

# Professional Distributor

The Mobile Distribution Network Connection

\$15.00

FEBRUARY 2019

VOL. 27 NO. 1

## A NATURAL AT SALES

A Chicagoland-based  
Cornwell Tool dealer finds  
support and motivation from  
close-knit family units.

### Show Me Your Truck:

Cornwell Tools Dealer Dennis Krumps keeps the temperature toasty and the tools moving in his 2018 Freightliner M2. [Page 18](#)

**Most Wanted:** Most requested tools and equipment from PD's sister publication, *PTEN*. See products from Alert Stamping, Carlyle Tools, Hunter Engineering and more. [Page 20](#)

Visit [VehicleServicePros.com/distributors](http://VehicleServicePros.com/distributors), the official website of *Professional Distributor*

# Earn free travel, electronics and more selling Bosch, Robinair and OTC



**BOSCH**

**ROBINAIR**

**OTC**

**Join the Street Force Certified Reseller Partner Program to earn up to 3,000 points per qualified sale. Reward redemption starts at just 1,000 points.**



### **Selling AC?**

1,500 points for qualifying R-134a machine  
3,000 points for qualifying R-1234yf machine



### **Selling diagnostics?**

1,500 points for OTC Encore or Bosch ADS 325 sale  
3,000 points for OTC Evolve, Bosch ADS 625 or Bosch ESI[truck] sale

# x2

**Earn 10,000 points for platinum status to automatically double reward points for each sale**



**Visit [www.StreetForceRewards.com](http://www.StreetForceRewards.com) to sign up today**

**Enter #15 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)**





## FEBRUARY 2019 CONTENTS



18

## COVER STORY

### 8 *A natural at sales*

*This Chicagoland-based Cornwell Tools dealer finds support and motivation from close-knit family units.*

## FEATURES

### 18 Show Me Your Truck

Cornwell Tools dealer Dennis Krumpfer, based in Colorado's Glenwood Springs area, recently purchased a 2018 Freightliner M2.

### 28 Product Training

Help customers understand the requirements of next-gen A/C service for a business boost.

### 32 In Focus Products

- OTC 3-pc Long Handled Pry Bar Set
- Zendex GoJak SUV G7016
- K Tool International 3W 120lm Head Lamps
- Anglo American Tools Nes Thread Repair Tools
- Ullman Devices Digital Inspection Mirror

### 42 Driving Sales

Shop Equipment



20



26

## DEPARTMENTS

### 4 Editor's Note

The Year of Learning New Things

### 20 Most Wanted

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

### 22 Sneak Peek

Details on brand new products from Lisle, Mueller-Kueps, SAS Safety, Steck Manufacturing and more.

### 30 Better Business & Sales

Planning for the long haul

### 38 NEW! Diagnostic Discourse

Find out what *PTEN* readers are learning about when it comes to ADAS tools for their shop.

### 46 Tales From the Road

Cornwell Tools dealer Jeff Stutts has been in the business for 25 years, and he's not slowing down anytime soon.

## SIGN UP FOR THE PROFESSIONAL DISTRIBUTOR E-NEWSLETTER

Stay up-to-date on industry news and events, new product launches and more.

[VehicleServicePros.com/subscribe/email](http://VehicleServicePros.com/subscribe/email)



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

**t**  
TWITTER  
[@VehicleSrvcsPros](https://twitter.com/VehicleSrvcsPros)

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

**VEHICLE  
SERVICE  
PROS**  
com

OFFICIAL WEBSITE OF  
PROFESSIONAL DISTRIBUTOR

Head to  
**VehicleServicePros.com/  
distributors** for exclusive  
information on how to make  
your mobile tool business  
better. We feature distributor  
profiles on how others like  
you handle business, sales  
tips, an extensive online  
product guide and video  
demonstrations.

### Tech Tip

It's important for maintenance and repair professionals to continuously seek ways to improve shop safety and efficiency. Choosing safe and efficient couplers for connection of pneumatic tools or blowguns and connection of air hose to port can have a positive impact on shops. To read more, visit:  
[VehicleServicePros.com/21025886](http://VehicleServicePros.com/21025886)



### Video Tool Review



Junior Audeliz of Pleasant Automotive gives a video demonstration and review of the TX14R rechargeable flashlight from Coast Products. The TX14R flashlight combines Coast's Long Range Optic System with slide focus and anti-roll bezel. To watch the video, visit: [VehicleServicePros.com/21040251](http://VehicleServicePros.com/21040251)

### Ask the Expert

There are two main styles of TPMS sensors that are offered in OE and the aftermarket that are part of the valve stem assembly. Clamp-in sensors are mounted by the wheel's valve hole and are secured with a hex nut, then sealed with a grommet. Snap-in sensors require less equipment to install, and in domestic vehicles, are more common. To read more, visit:  
[VehicleServicePros.com/21025314](http://VehicleServicePros.com/21025314)





**BY SARA SCULLIN**  
**EDITOR**

920-568-8394  
Sara@VehicleServicePros.com

## The year of learning new things

Where constant market change meets rigorous competition, conditions are right for research.

**W**elcome to 2019. Was 2018 a breeze, or did it pose some challenges? Do you plan to be comfortable this year? Don't hit autopilot just yet. No matter how long you've been in business, whether a few months or a few decades, there's always more to learn.

A learning mindset helps get us out of our comfort zone. It helps us to strive, (sometimes fail) and yes, succeed.

For this month's cover story Associate Editor Vesna Brajkovic joined Cornwell Tools dealer Vito Abbinante on the road. The ASE-certified technician-turned-tool dealer sells lots of product, from boxes to scanners. Not just in-the-know about sales, Abbinante's a sponge in other areas of the business, too. He enjoys receiving input and perspective from those around him.

"My tip for any dealer would be to become friends with other dealers and talk to them on a daily basis," Abbinante says.

His district manager Bob Jaros, for example, has been in the tool business for 40 years, and Abbinante says his advice is invaluable.

"He's seen a lot, he's heard a lot ... it's experience," Abbinante says. "He's been a big help."

We are constantly learning and changing here at *Professional Distributor*, too. We depend on your feedback, knowledge and

experience to help us produce a magazine that's as informative as it is fun to read.

That said, this is the first issue featuring our new column that's all about diagnostics. ASE Master Technician Scott 'Gonzo' Weaver has been turning wrenches and teaching about new automotive technology for quite some time. This month's column focuses on what shop owners would do well to consider when it comes to ADAS calibration equipment. Next month he'll tackle TPMS. We hope this insight, combined with our regular Product Training and new product sections, can help you navigate the ins and outs of new repair technology in the field.

Finally, I'd like to bid a fond farewell to contributor Phil Sasso. Sasso dispensed helpful sales and marketing advice in his Sales Q&A and Better Business & Sales columns through the years. He will continue to work and write in the automotive tool industry. Over the course of his tenure writing for PD Sasso has no doubt inspired countless discussions, provided thoughtful insight on current issues and even sparked a bit of happiness. He has been an invaluable teacher to me, and for that I am thankful. Phil, I wish you all the best.

Each new year brings new challenges and opportunities. We can respond to both by seeking valued resources, and continuing to find innovative ways to implement the knowledge we discover. **PD**

Published by Endeavor Business Media, LLC



PO Box 803  
1233 Janesville Ave  
Fort Atkinson, WI 53538  
920-563-6388 • 800-547-7377

Printed in the U.S. Volume 27, Number 1; February 2019

**VICE PRESIDENT/GROUP PUBLISHER - TRANSPORTATION** Larry M. Greenberger  
LMG@VehicleServicePros.com

**PUBLISHER** Kylie Hirko  
262-473-9497 Kylie@VehicleServicePros.com

**EDITOR** Sara Scullin  
800-547-7377 x1394 Sara@VehicleServicePros.com

**MANAGING EDITOR** David Brierley  
920-563-1622 x1636 David@VehicleServicePros.com

**ASSOCIATE EDITOR** Vesna Brajkovic  
800-547-7377 x1645 Vesna@VehicleServicePros.com

**ASSISTANT EDITOR** Stefanie Von Rueden  
800-547-7377 x1602 Stefanie@VehicleServicePros.com

**MULTIMEDIA ACCOUNT EXECUTIVE** Cortni Jones  
800-547-7377 x1391 CJones@EndeavorB2B.com

**MULTIMEDIA ACCOUNT EXECUTIVE** Diane Braden  
800-547-7377 x1364 DBraden@EndeavorB2B.com

**MULTIMEDIA ACCOUNT EXECUTIVE** Mattie Gorman  
800-547-7377 x1636 MGorman@EndeavorB2B.com

**INSIDE SALES** Kaylee Kidd  
800-547-7377 x1362 KKidd@EndeavorB2B.com

**PRODUCTION MANAGER** Connie Wolf  
800-547-7377 x1679 CWolf@EndeavorB2B.com

**ART DIRECTOR** Eric Van Egeren

**LIST RENTAL REP** Elizabeth Jackson  
847-492-1350 x18 ejackson@meritdirect.com

**AUDIENCE DEVELOPMENT MANAGER** Debbie Dumke

**ENDEAVOR BUSINESS MEDIA**  
**CEO** - Chris Ferrell  
**CRO** - Scott Bieda  
**COO** - Patrick Rains  
**CTO** - Eric Kammerzell  
**Controller:** Angela Mitchell  
**Director of Finance** - Jessica Klug  
**VP/Group Publisher** - Transportation - Larry Greenberger  
**VP, Production Operations** - Curt Pordes  
**General Counsel:** Tracy Kane

**FOUNDER RUDY WOLF**  
Subscription Customer Service  
877-382-9187; 847-559-7598  
Circ.ProfDistmag@omeda.com  
PO Box 3257 • Northbrook IL 60065-3257  
Article reprints • Brett Pettillo  
Wright's Media 877-652-5295, ext. 118  
bpettillo@wrightsmedia.com



*Professional Distributor* (USPS 017-300), (ISSN 1553-6211 print; ISSN 2150-2080 online) is published ten times a year in Feb., March, April, May, June, July, Aug., Sept., Oct. and Dec. by Endeavor Business Media, LLC, 1233 Janesville Avenue, Fort Atkinson, WI 53538. Periodicals Postage paid at Fort Atkinson, WI 53538 and additional mailing offices. POSTMASTER: Send address changes to *Professional Distributor*, PO Box 3257, Northbrook, IL 60065-3257. Canada Post PM40612608. Return undeliverable Canadian addresses to: *Professional Distributor*, PO Box 25542, London, ON N6C 6B2.

Subscriptions: Individual subscriptions are available without charge in the U.S. to qualified subscribers. Publisher reserves the right to reject non-qualified subscriptions. Subscription prices: U.S. \$47 per year, \$91 two year; Canada/Mexico \$69 per year, \$128 two year; All other countries \$101 per year, \$191 two year. All subscriptions payable in U.S. funds, drawn on U.S. bank. Canadian GST#R42773848. Back issue \$10 prepaid, if available. Printed in the U.S.A. Copyright 2019 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 photocopy, 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 offered by the authors of said articles.



**AUTEL** MAXISYS

# WORK SMARTER NOT HARDER

# DIAGNOSTIC INTELLIGENCE



## NEW POWERFUL HARDWARE

- 1.3GHZ + 1.7GHZ Hexacore Processor
- 64G SSD Memory/32G Micro SD Card  
(32G MAXIMUM - CARD NOT INCLUDED)
- 8M Camera / 2 USB Ports



4.4.2

## NEW SMARTER SOFTWARE

- Bi-Directional with Advanced Coding
- Data PIDs from Vehicle Modules
- Advanced Service/Reset Diesel Emissions
- Key Programming/ADAS Identification



## MAXIFIX & MAXICLOUD

Database of Repairs, Diagnostic Tips & Procedures



## DATA LOGGING

Live Troubleshooting with Autel Tech Support Team

Compatible with the MP408 Oscilloscope  
& MaxiVideo Digital Inspection Scopes

MS908S



MS908SP

**PRE-SCAN & POST-SCAN**

**COLLISION REPAIR READY SOFTWARE PACKAGE**

Enter #16 at "e-inquiry" on VehicleServicePros.com



### PURCHASE INCLUDES:

- Tablet Tool
- Complete Connector Kit
- Durable Carry Case
- 1-Year Software Updates
- 1-Year Warranty

WATCH NOW

[AUTEL.COM](http://AUTEL.COM)  
[MAXITPMS.COM](http://MAXITPMS.COM)

HOW-TO-USE



YouTube  
TRAINING  
VIDEOS

@AutelTools



Phone: (855) 288-3587 • [USSUPPORT@AUTEL.COM](mailto:USSUPPORT@AUTEL.COM)  
[AUTEL.COM](http://AUTEL.COM) • [MAXITPMS.COM](http://MAXITPMS.COM) • [MAXISYSADAS.COM](http://MAXISYSADAS.COM)  
© 2019 Autel Intelligent Technology Corp., Ltd., All Rights Reserved



**AUTEL**



## WHY JOIN A FRANCHISE WHEN YOU CAN JOIN A PARTNERSHIP?

Join our Street Team. When you become a mobile distributor for GEARWRENCH®, we don't make you become a franchisee. There's no required buy-in and no contract to sign. Instead, you set your own goals, hours, and routes while we give you the rapid, reliable support of one of the fastest growing brands in the business.

