To view more photos of Brian & Amanda's trucks, scan here



Top Left- On Christmas Eve the duo brings donuts to those who still have to work. **Top Middle-** This truck has no magnetic rails due to issues in the past with products disappearing. **Top Right-** Cunningham and Wendl like to joke that their customers come for Truck Pup and stay for the great deals. **Middle Left-** Due to rough roads, the duo uses lay flat displays for showcasing their products. **Middle Center-** For this Mac team, their relationship with their customers is both business and friendship. **Middle Right-** The duo gives back to their community through fun giveaways, charity events, and donating items to local raffles. **Bottom Left-** The duo likes to consistently relocate products to create more sales. **Bottom Right-** Wendl has been selling tools for around 11 and a half years; Cunningham joined him in 2018.

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 for your chance to be featured.

If 'Wishin,' and Hopin,' and Prayin'" don't pay the bills, more sales will

Major or Independent, there are limits on the number of customer opportunities and realistic hours in the day you can sell.

By Alan Sipe, Contributing Editor



Image: Wikipedia, Dusty Springfield

"Wishin' and Hopin'" was a Top 10 hit for Dusty Springfield in 1964.

As a mobile jobber for a major brand, you either have a set number of technicians on your route or a set geographic boundary controlling your selling efforts. Being an independent mobile jobber, your efficiency, selling time, and logic determine the ground you can successfully cover. Major or independent, there are limits on the number of customer opportunities and realistic hours in the day you can sell.

It's always easy to think that you only need a bigger territory or access to larger dealerships to be a Top 100 dealer (but this is probably not going to happen). You could wish for lower prices, higher margins, and fewer backorders (I guarantee that this is not going to happen). And finally, you can hope that one of your competitors drops out of the business since he is a price-cutting pain in your wallet!

So, if wishing, hoping, and praying are not going to help, there is only one thing remaining. You are going to have to accept the cards (aka, technicians) you've been dealt and make the most of it.

This month we're looking at ways for you to look at your customer and prospect base to build your revenues with the opportunities you have.

I imagine you have a good idea of who are all the absolute tool nuts, good customers, sporadic customers,

non-customer prospects, and dead beats (cash only) that work in your area. I'm guessing that you have some document/spreadsheet/program with all the names of the technicians and shop owners in your area.

Let's start with the dead beats (cash only customers) in your area. No matter how bad at bill paying these technicians are, they still need tools to do their jobs. Granted they are probably buying many of their tools at Harbor Freight or some other discount location, but there are still some specialty products they can only get from a true automotive jobber – like you.

Don't ignore these people. You never know if their financial missteps are over or they are now somehow currently flush with cash. Talk to them, show them your new cool tools, and discuss a way for them to potentially get in your good credit graces. Maybe give them a plan that if they buy X amount from you for cash, you will start them out with a small credit line.

Talk openly but discretely with them about their issues, it's often surprising what a little communication can accomplish. Think of it this way, anything you sell to them is bonus business. Additionally, you will probably sell to these people at full-boat list price.

Your next target group should be the techs who are buying from someone else and not you. These are your prospects. Continue dropping off your promotional brochures and eye-to-eye thank them for looking at it and while you at it mention that you would appreciate a shot at their business.

In some cases, these non-customers might be mad at you, your predecessor, or the brand that is on your truck, and these issues are what you need to get past. Sometimes a simple request like, "How can I earn your business back?" may crack the ice and open a conversation. This conversation may not be all

peaches and cream at first.

When they regurgitate whatever the previous sin (in their eyes) was, honor their statement with, "I'm sorry that happened, and I'll do my best to meet your needs as we move forward." Sure, the prospect may be a knuckle-head and never forgive you for not taking back the broken lugnut socket that they had welded to a pry bar for busting loose frozen wheel nuts. Just keep asking. If this person is that odd, they will sooner or later become unhappy with their current supplier and come back to you. The successful action in this instance is to keep talking to them and asking for their business. Again, anything you sell them is 100 percent plus business.

The hardest nut to crack is the sporadic buyer. Are you their primary, secondary, or almost-nothing supplier?

The hardest nut to crack is the sporadic buyer. Are they maxing out their credit with every mobile who calls on them? Are they trying to spread the wealth and keep everybody happy? Are you their primary, secondary, or almost-nothing supplier?