Why do we do all this? Because you don't work for us. You work for you. We just make doing it a whole lot better.

**"I really like the advantage  
Street Team exclusive  
deals give me over the  
completion!"**

**- Buster Litton**



Enter #17 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



[www.gearwrench.com/streetteam](http://www.gearwrench.com/streetteam)

© 2018 Apex Tool Group, LLC - ATG-4695



# Exclusive to Street Team MEMBERS ONLY

JOIN THE GEARWRENCH STREET TEAM AND GET  
ACCESS TO SELL EXCLUSIVE SETS LIKE THESE



**15 Piece Metric XL Gearbox™  
Combination Ratcheting  
Wrench Set**



**27 Piece Metric  
Combination Ratcheting  
Wrench Set**



**18 Piece Metric  
Combination Ratcheting  
Wrench Set**

## Street Team Members Get More!

GEARWRENCH Street Team members get more than just the best marketing support in the business for independents. They get exclusive access to products not available from any other source. That, plus a free truck wrap, ride-day discounts, a members-only website, new product samples, free giveaways, and a quarterly rewards program make becoming a Street Team member an easy decision. Go to [www.gearwrench.com/streetteam](http://www.gearwrench.com/streetteam) to find out more.



[www.gearwrench.com](http://www.gearwrench.com)





To see more photos of  
Abbinante's tool truck, visit:  
**VehicleServicePros.com/**  
**21039252**

**VEHICLESERVICEPROS**.com

*Abbinante was the 22nd top Cornwell Tool dealer in 2018 with more than \$906,000 in sales. In 2017, he came in 8th in the country with just over a million in sales.*



# A NATURAL at sales

A Chicagoland based Cornwell Tool dealer finds support and motivation from close-knit family units.

by Vesna Brajkovic, Associate Editor

**A**t 8 AM Cornwell Tools dealer Vito Abbinante said his goal was to sell a toolbox, and he had a specific customer in mind. By 9 AM he collected \$1,500. Fifteen minutes later he unloaded that Cornwell toolbox off the truck for the same customer he mentioned hours ago. Collections tick up to \$6,000. It's not even lunchtime.

As the 22nd top Cornwell Tools dealer in the country, Abbinante has booked more than \$906,000 in sales in 2018. In 2017, Abbinante finished eight in the country with just over a million in sales.

His route consists almost entirely of automotive repair shops, with three heavy duty shops sprinkled in. He hits every shop on his route once a week, and has the advantage of servicing "automotive industrial parks" a couple days a week where he hits shop after shop without moving his truck more than three miles all day.

He's out the door and on the road as early as 7 AM and is back home to his wife and sons by 6 PM most days.

Abbinante is an ASE certified technician who started out in the garage. When he was 12 years old, Abbinante worked in the shop of Keith Magnuson (now a Cornwell Tool dealer). He was self-taught and worked in several automotive repair shops. That's the world he knows, and since being recruited to the Cornwell franchise nine years ago when he was 22, Abbinante still lives and breathes tools.

"It's the only thing I've ever done ... the automotive industry," he says. "And I know I got out of it when I was 22 years old, so I was still freshly new, but still, I grew up working in a shop."

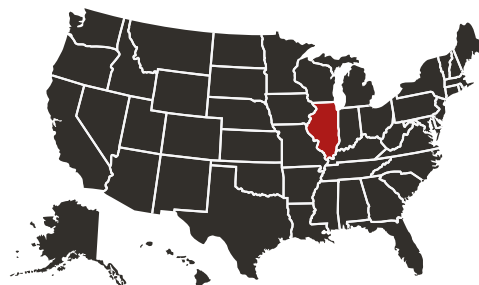
That familiarity shows when he's on his route, making his rounds. Abbinante is a big tote-and-promote guy. Every month he consults the Cornwell Tools sales flyer and loads a bag full of that month's product deals and a couple items of his own selection. Once in the shop, he sets up camp on the floor, lays out his product and calls his customers over to check out the stock. The customers know the drill, passing things around and asking questions. Eventually he'll call them onto the truck where it's all business ... and a lot of product.

"You name it, I sell it," Abbinante says. "I sell bacon now. I just sold \$100 in bacon about three minutes ago. So whatever you need, I get you." (By the end of the day Abbinante had sold \$600 worth of Divine Swine's uncured bacon jerky at \$10 a bag. Almost every technician that came on the truck added ➔

## Where in the world is this professional distributor?

Schaumburg is a northwestern suburb of Chicago, Illinois. It is home to one of the largest malls in the U.S., Woodfield Mall, and was ranked the ninth best place to live in 2017 by *Money* magazine.

Source: US Census Bureau



**Vito Abbinante**  
Schaumburg, Illinois  
Population: 74,184



## Abbinante's TOP 5 TOOLS

- 1 Milwaukee Tool cordless tools (variety of part numbers)
- 2 Cornwell Triple Bay toolbox
- 3 Gold Rush Jerky & Diamond Grip Microflex gloves
- 4 Autel Maxisys Elite scan tool
- 5 Cornwell hand tools (variety of parts numbers)

# DISTRIBUTOR PROFILE



## Onto a bigger truck

**Vito Abbinante is currently working out of 18' truck stocked full of tools, from floor to ceiling. Long-time customer Bob Podrez describes the inside of the 2016 Ford F59 as a Toys"R"Us for technicians.**

But Abbinante wants to go bigger, with more space to display product similarly to how it's seen in a brick and mortar retail store. Within the year he's looking to upgrade to a wider, longer 26' Freightliner tool truck custom built by Summit Bodyworks.

"Look at the shelves. Half of the [product] you don't even know what it is because it's stacked like a book shelf," Abbinante explains of his current inventory. "Now, granted, I've got a lot of stuff. So my idea is to get a bigger truck and display [product] better so when people walk in they're not going back and forth like they're in a library."

one to their order after his persistence. "You've gotta try this bacon." "You guys like bacon?")

And it's not just the add-ons either. A week before, Abbinante sold \$10,000 in scanners alone, mostly Autel and one Launch Pad II.

At this point, he checks his phone and has 19 text messages from his customers. Which is "nothing" compared to a "busy day" where he gets 60 text messages and makes and answers up to 100 calls over his Bluetooth headset. His customers know he's on his way.

## SELLING YOURSELF FIRST

Even competing against all major flags and an independent tool distributor on his route in Schaumburg, Illinois, a Chicagoland suburb, he never seems to linger on that being a problem. There's a natural confidence about him when he talks about his mobile tool business. Abbinante seems to have proven himself to his customers, and to himself.

"You have to sell yourself, not the

*Abbinante runs his business out of an 18' 2016 Ford F59. He is upgrading to a 26' Freightliner in 2019.*

product," Abbinante says. "You sell yourself, you gain people's trust. [Customers] know I'm going to be there. They know that I have a ton of stuff on my truck. When they need something they call me."

For Abbinante, the name of the game is mutual loyalty and respect.

"We're both loyal to each other," he says. "I take care of them, they take care of me, and they know that."

## ATTRACTING BUSINESS WITH SUCCESS

After running the same route for nine years, it looks like Abbinante has it easy. His customers buy, pay and encourage new technicians in the area to do the same. But Abbinante will be the first one to say owning a mobile tool business, or any business for that matter, isn't a "cake walk."

Getting to this point, with loyal customers who call him first for ➡



**AUTEL** MaxiTPMS TS608

# 3 SERVICES IN ONE

**MX-sensor 1** SENSOR



**HIGHEST  
RETURN ON  
INVESTMENT**

**OBDII  
PORT**



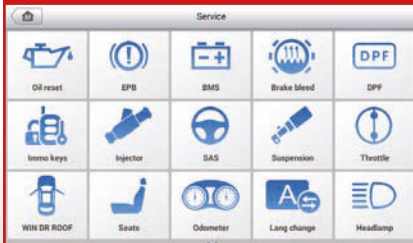
**WIRELESS  
MAXI VCI MINI**



Enter #18 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



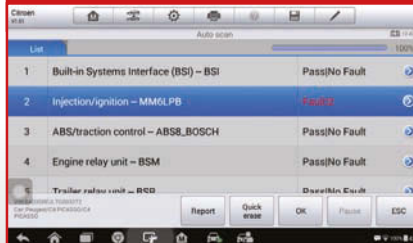
## ADVANCED SERVICES



**18 SERVICE FUNCTIONS**



## ALL SYSTEM DIAGNOSTICS



**AUTOSCAN ALL MODULES**



## TPMS STATUS SCREEN



**VIEW ALL SENSOR INFO**

## TS608 SERVICE RESETS



Oil reset



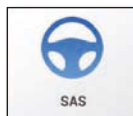
EPB



BMS



DPF



SAS



YouTube @AutelTools



Phone: (855) 288-3587 • [USSUPPORT@AUTEL.COM](mailto:USSUPPORT@AUTEL.COM)  
[AUTEL.COM](http://AUTEL.COM) • [MAXITPMS.COM](http://MAXITPMS.COM) • [MAXISYSADAS.COM](http://MAXISYSADAS.COM)  
 © 2019 Autel Intelligent Technology Corp., Ltd., All Rights Reserved



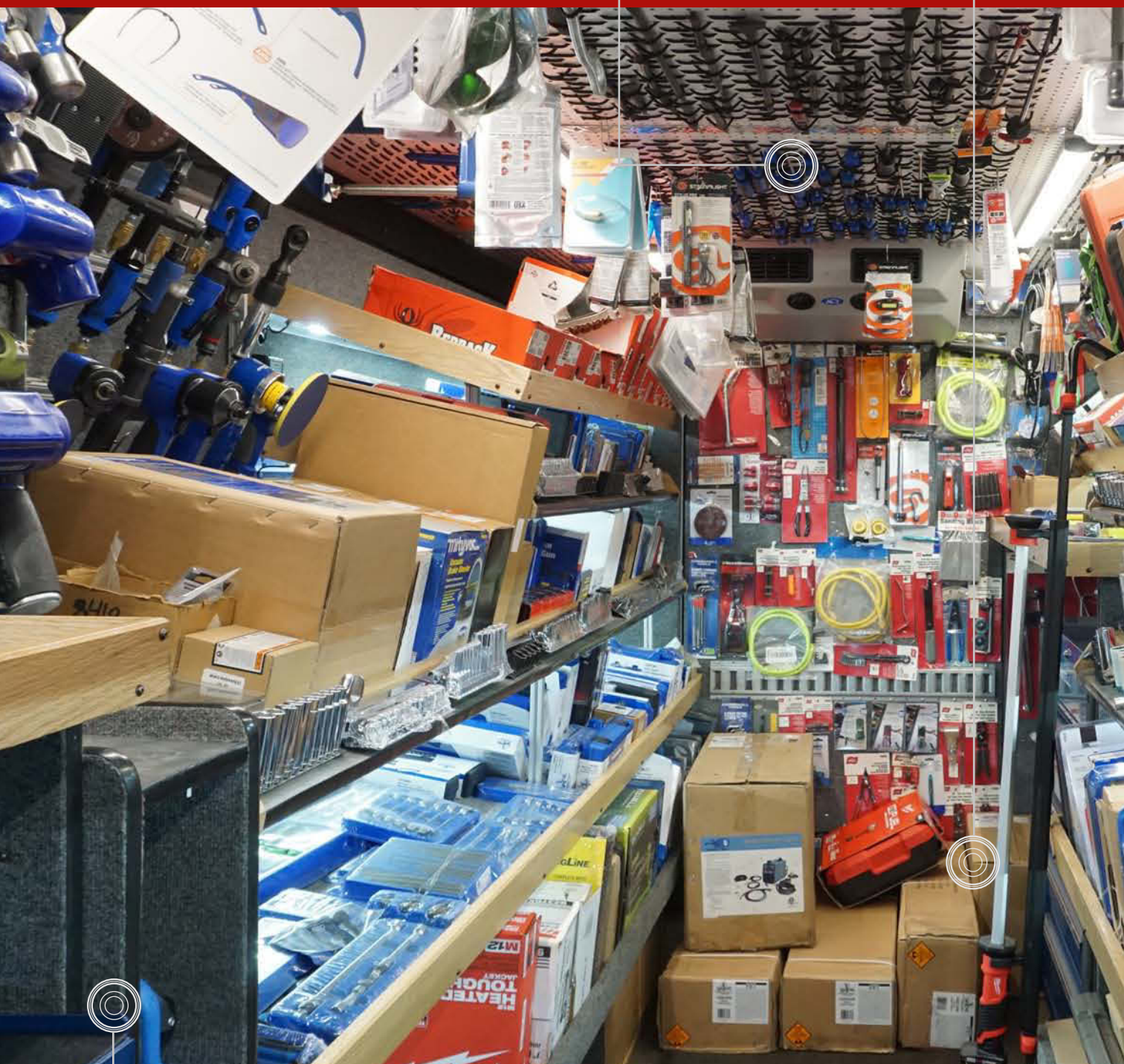
Follow Us @AutelTools  
 f t i o YouTube

**AUTEL**



# DISTRIBUTOR PROFILE

*From floor to ceiling, Abbinante utilizes every inch of the tool truck to display product.*



*Abbinante always keeps a Cornwell Triple Bay Toolbox on the truck, tucked away in its designated space.*



Abbinante stores all his product on his truck, making no use of additional storage space. He sells everything from small hand tools to larger equipment, like MIG welders.



Currently Abbinante stores his product upright to maximize space. When he upgrades to a larger truck later this year, he says he hopes to use the space to present product in a way in which customers can more readily view it. (Think: retail store displays.)



# WORK SMARTER NOT HARDER

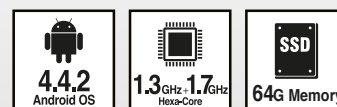


**MS908S**



**MS908SP**

## DIAGNOSTIC INTELLIGENCE



**POWERFUL HARDWARE  
SMARTER SOFTWARE**



Phone: (855) 288-3587 • [USSUPPORT@AUTEL.COM](mailto:USSUPPORT@AUTEL.COM)  
[AUTEL.COM](http://AUTEL.COM) • [MAXITPMS.COM](http://MAXITPMS.COM) • [MAXISYSADAS.COM](http://MAXISYSADAS.COM)

©2019 Autel Intelligent Technology Corp., Ltd.  
All Rights Reserved

**Enter #19 at "e-inquiry" on  
VehicleServicePros.com**

# DISTRIBUTOR PROFILE

inquires and pay (and add to) their balances every week, comes after years of hard work.

"I've had ups, I've had downs," Abbinante says. "Every tool guy has. You've gotta wake up and put two feet on the ground and go to work. You keep showing up and over time you're going to build a clientele. You're going to build an established business. And trust."

Once a distributor hits their stride, that's when true success comes.

"People are drawn to success," Abbinante explains. "They see that I have a lot of stuff, they see that I'm a successful tool dealer. And people like that because they trust that I will be there. I've shown that I'll be there and that's why they're loyal."

"If you go walk out to my truck you'll see all my inventory, all my stuff," he says. "The chances are I'm gonna have something that you need. If you came on my truck and there were bare slots, like just very minimal ... you're not gonna trust that guy. You're not gonna know that he's gonna be there next week; he might go out of business. So I've been around and, like I said, I've built trust."

## MAINTAIN CUSTOMER BALANCES

Selling, Abbinante can do. Coming from a technician background he knows what his customers want, because he wants it, too. But selling to his customers isn't the end game. He has to be smart, too... money management smart.

"If you're too good of a salesman it could hurt you," Abbinante says from experience. "You [have to] take your good sales tactics and balance them with money management. And that's the truth."

That's where Abbinante has found the sweet spot: maintaining customer balances.

"They're paying 10 percent from their initial purchases," he explains of his rule. "So if you owe \$200 dollars



Mike Perez of BoostinPerformance purchased a Cornwell Triple Bay Toolbox from Abbinante before lunchtime. Triple Bay boxes are one of Abbinante's top selling products.



Abbinante sold \$600 worth of Divine Swine's uncured bacon jerky in one day.

and you're \$20 a week, and you just buy a \$300 tool, your balance is now \$500. You gotta pay me \$50 a week or you can't buy [more product] until you pay it off."

For the past nine years Abbinante has based his collections off a 10-week term. By collecting 10 percent of a customer's bill weekly, with some people paying more some weeks, his average turnaround time on money is six-and-a-half weeks.

Abbinante gives an example of his long-time customer, "Frankie" Perez.

"He's never paid me off," he says. "He's given me money for nine years

every single week. But that goes back to the whole thing; he trusts me. He knows I'm going to take care of whatever."

That's the ideal customer, something he has a lot of. But Abbinante knows it's not always that "easy."

"There [are] certain people that I try not to sell to, stupid as that sounds," he says. "Because if I let them buy the whole truck, they will. But they don't have the money to pay. You've got to maintain your balances. That's the whole game of this. You have to maintain everyone's balance that owes you money. So every person's different."

Balance management is the 



**LAUNCH**  
**TECH USA**  
CREATE • CHANGE

## **X-431 PAD II AE**

It is a Professional Scan Tool, which utilizes easy to operate Android tablet technology to meet your needs and expand as your business grows. Full system diagnostics, printable reports for Pre and Post scans, online vehicle research, and even part ordering is no problem with the open android platform.

**"ONE SCAN TOOL DOES IT ALL"**  
**DUST PROOF AND IP 65 RATED**



[WWW.LAUNCHTECHUSA.COM](http://WWW.LAUNCHTECHUSA.COM)

1820 S. MILLIKEN AVE • ONTARIO, CA 91761 • PH : 1-877-528-6249

Enter #20 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

# DISTRIBUTOR PROFILE

“trick of the trade,” Abbinante explains. It’s all about keeping the income steady and “not going broke because you’re selling too much.”

But Abbinante isn’t turning down good business. The goal is to get customers on the truck and have them leave with something.

“I’ve got guys that their balances get low and they’re like, ‘Let’s go shop-pin!’” Abbinante laughs. “I’m like, ‘Let’s go! Jerky’s on the house!’”

## RUN WITH THE PACK

Kenny calls early in the day. That’s fellow Cornwell Dealer Ken Jaros, who was featured in *Professional Distributor’s* March 2015 cover story, *Unconventional Success*, and recruited Abbinante to the franchise. They’re good friends. They grew up in the same town. They talk about the toolbox sale, and laugh about a joke. It’s a quick, friendly, easy exchange that seems routine. They talk on the phone for 20 minutes every morning on the way to their respective routes, and then throughout the day. Abbinante says they feed off each others energy, using their competitive energy as motivation for their respective routes.

“If it wasn’t for Kenny, there’s no way I would be this successful,” he says. “No way. He’s been a huge influence. Thanks Kenny ... dirt bag.” He laughs. It’s a sentimental moment, it needed a joke.

While Abbinante doesn’t sell himself short, he gives a lot of credit to the people around him for his success. Ken Jaros, for one, and his district manager Bob Jaros, who is also Ken’s father. Then there’s Tony Bond, another Cornwell dealer in the area, and Magnuson. Abbinante says they’re a team, they celebrate each other’s successes and discuss any paths for improvement.

Having a support system like that makes a big difference in his business.

“My tip for any dealer would be to become friends with your other dealers and talk to them on a daily basis,” Abbinante says. “Not all of them. Find



*The truck features a display for power tools, some new and some used.*

one, two. I talk to four people.”

Bob Jaros, for example, has been in the tool business for 40 years, and Abbinante says his advice is invaluable.

“He’s seen a lot, he’s heard a lot, you know, it’s experience,” he says. “He’s been a big help.”

He also gives a lot of credit to Cornwell franchise support.

“Everybody at Cornwell that helps: customer service, credit department, tech credit,” he says. “I mean, it all contributes to this. It’s not just me out here. Without everybody you couldn’t get everything done, there’s no way. You couldn’t be this successful without all the resources that Cornwell does provide. It’s pretty awesome. They’ve got an awesome program. If I could go back and do it all over again, I would do it.”

Maybe for Abbinante, first introduced to *Professional Distributor* as “a nice Italian guy,” the family mentality just comes natural.

He’s nailed down his work-life balance, and is big on family. He places all his stock orders three times a week on the truck, taking no work home.

“When I’m at work, I’m at work,” he says. “When I’m at home, I’m at home. Once I go home my boys are running up to me with their GI Joes. I don’t wanna be doing paperwork. When I go home

I want to be at home. That’s it. Done.”

## A LOOK FORWARD

Abbinante doesn’t see himself slowing down anytime soon. He’s upgrading to a bigger truck, hopefully sometime this year, and will continue to service his customers.

“My goal, honestly, is to go out every day and give it my all,” Abbinante says. “And for me to know that I went out and gave it my all is good enough for me. I don’t want to be that greedy person. Yes – I want to do good. Yes – I *do* do good. But I don’t look at it like I have to be the best. I look at it like I get up, I go to work and I do my best job the whole day, and I go home and do it all over again. I don’t have exactly a set goal; I don’t go by the whole numbers thing. I didn’t even know I was No. 19. I knew I was up there, but I’m not a big-business corporation where those numbers matter to me.”

With his support system, business smarts and loyal customer base, Abbinante looks to have clear skies ahead.

“Thank God I have good customers, respect and trust and everything to make me be successful,” he says. “It’s not all done by me, I’ve had a lot of help during the way.” **PD**





# OWATONNA TOOL COMPANY FOR THE LONG HAUL

Proudly designing and manufacturing American specialty service tools, diagnostics and shop equipment since 1925.

## LIFETIME LIFTING FROM OTC



### HIGH-LIFT TRANS JACKS

OTC5237 - 1,000 lb high lift  
OTC1728 - 1,000 lb air-assist high lift



### LOW-LIFT TRANS JACKS

OTC5019A - 2,200 lb low lift  
OTC5130 - 1,000 lb low lift



### SERVICE JACKS

OTC1532A - 2-ton aluminum racing jack  
OTC1546 - 3-ton aluminum racing jack



### SHOP CRANE

OTC1819 - 2,200 lb fold-away shop crane



## TESTED, TRUSTED, TECHNICIAN PREFERRED



### HIGH-LIFT TRANS JACKS

OTC1793A - 1,000 lb high lift  
OTC1794A - 1,000 lb air-assist high lift



### LOW-LIFT TRANS JACKS

OTC1522A - 2,000 lb low lift  
OTC1521A - 1,000 lb low lift



### SERVICE JACKS

OTC5303 - 3-ton service jack  
OTC1526A - 3.5-ton Quiklift service jack  
OTC1505B - 5-ton service jack  
OTC1507B - 5-ton Air/hydraulic service jack



### SHOP CRANE

OTC2004 - 4,000 lb folding shop crane



## SHOW ME YOUR TRUCK

# A window to the world

Cornwell dealer Dennis Krumpfer focused on comfort and organization in his 2018 Freightliner M2.

By Sara Scullin, Editor

**D**ennis Krumpfer is a Cornwell dealer with a route in New Castle, Colorado. Last June, Krumpfer purchased and designed a 2018 Freightliner M2 20' wide body truck, with help from Summit Bodyworks.

"After making the big decision to buy new, the only challenge was securing the last available spot, which Chris McHan [of Summit Bodyworks] made happen," he says.

This is Krumpfer's seventh year in the business. He regularly checks in with independent shops, dealerships and state/county shops in Colorado's Glenwood Springs area, known for its hot springs.

"I have the whole area, what we call the Roaring Fork Valley, which runs from Glenwood Springs to Aspen and Parachute," says the Cornwell dealer. This is a popular tourist area, where people flock to the Colorado River and surrounding land to raft, hike, fish and go four-wheeling in summer. Winter brings skiers and snowboarders to the region, which also hosts the X-Games. The entire valley is surrounded by mountains.

When planning the M2 design Krumpfer and his team added two display cases and three under-shelf metal drawers. He says at first, he didn't know what to do with the drawers, but has come to find they are ideal for the small tools his customers order rather than placing these inside a toolbox drawer.

Krumpfer also had a lower rear camera added, which he keeps on at all times. He says that when he's driving the camera helps him to know what's behind the truck, and

indicates when it's safe to switch lanes.

Comfort was also a consideration with this investment.