Try your best to figure out where you stand with this sporadic buyer. Are you No. 1,2,3, or 4 on their purchase scheme? You can mention that if they were to consolidate their purchases with you, you'll give them something in return. Better terms, cumulative discount, the first shot of what's new and exclusive. Something to make them feel special. Setting them up on a try-before-you-buy, one-week loaner program is a good way to get someone's interest. There is no need to give away

the store, just make them feel wanted and special.

The tool nuts, of which I am one, will buy almost anything new that hits the market. The challenge here is it is also probably new and available from all your competitors, too, unless it is exclusive to your brand. In this case, it is often true that the first mobile in the door with this cool new tool gets the business.

A great idea for your tool nuts is to develop an e-mail or text group list of these technicians, and the day you learn of, or get your hands on, a new tool, communicate it immediately to let them know about the product, and that you will be bringing it to them shortly. You can even give the your e-mail recipients the option of hitting reply and pre-ordering this product from you. Anything you can do to get them committed to you is the objective.

And finally, there are your good customers. The acronym KDWDYD (keep doing what you're doing) is your first line of defense. Keep treating them like gold, telling them every week that you appreciate their business, and always, always ask if there's anything else you can do for them. As corny as it sounds, the motivational phrase, "Your best kept rose will soon wither and die if left unattended," fits your good customers perfectly.

Now, go sell something. 



ALAN W. SIPE has spent the last 42 years in the basic hand tool industry including positions as president of KNIPEX Tools

North America, senior vice president of sales and marketing at Klein Tools, manager of special markets at Stanley Tools, and sales manager at toolbox manufacturer Waterloo Industries. Currently, Sipe is the owner of Toolbox Sales and Consulting, a company specializing in sales strategy, structure, development, and training.

alansipe@gmail.com

Lighting

Lighting may be one of those things that gets overlooked at times. It's not until a technician finds themselves in an awkward position under the hood or the vehicle squinting to see the task at hand – or, worse yet, left in the dark completely – to look at investing in proper lighting. Consider stocking these worklights, headlamps, and flashlights to help give your customers the lumens they need.



DELIVERS A WIDE AND BRIGHT LIGHTING AREA

The **SABER 500 Lumen Foldable Thin Light**, No. 80448, delivers a wide and bright lighting area. The light features a rotary switch that provides variable brightness of 100 to 500 lm. The memory function records setting after five seconds, and that setting is recalled the next time device is activated. The light wand folds 180 degrees and pivots 180 degrees to focus light on the work area. It also features an automatic shut-off and overcharge protection for optimal battery life. The light includes USB-C charging cord and 5V AC wall adapter. ■

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

CUSTOMER REVIEW:
“I've had it for a couple of weeks at work (as a technician). The light is bright and [has a] very strong magnet. Very happy.”



PRACTICAL EVERYDAY CARRY FLASHLIGHT

With its sleek silhouette and integrated pocket clip, the **Coast PM50R Rechargeable Work Light** is both versatile and practical as an everyday carry. The flashlight is built to IP54 stormproof specifications and features multiple lighting and positioning options. Use the 105 lm BULLS-EYE Spot Beam for longer-distance tasks and the two-mode 185 lm COB side area light for up-close work. A magnetic tail cap creates a handsfree mounting option, and the ruler etched into the handle comes in handy for quick measurements. A full charge powers the flashlight for up to 9 hours. Users can monitor the battery charge indicator for real-time power status. ■

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



UP TO 360 DEGREES OF LIGHTING

The **STKR TRILIGHT ShopLight V2** combines the features of a shop light with the benefits of a drop light. It quickly transforms from a 360-degree 5,000 true lumen drop light into an omni-directional shop light, and any light pattern in-between. The three aluminum LED heads function as a heat sink, ensuring the LEDs always operate at the lowest temperature possible. The base includes a hook to hang the shop light from the hood of a car. The TRILIGHT ShopLight V2 can be utilized as a handheld inspection light, propped up on the LED heads as a free-standing light, or hung for handsfree use. ■

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



OFFERS HANDSFREE MOUNTING

The **Philips Xperion 6,000 LED Work Lights** from **Lumileds** feature 6,000 K color temperature and resistance to impact, water, and solvents. Equipped with integrated magnets and 360 degree rotating hooks, the handheld worklights can simply and securely attach to a metallic surface or suspended above the work area. The line includes five models: Pillar, UV Pillar, Slim, Line, and Pocket. The Xperion Multi Dock Station is an accessory for the Xperion 6000 LED worklights, serving as both a cordless charging station and a convenient storage point. A USB charging cable and adapter are included. ■

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.