"We changed the propane heat for diesel, which I had in my last truck and absolutely love compared to propane," Krumpfer says. "You never have to worry about filling the tank and it's very efficient." He adds, "I like to run my heat ... and get into a nice warm truck." The diesel heat keeps the Freightliner's cab warm and prevents snow from piling onto the windshield.

Other amenities added to the truck include an air ride seat, driving lights and satellite radio. "Chris [McHan, of Summit Bodyworks] also included a slide-out prybar/long tool holder and the cool Cornwell mat," Krumpfer says.

A window above an angled desk that faces outwards towards customers completes the overall design of the work truck.

"My new workspace is wonderful," Krumpfer says. "I have a great view of the customers and everything is right there – from the printer to the fridge and the [customer] exit. The window is just awesome; I have a nice view, light and fresh air."

Krumpfer says he likes to carry customers' new tool purchases into the shop so others can see the transaction. Even so, the majority of Krumpfer's customers come out to the truck.

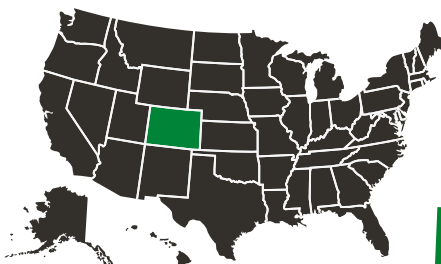
"I try to always have candy, Monster [energy drink] and jerky," he says.

"They say a new truck creates more business, and I'd have to agree." **PD**

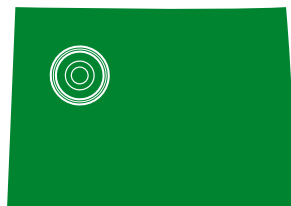


To view more photos of  
Krumpfer's truck, go to:  
**VehicleServicePros.com/  
21039747**

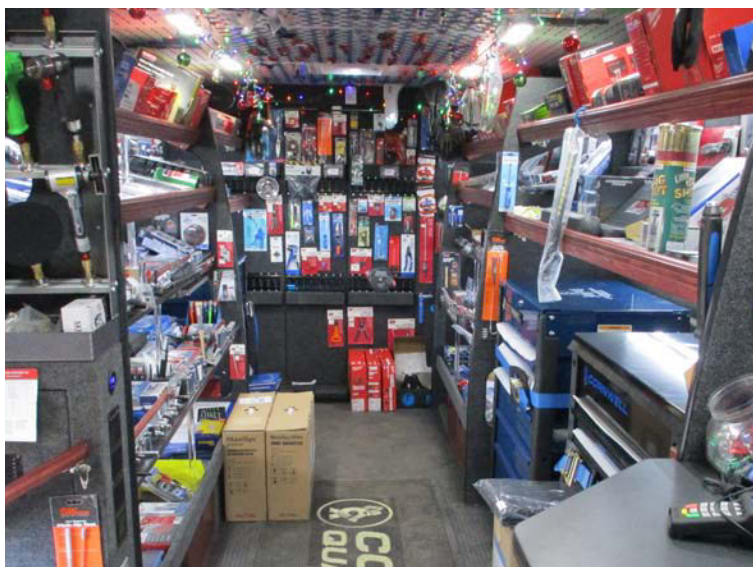
**VEHICLESERVICEPROS**.com



**Dennis Krumpfer**  
New Castle, Colorado  
Population: 4,815







**Top Left** - Dennis Krumpfer is a Cornwell Tools dealer in New Castle, Colorado. His customer base includes independent shops, dealerships and state/county shops in the Glenwood Springs area. **Top Right** - Krumpfer keeps quick purchase items behind the cab. **Below** - Krumpfer receives compliments on his truck's tailgate design.

**Above Left** - The angled work desk faces outwards towards customers, and has a window beside the work space. **Above Right** - Krumpfer runs an organized business, and his new truck provides him with new ways to showcase product in the best possible light. "I've been told that I keep things organized, plentiful and have variety," Krumpfer says. "I find that slow movers get more interest when I open and display them."

## Show us your truck

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

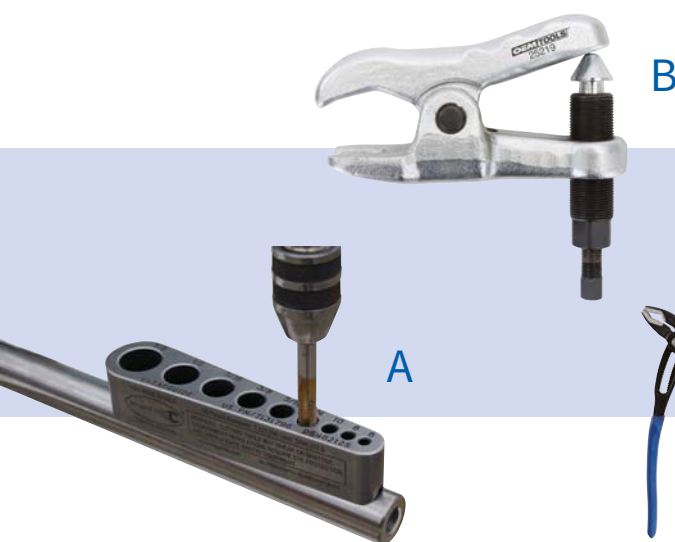
Contact Editor Sara Scullin by email at [Sara@VehicleServicePros.com](mailto:Sara@VehicleServicePros.com) for more information.

# MOST WANTED

## A Standard V-TapGuide

The **Big Gator Tools Standard V-TapGuide** is designed to help users accurately guide hand tapped threads on the inside of a hole to accept a machine screw or bolt. The tap guide can also be used to restore an internal thread that has been damaged, or to cut a new, larger thread in the case of severe damage or stripping. The tap guide holes are sized for ANSI Standard ground hand taps. The Standard V-TapGuide has nine holes that can accommodate 32 different standard ground tap sizes. All V-TapGuides carry a lifetime warranty and are U.S.A. made.

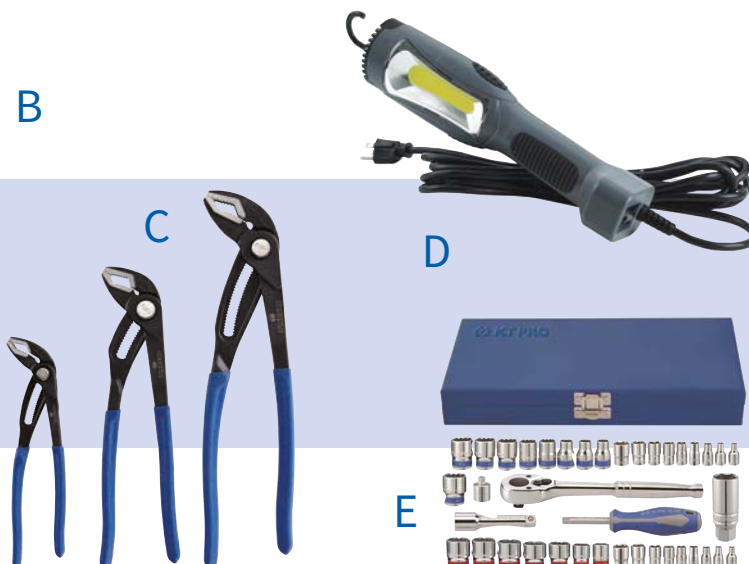
**Enter #22 at "e-inquiry" on VehicleServicePros.com**



## C Adjustable Jaw Pliers

The **Carlyle Tools P-Rex Adjustable Jaw Pliers** line are hardened Chrome Moly pliers which feature a slim head design for greater accessibility on different applications. The pliers are professional grade, are self-locking with a strong gripping capacity and have a push button design for quick size adjustments. The pliers are available in 7", 10" and 12". There is also a 3-pc set available at Napa Auto Parts stores.

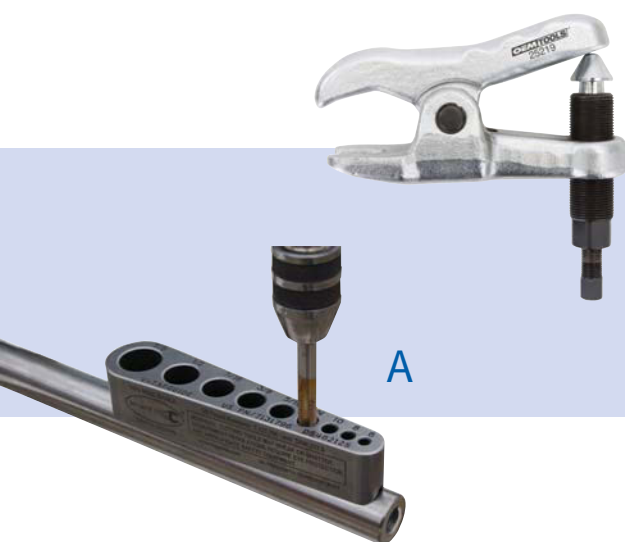
**Enter #24 at "e-inquiry" on VehicleServicePros.com**



## B Hydraulic Ball Joint Separator

The **OEMTOOLS Hydraulic Ball Joint Separator**, No. 25219, provides a safe and effective system to separate ball joints, according to the company. The tool is equipped with a jaw capacity of 56mm and a hydraulic ram rated to eight tons.

**Enter #23 at "e-inquiry" on VehicleServicePros.com**



## D COB Task Light

The **Alert Stamping 1,300 lm COB Task Light**, No. KTM3315G, offers a grounded outlet and On-Off switch in the handle. Other features include a top hang hook, over molded rubber handle, integrated magnet and 15' 16/3 SJTOW Cord. This light is cETLus listed, the company says.

**Enter #25 at "e-inquiry" on VehicleServicePros.com**



## E 1/4" and 3/8" Drive Socket Set

The **KT Pro 1/4" and 3/8" Drive Socket Set**, No. A5001CR01, is a starter kit with two drive sizes and a combination of metric and SAE standard sockets in 6 and 12 point sizes. The 3/8" drive sockets include the company's patented grip strip technology that is color coded to easily identify between metric and SAE sockets. A heavy duty metal carrying case is included. This set is backed by a lifetime warranty.

**Enter #26 at "e-inquiry" on VehicleServicePros.com**

### 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.



## F Quick Check Drive

The **Hunter Engineering Quick Check Drive** is a touchless alignment inspection system that measures total toe and camber in seconds, with no human involvement necessary, the company says. Each Quick Check Drive is equipped with eight cameras and 32 laser sensors that scan the vehicle's tires as they drive past, helping to eliminate operator labor and stopping of the vehicle.

**Enter #27 at "e-inquiry" on VehicleServicePros.com**



F

G

## I Extra Wide Adjustable Wrench

The **Channellock 10" Reversible Jaw Extra Wide Adjustable Wrench**, No. 810PW, features a reversible jaw designed to make simple work on bolts and fasteners, as well as on round stock, and a pipe wrench jaw option for improved versatility. The self-gripping angled teeth design grips pipe and rounded fasteners tightly. With a four thread knurl and non-protruding jaws, the 810PW offers improved capacity while improving performance in confined spaces with its minimal head width. The wrench is constructed with chrome vanadium steel for durability, and is made to Channellock specifications in Spain.

**Enter #30 at "e-inquiry" on VehicleServicePros.com**



I



H



J

## G Heavy Duty Gear Puller

The **OTC Heavy Duty Gear Puller**, No. 6614, is stout enough for almost any heavy duty application and includes a pair of metric bolts for most applications. The slim design cross block allows more room to set up in tight quarters to pull more gears. The puller has a spread range of removing gears from 2" to 7-1/4" in diameter, including most cam gears. The tempered steel rust inhibitor-coated bolts are graded 10.9, have M12x1.75" threads and are 90mm in length. The puller has a 5-3/4" long forcing screw threaded 5/8"-18 and has a pulling reach of 3-1/4". The tool includes sliding plates to ensure smaller gear bolts up to 1.2" in diameter are always centered. The puller is treated to resist corrosion and is covered by OTC's lifetime warranty.

**Enter #28 at "e-inquiry" on VehicleServicePros.com**

## H ONE Pro LT

The **FLIR ONE Pro LT** is a thermal imaging attachment for smartphones. The FLIR ONE Pro LT is powered by the company's Lepton thermal micro camera core and builds on the features of the ONE Pro. Key tools include patented MSX image enhancement, which combines thermal and high-definition camera images to produce crisp, detailed images; video signal processing technology to deliver improved image quality and clarity; and patent-pending OneFit camera connector that allows users to adjust the device to attach to their smartphone through many popular protective cases.