COMPACT DESIGN AT 12" HIGH

The **Makita USA 40V Max XGT Cordless Work Light**, No. ML009G, delivers bright illumination, versatility, and convenience. The ML009G has three modes of operation that provide 10,000 lm on high, 4,000 lm on medium, and 2,000 lm on low. The ML009G offers up to 14 hours of continuous illumination with two 4.0Ah 40V Max XGT batteries on low. The worklight is dust and water-resistant (IP65 rated), and can be mounted on an optional tripod light stand individually or with two worklights. A convenient carrying handle folds down when needed. ■

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



Watch this product in action here:
VehicleServicePros.com/21290284



MAGNETIC BASE ALLOWS FOR HANDSFREE USAGE

The **K-Tool International 650 lm COB Wireless Inductive Charging Work Light**, No. KTIXD5534, is a dual mode light that uses COB technology to provide a clear, bright light with a wide illuminated area. The magnetic base allows for flexible, hands-free usage. When there is no magnetic surface available, users can pull out a rotating hook to hang the light. The light can be charged using the company's KTIXD5523 wireless charger (inductive charger not included).

The worklight measures 8" in length. The front light emits 650 lm while the top light emits 80 lm. Includes USB Type C cable. ■

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

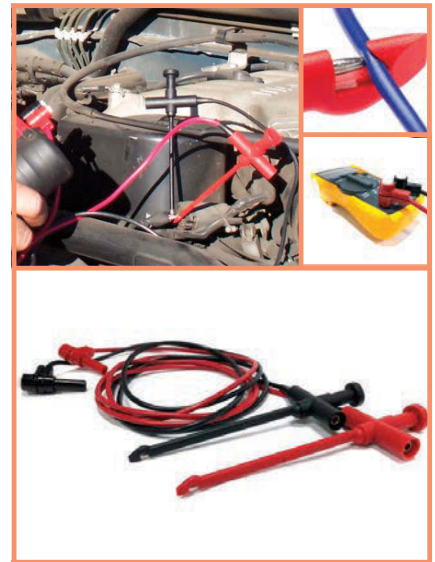
NOW AVAILABLE IN GREEN AND YELLOW

The **Cornwell Quality Tools blueION COB Skinny Rechargeable Worklight** is now available in green and yellow. The 1/2" ultra thin light emits three-way light functions: Full power (500 lm), half power (250 lm), and a SMD top light (65 lm). The light has a three hour run-time on full power and six hours on half power. The swivel magnetic accessory allows for the light to be mounted to metal surfaces. The light also has a direct plug to recharge via a type-C USB, is IP66 rated, and has over-charge and over discharge protection. ■

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








E-Z-HOOK®
MANUFACTURER OF ELECTRONIC TEST ACCESSORIES



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



1.800.995.HOOK

www.e-z-hook.com

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



FEATURES A 360-DEGREE FULL SWIVEL HEAD

The **SP Tools USA Compact COB LED Work Light**, No. SP81448, is ideal for any workspace with its 360-degree full swivel head and magnetic base. The high-powered 100 lm to 700 lm COB LED provides lighting in hard-to-reach areas, while its 360-degree full-swivel head allows users to direct the light exactly where they need it. The worklight offers three LED modes and has a maximum 14 hour run-time. ■

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



ADJUSTABLE DUOFOCUS BEAM

The **Performance Tool 350+LM Firepoint X Li-ion Duo-Light**, No. W2677, features a heavy duty design with improved thermal efficiency. The duo-light includes a side-emitting worklight for a wide flood beam of light. With an adjustable DuoFocus beam, the flashlight is able to go from a spot to flood flight. The light is housed in anodized tactical aluminum and includes a Li-ion battery. The flashlight emits 196 lm on high with a 2.5 hour run-time, the worklight emits 375 lm and has a 1.5 hour run-time. ■