**Enter #29 at "e-inquiry" on VehicleServicePros.com**

## J 3-in-1 Synergic Welder

The **H & S Autoshot 3-in-1 Synergic Welder**, No. HSM200, offers full synergic welding capability setting on a large LCD display. The welder has a dual 110-240V input capability, offers MIG and TIG welding and allows switch back operation with both torches connected at all times and no requirement to remove MIG wire. System features include an IGBT inverter power supply with 0.99 efficiency PFC dual voltage (115V and 230V) input with a compact air-cooled cabinet. Operating features include LCD control panel, full synergic operation, infinitely variable output power from 30-200 amps, auto over-temp and over-voltage protection. The welder has a lift-arc start and foot pedal control for MMA and TIG welding. An optional aluminum spool gun is available. The package includes PFC power supply, HSL15 MIG gun, HSM17 TIG torch with quick-connect welding cable 12.5', 200A work clamp with quick-connect welding cable 10', 200-amp electrode holder with 10' welding cable, foot pedal control with direct-connect cable, 115V jump-power cord, dual-gauge gas regulator, AK-2 torch kit and an operator manual.

**Enter #31 at "e-inquiry" on VehicleServicePros.com**

# SNEAK PEEK

## 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.



### LIFTS PLASTIC FASTENERS

The **Lisle Double Ended Clip Lifter**, No. 35460, features a smaller opening designed for lifting the center pin and a wider opening that lifts the fastener from the panel. This tool works with plastic fasteners, plastic clips, upholstery or door panels. It offers a zinc finish with a 3-1/2" grip, and the overall tool length is 8".

Enter #32 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

### USED FOR O-RING REMOVAL

The **Mueller-Kueps Multi-Function Micro Tool Kit**, No. 604 230, can be used for removing O-rings, seals, connectors and spring rings. This kit includes picks and spoons with rounded edges designed for damage-free removal. The multi-sided tools have six different configurations to accommodate most applications. These picks and spoons are made from stainless steel, and are small and easy to carry.



Enter #33 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

### PUNCTURE AND CHEMICAL RESISTANT

The **SAS Safety Astro-Grip Dual-Sided Scale Grip Disposable Gloves** are powder free, exam grade gloves designed to provide extra-strength puncture and chemical resistance, offering a 7 mil thickness. The dual-sided texture is designed for gripping tools, and the glove helps improve visibility on the job with its high-visibility orange color. There are 100 gloves included per box.



Enter #34 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

## 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](http://www.jumpstarter.com) or call 800.328.2921.



Enter #35 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)





## REMOVE CLIPS WITHOUT BREAKING THEM

The **Steck Manufacturing Retainer Clip Release Tool**, No. 21715, is designed to facilitate the removal of fender flares and rocker moldings by releasing the clips that attach the moldings from outside. This tool slides between the molding and panel, allowing the user to access the expansion ears of the clip from the outside. By sliding the tool back and forth, the user will be able to pinch the expansion ears and release the clip properly, without breaking the clip, the company says. The tool is 10" long and made out of 0.015" spring steel with a reinforced nylon handle for flexibility and strength. The wide opening allows the tool to release all types of retainer clips.

Enter #36 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



## DESIGNED WITH SHARP EDGES

The **Mayhew Tools ProPneumatic 5-pc Cut, Chisel & Scrape Set**, No. 32023, includes both a 1-1/8" and 2" scraper, spot weld breaker, rivet and bolt cutter and 5/8" cold chisel. Designed with sharp edges, the tools are ideal for cutting bolts, breaking welds, scraping off under coating, cutting heads off of bolts or rivets and removing stuck or stubborn gaskets. Made of shock-resistant alloy steel that is fully hardened and tempered, all of the tools in the set feature a standard 0.401 Turn Type Parker Shank, are made in the U.S.A. and are backed by a lifetime warranty. A black oxide finish helps prevent corrosion, and the tools are packaged in a self-contained, reusable storage tray that fits most toolboxes.

Enter #41 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

## BLADE DEPLOYS AT THE PUSH OF A BUTTON

The **Buck Knives 112 Auto Knife** is deployed with the push of a button, readying the 420HC blade quickly and efficiently. The 112 Auto features the classic Macassar Ebony handle, brass bolsters and a clip point blade, and includes a leather sheath for safe carry. The blade includes a lifetime warranty and is made in the U.S.A.

Enter #37 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



KNIPEX – Tools Designed With Your Profits in Mind

## MOBILE JOBBER SELLING TIPS

- Increased jaw capacity opens up to 2" (52 mm).
- Improved pinch guard.
- Now available in popular black finish.
- Now 15% lighter weight.
- Recessed area for better grip.
- Laser marked adjustment scale to set opening width before use—metric and inch markings.

It just keeps getting better! KNIPEX Pliers Wrench with new features and functions is truly a pliers and wrench in a single tool! Increased jaw capacity, improved pinch guard, reduced weight and now available in a popular black finish—they'll finish every job faster!

See a video of this tool:  
<https://goo.gl/E6uZqs>



©2019 KNIPEX [facebook.com/knipex.us](https://facebook.com/knipex.us)

KNIPEX Quality – Made in Germany

Enter #39 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

## SNEAK PEEK



### ONE-HANDED OPENING

The **Kershaw Vedder Knife** features a steel handle that is titanium-carbo-nitride coated in soft matte gray with two 3D-machined G-10 overlays that help enhance grip. The blade offers a razor edge that is designed to last and make re-sharpening easy. The SpeedSafe assisted opening allows one-handed opening, and a solid frame lock secures the blade open during use.

Enter #40 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



### TURNS ON AND OFF WITH THE WAVE OF A HAND

The **Clore Automotive Light-N-Carry Lenexa Work Light**, No. LNC7250, is a versatile performance light with a professional level lithium battery, three operating modes, handsfree operation and a variety of mounting options. The Lenexa features three operating settings (Spot, Flood and Dual) to cater to a variety of lighting needs. It comes equipped with a dimming feature to give the user full control over each of the working modes. This light features a 180 degree rotating base and hands-free motion-activated control that allows the light to be turned on and off with a wave of a hand. The Lenexa kit includes the company's M-Lock head strap, M-Lock belt clip and M-Lock action mount for mounting action camera accessories.

Enter #55 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

## YOUR CUSTOMERS CAN'T GET ENOUGH!

30+ FLAVORS

- Generate increased daily cash flow
- Increase foot traffic on truck
- Delicious products for everyday repeat sales for jobbers
- 100% Guarantee

MADE IN USA



Call your major tool supplier to order!  
[www.goldrushjerky.com](http://www.goldrushjerky.com)

Enter #42 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



### BUILT-IN LED AND BATTERY POWER INDICATOR

The **Li-Ion 20V Brushless 1/2" Impact Wrench**, No. ARI20156, from **ACDelco**, offers an advanced brushless motor that delivers 320 ft-lbs reverse torque and 205 ft-lbs tightening torque. The entire tool weighs 2.86 lbs. The ARI20156 features metal gearbox housing, variable speed with reversible and electronic brake control precision, rubber boots, built-in LED and battery power indicator.

Enter #43 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



### HANDLE VIBRATES WHEN TARGET TORQUE IS REACHED

The **GEARWRENCH Electronic Torque Wrench with Angle** is available for 3/8" and 1/2" drives. It features three modes of operation: Peak Torque, Angle and Peak Angle. Torque accuracy is 2 percent clockwise, and 3 percent counterclockwise in the 20 to 100 percent range. The 72-tooth gear provides a five-degree ratcheting arc. An audible tone goes off as the target torque value is approached, and when the target is reached, the handle vibrates, a beep tone sounds and the screen display changes color to help ensure accuracy.

Enter #44 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



### INSTALL AND REMOVE THREADED RODS

The **KT Pro Threaded Rod Socket Series**, No. 75A1, is designed to help the user install and remove threaded rods. Each socket comes with an automatic locking cam to help ensure threads are not damaged. Each socket comes with a 1/4" power bit to use with any air or cordless tool. Each threaded socket is sold individually, with seven sizes available ranging from 5/16" to 5/8".

Enter #45 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)

### PORTABLE AND COMPACT

The **Milwaukee Tool M12 Rocket Dual Power Tower Light** delivers a 1,400 lm output, in a compact and lightweight size that allows it to be easily carried. This light is ideal for users who desire a portable lighting solution that can perform in smaller spaces. This light features a rotating light head that can be extended over 5'8" and rotated 210 degrees vertically or pivoted 270 degrees horizontally to light overhead work or minimize shadows when casting light downward. The light offers an up to 10-hour run-time on one M12 XC 6.0 pack, or can run off AC power through a standard extension cord. This product offers a limited lifetime LED warranty and a five-year warranty on the product.

Enter #46 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



## ENGINEERED FOR COPS, UNBEATABLE FOR SHOPS.



THE COAST TX14R

### RECHARGEABLE FOCUSING FLASHLIGHT

900 LUMENS BRIGHT • FLOOD & SPOT • 1381 FT RANGE • IPX4 WATERPROOF

LIFETIME WARRANTY COASTPORTLAND.COM

**COAST**  
TRUSTED TOUGH.

Enter #47 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

# LOCK RING PLIERS

**1705**  
10" COMPOUND



**1407**  
9" STRAIGHT TIP

**1408**  
9" BENT TIP

**1409**  
9" RIGHT ANGLE TIP

SPREADS, REMOVES, AND INSTALLS  
RINGS WITHOUT HOLES

DEEP KNURLED JAWS HOLD  
RINGS SECURELY

SPRING ACTION CLOSES JAWS USED  
ON BRAKES, TRANSMISSIONS,  
PEDAL SHIFTS, CLUTCH SHAFTS,  
FARM EQUIPMENT, AND  
MACHINE TOOLS

CAN ALSO BE USED TO SPREAD  
PISTON RINGS



WWW.LANGTOOLS.COM

**LANG**  
TOOLS  
Professional Tools For 4 Generations™

Enter #50 at "e-inquiry" on  
VehicleServicePros.com

## SNEAK PEEK

### FEATURES MOTION CONTROL SYSTEM

The **Coast Rechargeable LED Headlamp**, No. HL77MCR, offers a motion control system. Two waves of the hand 3" to 4" in front of the motion sensor turns the headlamp on and off. This system is designed to help keep the user's hands free and automotive liquids from getting on the headlamp when pushing the on/off switch. This headlamp features patented Flex Charge Dual Power rechargeable system, and a Pure Beam Focusing Optic that allows users to switch between 500 lm of flood and spot beam by twisting the bezel.



Enter #48 at "e-inquiry" on VehicleServicePros.com

### CLEAR COMPARTMENTS SO USERS CAN SEE CONTENTS

The **Beta Tools Carry Toolbox**, No. CP15, has three clear organization compartments built into the top of the toolbox. This allows users to access the compartments without needing to open the entire box. This box is ideal for storing small, frequently needed items. Two compartments are removable and have adjustable partitions, so users can customize the spaces for items they want to store in them. The interior tote tray is the length of the toolbox and has a built-in carrying handle. The carrying capacity is 60 lbs.



Enter #49 at "e-inquiry" on VehicleServicePros.com

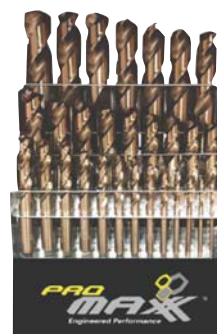
### HIGH QUALITY SOUND AND WIRELESS CONTROL

The **Advanced Lighting Systems 600lm Rechargeable Handheld LED Audio Light**, No. AUD601R, is a high efficiency COB LED Audio Light with a built-in Bluetooth speaker that provides high quality sound and wireless control for music play. Music can be enjoyed with one button, the company says. The Bluetooth speaker function pairs to the user's device in seconds. A 90-degree rotating bracket with a powerful magnet allows the light to be securely attached to any metal surface. A

glow-in-the-dark fluorescent reflector makes the light easy to locate in the dark. This product is IP65 dust and water resistant.



Enter #51 at  
"e-inquiry" on  
VehicleServicePros.  
com



### OFFERS RC55 DRILLING CAPACITY

The **ProMAXX PowerDrill 29-pc Drill Set** is a drill bit kit with a variety of sizes. This set features precision ground points, flutes, clearance and drill diameters, and a larger composition of cobalt to boost drilling capacity to an Rc55. Each bit is machine turned and ground for dead flatness, ensuring the bits won't "walk," according to the company. The sizes start at 1/16 to 1/2 by 64ths. This set is manufactured in the U.S.A. from American-made materials. The set includes free unlimited technical support.

Enter #52 at "e-inquiry" on  
VehicleServicePros.com



## FEATURES A SWING ARM

The **ATD Tools Heavy Duty Semi-Automatic Tire Changer** features a swing arm design. It can handle tires up to a 47" diameter and rim widths between 3" and 15". This tire changer features bead seating inflation jets in clamping jaws, twin clamping cylinders to hold difficult rims and a bead breaker.



The tire changer has a 26" by 26" square turntable.

Enter #53 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



## BLADES CAN BE RESHARPENED

The **Matco Tools 2-pc Plastic Mini Scraper Set**, No. MSS2P, features a large 8" overall scraper with a blade length of 3" and has an ergonomic handle for removal of tire weights, body panels and body trim. Made of high grade thermos-plastic, the one-piece design is made for durability, the company says. The ring on the scraper keeps the blade at a 45 degree angle when laid down to avoid damage to the painted surfaces. The blades can be resharpened.

Enter #54 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



## OFFERS 4.5-HOUR RUN-TIME ON HIGH

The **Streamlight Bandit Pro** is a lightweight, handsfree worklight that offers USB recharging, and also signals to warn when the battery is low. This headlamp offers a 180 lm output and 4.5-hour run-time on High, and 35 lm output and 21-hour run-time on Low. A large top button allows for switching between the High, Low and Flash modes. This light uses a 950 mAh Lithium Polymer battery. Red and green LED lights indicate battery charging status. Featuring a polycarbonate body and lens, the Bandit Pro weighs 1.6 oz. with the attached headband and measures 2.7" in length. The light is IPX4 rated for weather resistance and is impact resistance tested to two meters. The light includes a snap-in hat clip adapter to attach to the brim of a baseball cap, and is available in safety yellow and black.

Enter #38 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

# ASSOCIATED

## The Professional Technicians Choice



KS401

ESS6008MSK



BATTERY SERVICE EQUIPMENT FOR FLEET, HEAVY DUTY, AUTOMOTIVE AND INDUSTRIAL

12-2415



6002B

12-2416

800-949-1472  
[www.associatedequip.com](http://www.associatedequip.com)



Enter #56 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



**BY SARA SCULLIN**  
**EDITOR**

920-568-8394

Sara@VehicleServicePros.com

# Why 1234yf means ROI

Help customers understand the requirements of next-gen A/C service for a business boost.

**A**s time goes on, a vehicle's A/C system can become less efficient while dispersing ever larger amounts of refrigerant. Meanwhile, the driver will find it difficult to manage his or her cabin temperature. A/C issues are as much about safety as they are comfort. They also represent significant opportunity for shop owners.

According to MACS (Mobile Air Conditioning Society), R-1234yf machines topped shops' wishlists for 2019, along with leak detectors, refrigerant identifiers, scan tools and scopes; and for good reason. "This signals that shop owners are willing to – and do – invest in the tools, equipment and information sources required for efficient and effective service and repair," says Mark Kustra, automotive product marketing manager at CPS Automotive.

A/C tools and equipment are designed to help technicians handle refrigerant properly, which includes safely removing it from or putting it back into a vehicle, and preventing leakage.

Many manufacturers acknowledge that, as vehicles and repairs grow more complex, they must design products accordingly, with equipment that is fairly intuitive while also meeting current industry standards. "Automation" and "efficiency" are key words used to describe new-to-market A/C service, as is the phrase "R-1234yf".

### REFRIGERANT-READY

The biggest item to note regarding A/C work is the move towards R-1234yf refrigerant. Vehicles that use 1234yf are hitting shops now. New recovery machines will help to get the process started.

"By the end of 2018, 84 million vehicles were using 1234yf," says Peter Coll. Coll is vice president of sales and marketing with Neutronics, as well as Chairman of the SAE Interior Climate Control Service Committee (ICCC). Neutronics manufactures refrigerant analyzers and makes portable devices that allow operators to step away from RRR machines to test vehicles. Coll says dealerships primarily have equipment to service vehicles with 1234yf, but body shops are adopting the equipment and adding it to their service menu as well.

"We're finding that the price for serving – just

serving – 1234yf from the dealer is extremely high: some dealers are getting \$500 just to evacuate and recharge the system, not including refrigerant. They're the only game in town," he says.

To be 1234yf-ready, shop owners need to understand some general requirements about working with the newest refrigerant. First up: investing in a machine that can handle it.

Recover/Recycle/Recharge (RRR) machines are central to A/C service, and with a nod to new SAE standards and requirements – as well as the next generation of technicians – these machines are built to be efficient, effective and user-friendly.

Justin Fisette with Bosch Automotive Solutions says today's A/C service equipment must meet stricter regulations and standards, including new procedures for R-1234yf service. The company recently revamped its line of leak detection products in the last few years to feature enhanced efficiency and automatic operation.

"Shops will need to invest in a new machine and manual oil injectors, to start," he says. "It must have an internal refrigerator identifier and will not inject oil into the vehicle's system – it's a manual process. After that, every technician should take a Section 609 refresher course from MACS to fully understand the differences and service needs for a 134a versus a 1234yf system." He adds 1234yf service takes longer than 134a systems (roughly 60–75 minutes for yf service), so technicians should be aware of the additional time when scheduling service and communicate this to customers.

New model yf machines are designed to prevent cross-contamination. This keeps new yf and existing 134a systems working properly. "Failure to use the correct machine can damage the vehicle's A/C system and may potentially damage your A/C machine," says Fisette, adding, "The connectors on the low and high side for the 1234yf service are also different than 134a connectors, helping to prevent the incorrect machine being used on the wrong system."

Technical Service Representative Jim Miller at Ritchie Engineering Co. adds, "When working with R-1234yf, refrigerant purity is critical. When contaminated refrigerant is encountered,

### Upcoming topic:

Look for information on stocking and selling the following category:

ADAS and Collision Tools (March)





Photo courtesy of Ritchie Engineering Co.

*More A/C service and repair tools are moving from analog to digital to help provide technicians with faster and more accurate data, such as this ManTooth Wireless Pressure Temperature Gauge Automotive Kit from Ritchie Engineering Co.*

unique equipment is required for recovery. Due to the cost of R-1234yf, minimizing loss of refrigerant is a high priority."

## NEXT-GEN TOOLS

Dario Peruch, General Manager at TEXA USA points out today's technicians are more aware of and attentive to procedures than ever before, and are seeking out smarter ways to perform services like A/C repair. He says fully automatic machines make this task easier. "Mechanics know it is not possible to simply add refrigerant, but [they recognize] it's necessary to use a dedicated machine to recover and fully recharge the system," Peruch says.

TEXA recently developed a fully automatic RRR machine for the North American market. The TEXA Konfort 750R features a dedicated app for Android and iOS that lets technicians check the status of the service on his or her mobile phone. The app also notifies technicians if there's a problem, or

when the service is done, so technicians can focus on other activities during the recovery and recharge.

Ritchie's Miller confirms more A/C service and repair tools are moving from analog to digital to provide for faster and more accurate data. "Younger technicians especially are more comfortable with digital devices and newer technology; they embrace it," he says.

## LEAK DETECTION UPDATES

Incoming 1234yf refrigerant will change leak detection methods as well as RRR machines. New refrigerant identifiers can detect R-1234yf refrigerant, helping to avoid cross-contamination; and next-gen leak detectors are more sensitive than ever and can help to "sniff out" and pinpoint small leaks.

Brian Green, Tracer Products' VP of Marketing, says modern 1234yf AC systems have new compatibility requirements for fluorescent leak detection. "In recent years, concerns about rising fuel costs have pushed manufacturers to develop more efficient vehicle systems that use less energy and are more environmentally friendly," he says. "As a result, R-1234yf systems now use smaller refrigerant oil charges. In addition, the type of refrigerant oil used has changed as well."

Green says that manufacturing a safe dye for R-1234yf systems is a complex task. Dyes for R-1234yf vehicles must be consistent with the 42cSt viscosity oil standard. Even if a dye meets this standard, it must also be formulated with OEM-grade R-1234yf oil, such as Denso ND12 or other high-grade oils. "These oils are inherently safe because they have a 42-46cSt oil viscosity," Green says. "If a leak detection dye is formulated with one of these oils, it can be used without appreciably changing system oil viscosity or additive balance. A dye formulated with R-1234yf oil would be harmless to a system in any reasonable amount."

He adds this dye is tested and

approved by OEMs and can be safely used within any belt-driven R-1234yf PAG system.

Going forward, new R-1234yf refrigerant may challenge traditional leak detection methods. "What has worked in the past is now becoming obsolete," says Tracer Products' Green. "So it's very important to have the right air conditioning repair tools that are engineered for the new, ultra-efficient vehicle systems. AC tools that are not specialized and up-to-date with current automotive trends are less effective, and could possibly be dangerous to R-1234yf AC systems."

## HAVE THE CONVERSATION

Do you have a customer open to investing in A/C service equipment? Here are some questions to ask:

- Are you certified to perform A/C service?
- How much A/C service do you perform in an average week, or how much do you anticipate doing in an average week if you add this service?
- Do you know that A/C recovery machines are among the tools with the fastest ROI?
- How old is the equipment you're using?
- Do you intend to work on 1234yf? Are you ready now?
- How do you find and fix system leaks?
- Do you service hybrid or electric vehicles?

For many shops, A/C service can mean untapped potential. Help them to research and re-tool their shop in time to greet R-1234yf vehicles. **PD**

For examples of products to stockvisit:

**VehicleServicePros.com**  
**/21040462**

**VEHICLESERVICEPROS**



BY PHIL SASSO

CONTRIBUTING EDITOR

Phil Sasso is president of Sasso Marketing Inc. (sassomarketing.com), a technical marketing agency specializing in tools and equipment. Subscribe to his free marketing tips at [philsasso.com/blog](http://philsasso.com/blog)

# Planning for the long haul

Without a plan, your business journey is just a joyride.

A classic Harvard Business study shows people with written goals and plans achieve more than those without any. Perhaps it's spending time thinking about your goals that reinforces a desire to achieve them. But why it works doesn't matter. It works.

Twenty-one years ago I met a young woman who challenged me to outline a few personal, business and spiritual goals for the year on a note card. That year, I achieved every goal on my card ... including marrying her.

I strive to continue that practice today – with somewhat less ambitious goals.

## PLAN AHEAD OR GET LEFT BEHIND

"Have a plan. Work the plan," says Don Russell, Cornwell Tools director of marketing.

Having a plan is important. Equally important is to write it down. But a notecard in a drawer is meaningless unless you act on it. So, review your written plan regularly to be sure you're on track.

Today I want to focus on something bigger than planning for the year ahead. I want to talk about long term planning. By that I mean an overarching plan for your business, which should include protecting your assets, business planning and providing for retirement.

*A compass only tells which way you're facing, not where you're going.*

You probably know most of the things you *should* do. We all do. But like flossing, we rarely do enough of it. It doesn't matter if you've been a tool dealer several months or several decades. It's never too soon or too late to get things in order.

## PROTECT YOUR ASSETS

You have a long list of assets as a tool dealer -- and an equally long list of liabilities. That means you need to protect your assets and yourself.

I spoke with Chuck Eagleston, an Allstate insurance agent from New Haven, Utah, who focuses on insuring tool dealers (ChuckEaglestonAllstate.com). His agency insures about 800 dealers in 35 states. Eagleston has worked with Allstate to create insurance packages especially designed for tool and equipment dealers.



It's very important to avoid gaps in coverage, Eagleston says. For example, you might assume inventory in your garage is covered against theft or fire damage by your homeowner's policy. But generally, business assets aren't covered by a personal policy.

Your local agent may be a great person, but they really need to know your business to give you maximum protection. For instance, if your agent just insured your Freightliner as a truck and you're in an accident, you could end up uncovered for the custom box and fixtures. So be sure your agent fully gets what you need, or find one that does.

I've put together a seven-point insurance checklist based on Eagleston's advice.

## PLAN YOUR BUSINESS

If you're like most tool dealers, you're probably a sole proprietor. That is perhaps the easiest and cheapest business to set up, but it may not be the best, says Gregory Fydryck, a CPA and tax advisor based in Schiller Park, Illinois.

Incorporating as an LLC or an S-Corp can limit your liability and have tax advantages.

"If something bad happens, they can't pierce the corporate veil if you are a corporation," Fydryck says.

That means no one can legally come after your



home or car if there is an injury or property damage suit during the course of your day-to-day business. Your liability is limited to your business insurance and/or corporate assets. So, worst case, you might lose your business, but not your home or personal assets.