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



BUILT-IN POWER BANK

The **Davinci 8000 Rechargeable Flashlight** from **NEBO Tools** is constructed from anodized aircraft-grade aluminum, and emits up to 8,000 lm. The rechargeable light is IP67-rated and has a built-in power bank to allow users to charge their phone or other USB devices. Featuring optimized COB technology, the DAVINCI 8000 has five light modes, including turbo (8,000 lm), high (4,000 lm), medium (2,000 lm), low (80 lm), and strobe. It also offers Smart Power Control, Smart Temperature Control, and a magnetic mode select dial to easily cycle through all the modes. It also has an adjustable 4x zoom to go from a floodlight to a spotlight and vice versa. ■

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

MAGNETIC BASE SECURES TO MOST METAL SURFACES

The **Grote Industries BriteZone Handheld LED Work Lamp**, No. BZ421-5, features a digital readout that lets users know precisely what battery charge level is left. The magnetic polymer base secures the lamp to most metal surfaces. The work lamp emits up to 1,800 lm and offers three light patterns (100 percent, 50 percent, and SOS). The rechargeable light charges in 3-1/2 hours and has a run-time of three hours. ■

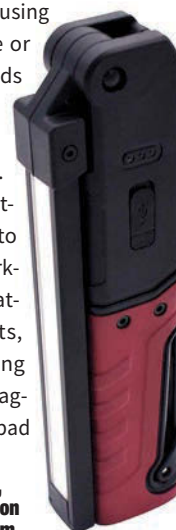
For more information, click on "PD e-inquiry" on VehicleServicePros.com



FOLDS COMPLETELY IN HALF

The **Matco Tools Pro-Charge Wireless Rechargeable Folding 850 lm Worklight**, No. PCFOLD, is a versatile worklight that offers three light sources, including a 400-850 lm main light, 400 lm back light, and a UV top flashlight for leak detection. The light folds completely in half with its 400 lm light and top UV flashlight still functional while folded. The worklight can easily recharge wirelessly using the company's Single or Dual Smart Charge Pads (sold separately) or charge with an USB-C cable (not included). Once charged, the battery will last from 2.5 to 5 hours of use. The worklight features three battery level display lights, an extendable hanging hook, a strong base magnet, and rear charging pad locating magnets. ■

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



INCLUDES A TWO-POSITION BODY CLIP

The **Fenix Lighting PD25R Rechargeable Flashlight** produces a maximum 800 lm from an included 16340 rechargeable Li-ion battery. The flashlight features a tail cap switch for on/off and a momentary-on function, and a side switch on the head for mode selection. It offers five brightness levels, plus a strobe. The two-position body clip holds the light securely to a pocket. The PD25R measures 3.62", is IP68 rated for dust and water, and includes a battery, charging cable, lanyard, two spare O-rings, and a body clip. ■

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.

EMITS UP TO 2,000 LM

The **Streamlight ProTac 2.0 Headlamp** is a rechargeable headlamp powered by the company's SL-B50 battery pack that charges directly via an integrated USB-C port. The light provides three operating modes: high, medium, and low. On high, it delivers 2,000 lm and 14,500 candela; 650 lm and 4,200 candela on medium, and 110 lm and 750 candela on low. Run-times range from 25 hours on low to 2.25 hours on high. Additionally, it has a multi-function, push-button switch that allows one-handed operation of the light's momentary and constant-on modes. ■

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



THREE-WAY LIGHTING CAPABILITIES

The **Maxxeon LumaStik 10” and 12” Folding Inspection Lights**, Nos. MXN01010 and MXN01020, are rechargeable and offer three-way lighting capabilities for versatility, including front and back floodlights and spotlights on the tips. The folding lights have integrated magnets, are made from durable, high-impact plastic and aluminum construction, and have LED charge indicators. LumaStik 10 emits up to 400 lm and measures 5.8” when folded. LumaStik 12 emits up to 800 lm and measures 6.3” when folded. Both lights include a USB-C charging cable. ■

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



IDEAL FOR INSPECTION WORK

The **Milwaukee Tool REDLITHIUM USB Neck Light**, No. 2117-21, is ideal for delivering lighting for inspection work and general tasks, providing durability and adaptability with complete light head adjustability. With the ability to aim the light in different directions, the REDLITHIUM USB Neck Light provides lighting for those hard-to-see places. Featuring a press-and-hold power button, the neck light offers three output modes delivering up to 400 lm of Trueview high-definition output and two-and-half hours of run-time on high. It also features a sweat-resistant band and is IP54 rated. ■

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



CLASSIFIED ADVERTISING

TURN YOUR TOOL IDEA INTO MONEY



**LISLE CORPORATION
CURRENTLY PAYS ROYALTIES
TO OVER 120 INDIVIDUALS.**

Lisle has been in business for over 110 years and for over 40 years have been working with individuals on an award or royalty basis. If you have an original tool idea which others may need, we have a procedure to evaluate your idea.