A corporation isn't perfect. There are several areas where the law or government can pierce the corporate veil. For example in some states, like Illinois, you are required to have workers' compensation insurance if you have any employees, or the state can come after you personally. There are several other areas where they can pierce the veil. But in most cases, incorporating gives you strong protection.

Talk to your tax advisor about the tax advantages of an LLC or an S-Corp to see which one may be best for your situation and your locality. Everyone's situation differs, so seek professional advice before making any decisions.

## PROVIDE FOR YOUR RETIREMENT

When it's time to retire, CPAs suggest most business owners have an exit strategy. But the tool business is not like most businesses. If you're with a flag, check on their process. If you're independent, you have a bit more flexibility.

In either case, *you* are the business. Your customers buy tools from *you*. So really, you are the most important business asset. In the end, you're just selling a used truck, some old inventory and some receivables – usually at a discount. You may make a little cash on that, but not enough for a

comfortable retirement.

Being self-employed, you won't get a pension and you don't have a 401K. So, part of your long-term plan should be building a nest egg. If you haven't been saving for the future, start now. It doesn't matter whether it's \$1 a week or \$1,000 a month. Get into the habit of putting money aside for your future. Increase the amount you save as you can.

Traditional wisdom says for every \$1,000 you put in a stock mutual fund or ETF, you'll have \$8,000 in thirty years – all without adding another penny. But there are no guarantees in today's economy.

I say get an investing book from the library or bookstore and read up. You're not looking for stock picks, you're looking for sound financial principles like dollar cost averaging and tax advantaged accounts. Whether you invest on your own or use an advisor, it's good to know the basics.

The simplest method is to have a set amount automatically put into a retirement account monthly. If you don't see the money, you won't miss it. I like Roth and Traditional IRAs. There are other tax-advantaged accounts for business owners like SEP and Simple IRAs. Ask your accountant or tax advisor what's best for you.

## FAILING TO PLAN IS PLANNING TO FAIL

We're all busy. It's easy to let things fall through the cracks. But having an overall plan and fail safes in place can give you great peace of mind.

Finally, don't try to *find* the time to do these things. Very few of us have time in our busy lives. You need to *make* the time to do these things. Schedule an appointment with yourself and, if appropriate, your spouse, to make these things happen.

Doing the hard work of planning up front can prevent huge headaches in the future. **PD**

## This is my last column in Professional Distributor.

Those words were harder to write than I expected.

You'll probably find it hard to say good-bye when you move on, too. It's bittersweet. You'll miss all the people you've worked with, from the technicians and shop owners to the fellow dealers and team at your flag and/or warehouse distributor. Mobile distribution is a relationship business.

Like seasoned parents often say to new parents, I say to you: "Time flies. Cherish every moment. Make memories. It goes by all too fast."

In my 12+ years writing this column, I've met many wonderful people. Thanks to everyone, from the awesome team at *Professional Distributor*, to the industry experts who taught me about everything from tool technology to time payments. I also appreciate the tool dealers and district managers who've shared invaluable information and insights.

I need to recognize my wife, Beth, and son, PJ, who have often had to share me with this column. And my assistant, Pat, for checking my writing for stupid errors. But most of all, I'm grateful for you, my reader. You inspired me to invest untold hours dissecting, studying and teaching about nearly every aspect of this sometimes crazy business. As we say in Italian: grazie a tutti (thank you all).

I'm not leaving the business. Sasso Marketing will still be providing marketing consulting and creative services to tool and equipment makers, flags and wholesale distributors. I just won't be tied to penning a regular column.

When you move on from mobile distribution, I hope you feel way I do today: It's been a wild ride. I'm a bit sad it's over, but I'm far more glad for the adventure!



Phil Sasso's eBook *Driven Selling: 31 Tips to Turbocharge Your Sales & Marketing* is available for free download at [www.sassomarketing.com](http://www.sassomarketing.com). It will be available through March 31.

Take stock of your planning options by viewing this seven-point insurance checklist, tailored for the tool selling business. Visit:

**[vehicleservicepros.com/](http://vehicleservicepros.com/)  
21040713**

**VEHICLESERVICEPROS**

# OTC

## 3-pc Long Handled Pry Bar Set

This set is designed for use on suspension repairs, including ball joints, tie rod ends and pitman arms.

### APPLICATION

The 3-pc Long Handled Pry Bar set is designed for use on suspension repairs, including ball joints, tie rod ends and pitman arms.

### ORIGIN

OTC developed this set to provide technicians with additional leverage to separate or remove components. The longer length helps technicians apply more force and control when working on suspensions and other systems, the company says.

### SELLING POINTS

- Made in the U.S.A. with a lifetime warranty.
- The long pry bars are eye-catching, easy-to-sell items that don't take up a large footprint on the truck.
- Can be sold individually or as a set, allowing more price flexibility.

### MANUFACTURING SPECS

These pry bars are drop-forged in the U.S.A. in Owatonna, Minnesota, out of tempered steel for improved strength, durability and resilience.

### STORAGE AND DISPLAY

These pry bars ship in a single cardboard box with three pry bars per box. OTC recommends placement on a shelf that displays the length of these tools, or securing them to a ceiling rack that displays the handle and length.

Available in  
2', 3' and 4'  
lengths.

The **OTC Long-Handled 3-pc Pry Bar Set**, No. 8203L, includes pry bars in multiple lengths to provide technicians with the best fit for everyday to heavy duty jobs. The pry bars feature an ergonomic handle that gives technicians improved control without the risk of slipping. The pry bars are specially tempered to allow for safe, dependable leverage, and the striking cap helps technicians hit the bar without damage. The 3-pc set includes a 24" pry bar, a 36" pry bar and a 48" pry bar.

### FEATURES AND BENEFITS

- Extended length pry bars provide more leverage and prying strength for separating or moving components.
- Designed to help technicians separate components faster, especially in rust-prone areas.
- **The wedge/chisel head with square bar is designed to rest more securely on components to help reduce the risk of roll or slippage.**

**\$ SUGGESTED RETAIL PRICE**  
\$199.95

**i FOR MORE INFORMATION**  
800-533-6127  
Enter #57 at "e-Inquiry" on  
**VehicleServicePros.com**



## Capture Photos and Videos of Hard to Reach Areas!



### ULL-DM-1

#### 720p Rechargeable Digital Inspection Mirror

- Wireless enabled 720P camera w/ LED illumination for pictures and videos
- Connect to your phone or tablet through Ullman DM App - Android / IOS
- Dual point 360° rotational knuckle to see behind, under and around objects
- Telescoping antenna with cushioned grip extends from 15.5"-51.25"
- Check for hidden damage or potential repair issues
- Increase trust and credibility while saving time and money by showing inspection images and videos to your customers



Long-lasting,  
rechargeable battery



Wireless connectivity



Extends from 15.5"-51.25"



Enter 58 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

**Call Today to Order**  
**1-800-541-5827**

# ZENDEX GoJak SUV G7016

This product allows users to move locked, blocked or disabled vehicles without having to operate or open the vehicle.

### APPLICATION

The GoJak SUV allows users to move locked, blocked or disabled vehicles without having to operate or open the vehicle. This product is ideal for moving vehicles into the shop, out of a paint booth, onto a flatbed or positioning in a parking garage or showroom.

### ORIGIN

Zendex Tool Corp. founder and president Al Cocco invented the GoJak Self-Loading Wheel Dolly out of necessity while working in his own shop, to allow him to quickly and efficiently move disabled cars into his shop paint booths.

### STORAGE AND DISPLAY

The product comes shipped one unit per box. Zendex recommends using their rolling storage cart accessory (No. 456R), which will store a set of four GoJaks neatly and easily.

### MANUFACTURING SPECS

GoJaks are made in Danbury, Connecticut, at the Zendex Tool Corp. manufacturing facility. The structural components and pedal are fabricated in house from American Hot Rolled A36 structural steel, and parts are domestically sourced whenever possible. The GoJak SUV supports vehicles up to 7,000 lbs, with tire widths up to 16". The product weighs approximately 50 lbs.

To watch a video demonstration of this product, visit:  
**VehicleServicePros.com/21023277**

**VEHICLESERVICEPROS**



### SELLING POINTS

- High quality, self-loading wheel dolly.
- Capable of moving up to a 7,000-lb vehicle, including vehicles such as a Chevy Silverado 3500HD, Ford F-250 Super Duty and full-size cargo vans.
- Comes with a seven-year limited warranty that covers factory defects in quality and workmanship.
- This product is made in the U.S.A by a family-owned and operated business.

### FEATURES AND BENEFITS

- **The ratcheting mechanism lifts the vehicle tires onto the rollers in three to four pumps, the company says.**
- Self-loading wheel dolly eliminates the need to jack a vehicle up with a floor jack to get an old-fashioned dolly underneath the tires.
- With a set of four GoJaks, one person can lift and position a vehicle in any direction.
- This unit allows users to move vehicles faster and with less people.

**\$ SUGGESTED RETAIL PRICE**  
\$379 per unit

**i FOR MORE INFORMATION**  
zendextool.com/contact-us  
**Enter #59 at "e-inquiry" on**  
**VehicleServicePros.com**



# K TOOL INTERNATIONAL

## 3W 120 lm Head Lamps

The K Tool International 3W 120 lm Head Lamps are an ideal light for tasks that require two hands.



**Adjustable ratcheting headlamp can be adjusted 180 degrees up or down to direct the light beam.**

**\$ SUGGESTED RETAIL PRICE**  
\$7.57 (KT173398A or KT173398B)

**i FOR MORE INFORMATION**  
ISN sales representative  
800-966-8478  
**Enter #60 at "e-inquiry" on VehicleServicePros.com**

### FEATURES AND BENEFITS

- Powerful 3-watt COB LEDs.
- 120 lm handsfree LED lamp.
- Operates on 3 AAA batteries (included).
- Sleek and lightweight design helps reduce muscle fatigue for users.
- Battery pack is situated in the same space as the light itself, allowing technicians to lay on their back comfortably while accessing the underside of a vehicle.
- **Adjustable head strap can be worn with or without a helmet.**

### MANUFACTURING SPECS

These LED head lamps are made of Acrylonitrile Butadiene Styrene (ABS) Plastic in China and offer 120 lm light output. They weigh 0.25 lbs, and are 7.15" long, 5.15" wide and 3.25" high.

The **K Tool International 3W 120 lm Head Lamps**, Nos. KT173398A (red) and KT173398B (blue), are designed to provide bright, handsfree lighting for a variety of applications. This light offers four operating modes, an adjustable ratcheting head lamp with 180 degrees up or down to direct light beam and adjustable head strap. The battery pack is in the same space as the light itself, allowing technicians to lay comfortably on their back when accessing the underside of a car.

### APPLICATION

The K Tool International 3W 120 lm Head Lamps are designed for applications such as replacing a transmission, welding or illuminating an engine. The super bright lights are ideal for any task that requires two hands.

### ORIGIN

K Tool International developed these head lamps to address the needs of technicians. These lights are handsfree, so technicians can use both hands to work on the vehicle. The lights are designed to improve comfort and functionality for the user.

### STORAGE AND DISPLAY

These units are available individually, but K Tool International suggests stocking the company's preloaded display "FastTrack" (No. KTIHLD), which contains six of the headlamps in red and six in blue, with hooks on the rear of the display for easy hanging. The FastTrack display package is also covered by a one-year warranty.

### SELLING POINTS

- Allows technicians to channel additional light to areas that are beyond reach, such as under the hood of a car.
- Offers multiple brightness levels and modes, making this a good multi-functional tool.
- Flashing/strobe setting is ideal in emergency situations or for signaling others around the user.
- Easily replaceable, with a one-year warranty.

# ANGLO AMERICAN TOOLS

## Nes Thread Repair Tools

The rethreading system repairs threads without the need for thread dies.

### APPLICATION

The rethreading system will quickly and easily repair almost any bolt, stud or threaded rod that has damaged, rusted over or just plain gunked up threads, according to the company.

### ORIGIN

With hundreds of bolt size and thread count combinations, it can be nearly impossible for a technician to have every size of thread cutting die. Nes engineers focused on developing tools that would repair all bolt or stud diameters and thread configurations.

### FEATURES AND BENEFITS

- Eliminates the need for techs to find the right size die or thread file in their toolbox.
- The Nes3 automatically chases good thread sections to repair the damaged parts.
- A quick and easy method that can save technicians time and money.
- Allows users to buy one tool for multiple diameters.
- A Keyway Skip Accessory is also available.

### MANUFACTURING SPECS

The tool is produced 100 percent in Israel from high grade European high alloy steel. Each tool has a lifetime warranty on the tool body, and the blades are easily replaceable if ever necessary. Weighs 4.5 lbs.