**Respond now to request an idea
disclosure packet.**

P.O. Box 89 • Clarinda, IA 51632-0089
712-542-5101 • Fax 712-542-6591
www.lislecorp.com/about/program

NOW YOU HAVE A COUSIN IN THE TOOL BUSINESS

The Nation's Automotive Toolbox

FAMILY OWNED AND OPERATED SINCE 1971



VISA CASH AND GIFT OPPORTUNITIES

SERVICE | SUPPORT | PRICE

M. Eagles Tool Warehouse, Inc.

178-192 Sherman Ave. Newark, NJ 07114

3801-I Woodpark Blvd. Charlotte, NC 28206

800 631 2002 • info@eaglestools.net

www.eaglestools.net



CUSTOMER REVIEW:
“ So far this is the best light
I have, it's handsfree and super
bright. ”

Being in control

This Cornwell tool dealer enjoys running his own business and all the perks it comes with.

By Kayla Nadler, Contributing Editor

After years of having a desk job with an impressive job title, Andre Ansenault felt like he was running the company but didn't have all the perks. When his father retired as a Cornwell Quality Tools distributor five years ago, he asked Ansenault if he wanted to run his own business and take over.

It wasn't something that Ansenault admits that he would've sought out on his own, but after seeing how his father made a career of it, and he was already familiar with the business, that he decided to go for it. And he's glad that he did.

"It's running my own business," he says. "It's overwhelming on certain days but it's pretty nice at the end of the day to know that I'm my own boss, and I'm in control of everything."

For the past four years, Ansenault has been running his route in North Shore, Mass., visiting his fair share of both dealerships and independent shops in the automotive and collision industries.

Perhaps the main thing he has learned since starting is that nothing goes as planned, and that is okay.

"Every day is different regardless of what you have planned for the day and where you think it's going to go," he says. "It's not going to go as planned. You have to learn to roll with it and make



Ansenault says the key to this tool-selling business is, "Do what you say you're going to do and be where you say you'd be."

Photography: Andre Ansenault

the most of it. Just try to do your best to be consistent."

Ideally, as Ansenault notes, the key to this tool-selling business is, "Do what you say you're going to do and be where you say you're going to be."

As with factors that are out of one's control, such as COVID-19, back orders, and supply chain issues, Ansenault says it best to plan for them and to take advantage of them instead of "just getting by like a chicken with its head cut off."

When first starting out, Ansenault was only focused on making money. He now understands the importance of planning for the future by setting goals, knowing what he wants to get out of his business, and, ultimately, making his business as bullet-proof as possible.

As for his customers, Ansenault is very personable and takes the time to listen to their stories each week. He wants his customers to feel comfortable approaching him, but still ensures to "toe the line and still be professional."

One area that Ansenault continues to work on is figuring out a better work/life balance. Having two young children, he's still trying to find a way to make the days go smoother and not to be on the go so much all the time.

"Once I get that down, this will be the ideal scenario." **PD**

FUN FACTS:



Favorite Road Snack

Gold Rush beef jerky (that he sells on his truck)



Music for the Road

Good old '80s rock



Favorite Takeout Spot

Usually packs own meals, but would pick Chipotle



Favorite Hobbies

Fantasy sports or tinkering on any sort of electronics



Random thing Sold

Samurai swords

What's your story?

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

LATEST TOOLS.

BEST PRACTICES.

DIAGNOSTIC INSIGHTS.

NEVER MISS AN ISSUE.

Subscribe to
Professional Distributor Magazine.



Renew your *Professional Distributor* subscription/Update your contact information. Type in your account number (see your mailing label) and last name to access your information.



Not a subscriber yet?
Sign up today for your
FREE subscription.

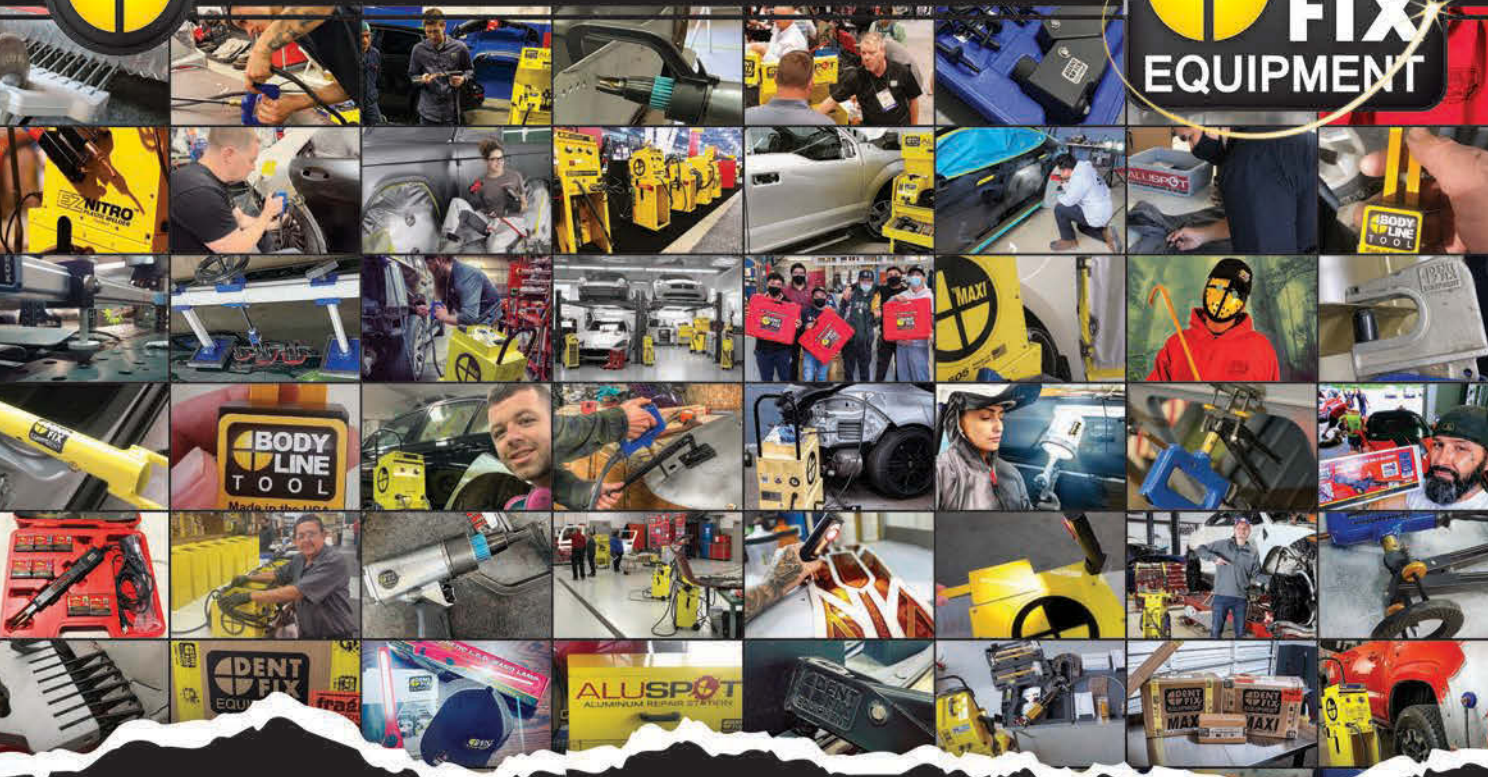
Don't like updating online?
Contact customer service at 847-559-7598.

**PROFESSIONAL
DISTRIBUTOR**

VehicleServicePros.com



COME JOIN THE FUN !



FOLLOW US & POST !

@dentfixequipment



SCAN HERE
TO ENTER
FOR A CHANCE
TO WIN A SPOT DRILL



\$680
Retail Value

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

WWW.DENTFIX.COM