### SELLING POINTS

- Solves a problem that technicians face regularly.
- Works on both SAE and metric size bolts.
- Self-adjusting to any pitch and size within range (M35 - M152, 1.3/8" - 6").
- Works on right- or left-handed threads.
- Rethreading tools are easy to demonstrate and easy for users to understand.
- No calibration required.
- Hardened cutting blades (HSS).
- Removes rust and burrs.

### STORAGE AND DISPLAY

The Nes3 External Thread Repair Tool comes packed in a self-carry cardboard box with colorful graphics on the outside.

**\$ SUGGESTED RETAIL PRICE**  
\$359.70

**i FOR MORE INFORMATION**  
Stephen Tuck  
856-784-8600  
stephen@angloamericantools.com  
angloamericantools.com  
**Enter #61 at "e-inquiry" on**  
**VehicleServicePros.com**



To watch a video demonstration of this product, visit:  
**VehicleServicePros.com/21026525**

**VEHICLESERVICEPROS**<sub>com</sub>



# ULLMAN DEVICES

## Digital Inspection Mirror

The Digital Inspection Mirror allows technicians to reach hard to see, dark places and record images and videos to their smartphone or tablet.

### APPLICATION

The Digital Inspection Mirror allows technicians to reach hard-to-see, dark places and record images and videos to their smartphone or tablet.

### ORIGIN

Ullman developed this product in response to a need for an inspection mirror that doesn't rely on line of sight to see repair areas. The Digital Inspection Mirror allows technicians to maneuver the camera around obstacles, light the area and see much larger, clearer images on their smartphone.

### SELLING POINTS

- Simple, logical and easy to understand, according to the company.
- Small size that won't take up much room on the truck, but can offer good revenue and profit, the company says.
- **Rechargeable via micro USB port.**
- Apps available for Apple and Android devices.

### STORAGE AND DISPLAY

The Digital Mirror is shipped in master cartons of six. The company suggests keeping the product in the original, individual cartons with accessories and instructions. To demonstrate the product, Ullman recommends downloading the app onto a smartphone and using the inspection mirror to look into an engine compartment, a drawer, under a seat or desk or anywhere that shows how the light and live video feed works.

### MANUFACTURING SPECS

The mirror connects to the user's smartphone through an app. This product has a 720p camera with LED illumination. The device streams its own closed Wi-Fi signal for operation anywhere.

The **Ullman Devices Digital Inspection Mirror** is a smartphone-enabled 720p camera with LED illumination. Users can connect this product to their phone through an app. This product is rechargeable via micro USB port with a 30-minute run-time. Users can increase trust and credibility by showing inspection images and videos to customers, the company says.



**Telescoping handle extends the camera into hard to see, dark places.**

### FEATURES AND BENEFITS

- Can save technicians time and money by allowing them to diagnose problems faster and more accurately.
- Allows technicians to show the customer photos and videos, helping to improve trustworthiness and professionalism and encouraging more repeat business.
- Pictures and video can be saved to the smartphone or tablet for playback later.

**\$ SUGGESTED RETAIL PRICE**  
\$132.00

**i FOR MORE INFORMATION**  
sales@ullman-devices.com  
Enter #62 at "e-inquiry" on  
VehicleServicePros.com

Find out what  
shop owners are  
reading about in this  
month's pages of  
**P**TEN



**BY SCOTT "GONZO" WEAVER**  
**CONTRIBUTING EDITOR**

After owning an automotive electrical repair shop in Tulsa, Oklahoma, for more than three decades, ASE Master Tech Scott "Gonzo" Weaver now writes and teaches about the latest automotive technology. As a storyteller, Weaver has hundreds of published humorous and anecdotal stories that can be found on his website, [gonzostoolbox.com](http://gonzostoolbox.com). He is the author of the book, "Hey Look! I Found the Loose Nut." Email Gonzo at [gonzosae@aol.com](mailto:gonzosae@aol.com).

# ADAS - Is it the right investment for your shop?

Shops could fill a niche in their repair community.

**A**s a shop owner, I always had to weigh out the advantages and pitfalls of a new technology and how it was going to impact my business's bottom line. In the world of automotive repair there's always some new tool that's going to make my job quicker and easier than before. You have to ask yourself, "Will my initial investment become next year's write-off? Will that piece of equipment sit in the corner of the shop gathering dust? Or, will I get a positive return on all the time and effort I've put into it?"

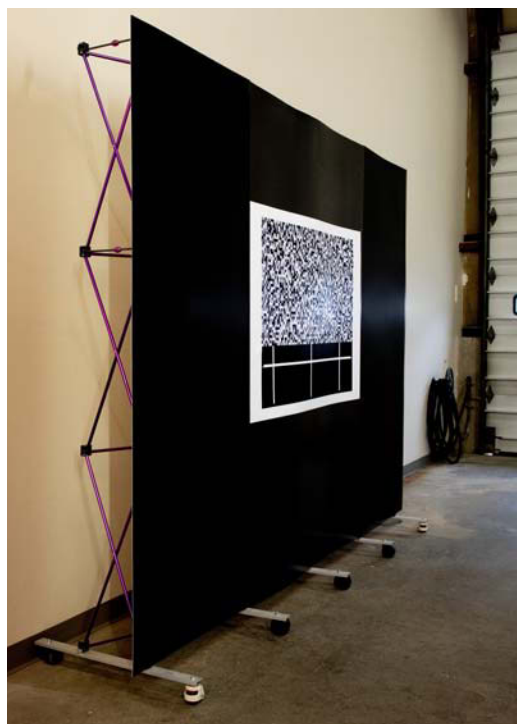
If a shop owner is considering an addition to the shop's ever growing skillset, try ADAS calibration. ADAS (advanced driver assistance system) is one area that I believe will pay off for the right shop. Some newer ADAS-equipped vehicles are capable of "in car" (dynamic) diagnostics and self-calibration, while the majority of systems will require an in-house (static) camera alignment and diagnostics by a repair shop. That's where you, the shop owner, come into the picture.

Technicians may find several reasons to perform a recalibration. Some of these reasons may seem a little peculiar to a customer at first. However, once they understand the importance of recalibrating the system they'll be happy to have it done.

## WHEN TO CALIBRATE

There are many reasons a car would need to have the ADAS recalibrated. Some will be obvious, such as a broken windshield. But, even repairs a technician normally wouldn't think would have anything to do with the ability of the car to see through its camera can actually require a recalibration. These include wheel alignments, tire size change or changed suspension angles. Even tire pressure and trunk cargo can change the camera's viewpoint.

As newer technologies are added to vehicles and existing technologies are improved, ADAS will continually gain more ground in the industry as a required feature in every vehicle. For a list of ADAS beyond adaptive cruise control, blind spot monitoring and forward collision avoidance, refer to the "What does ADAS entail?" sidebar on page 40.



*An ADAS target for Subaru, made by OEMTools.com, a division of CAS. Each tool manufacturer will have a minimum and maximum service area size. Shops can check this by placing a vehicle at a prescribed distance from the sensor plates, as laid out by the manufacturer's scanner specifications.*

So, where to begin? What do you, as a shop owner/manager, need to know before getting into ADAS calibration as part of your business portfolio?

## CONSIDER YOUR SPACE

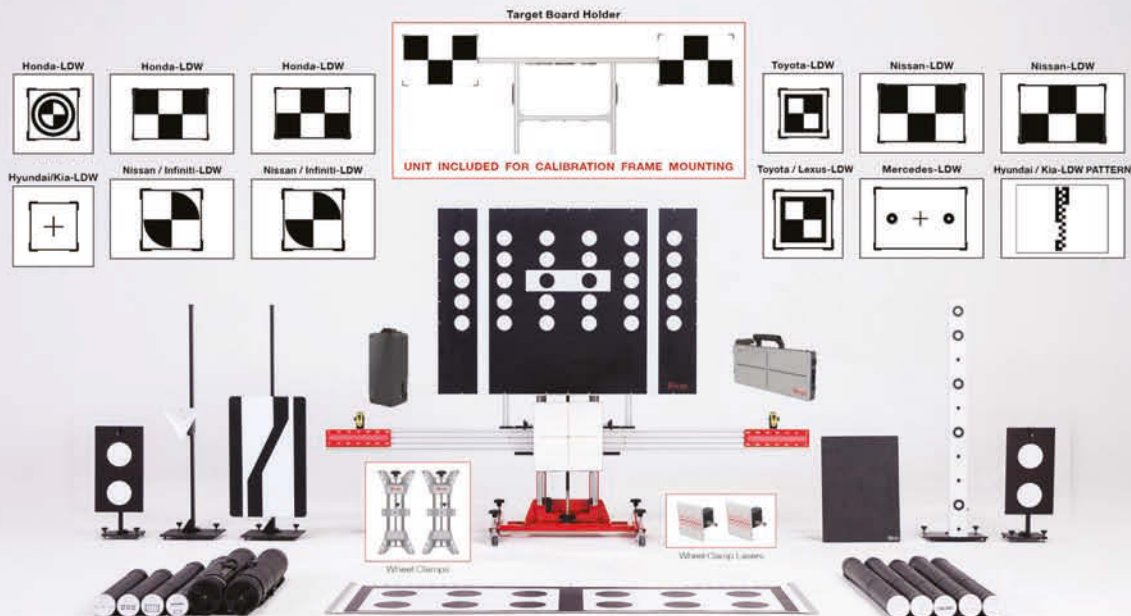
The area of the shop needs to be perfectly flat with a floor surface that is as smooth as possible. It should be free of loose flying debris such as body filler dust or brake dust. Put some thought into a safety barrier so no one walks into the testing area once a calibration has started. Be sure the lighting in the test area is adequate and not so harsh or glaring as to affect the laser light from the testing apparatus.

Each tool manufacturer will have a minimum and maximum service area size. Shops can check this by placing a vehicle at a prescribed distance from the sensor plates, as laid out by the manufacturer's



# ADAS CALIBRATION

COMPLETE PACKAGE - Part #ADASCOMPLETE



**CALIBRATION FRAME STANDARD PACKAGE**  
CALIBRATION FRAME, ACC REFLECTOR, WHEEL CLAMPS & LASERS



**LDW CALIBRATION KIT**  
LDW LANE DEPARTURE WARNING TARGETS

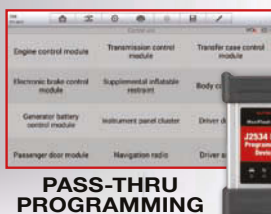


**AVM - RCW - BSD - NV CALIBRATION KITS**  
ACCESSORY TOOLS, RADAR & NIGHT VISION



**COLLISION REPAIR READY SOFTWARE PACKAGE**

Faster ANDROID 4.4.2 OS / Larger 64G Memory / Powerful Hexa-Core Processor



## MAXISYS DIAGNOSTICS INCLUDED

**BI-DIRECTIONAL**  
**CODING & ADAPTATIONS**

# PLUS

**MAINTENANCE**  
**SERVICE & RESETS**



Enter 63 at "e-inquiry" on VehicleServicePros.com

scanner specifications. Center the tester and follow the procedures to align the axles to a 90-degree angle to the scanning device. A good reference would be to think of it as about the space needed for a front end alignment machine.

To use the company Autel's complete (meaning all around the vehicle) system, for example, shop owners will need to dedicate a 16' by 30' bay area.

"It can be done on an alignment rack as long as the rack is one without posts extending above the ramps," says Michael Flink, Autel's North America commercial sales manager and trainer. "In addition to the kit they will need an Autel scanner. They can purchase our

MSADAS unit, and if they already own an Autel MS908 or higher platform, they can purchase an ADAS application upgrade as a one-time add-on to their tool."

The company OEMTools.com, a division of CAS also offers tools for calibration.

According to CAS President John Jenkins, customers can purchase their Opti-Aim System at one of three levels: a base kit, pro kit or master kit. Here too, floor space should be considered.

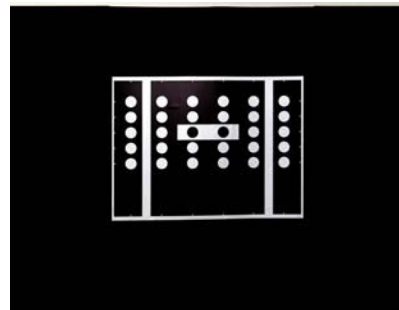
"Typically the Honda series is the worst and can ask for up to 30 feet in front of the vehicle," Jenkins says. "Most vehicles need much less space. In the case of Mercedes, the target is set almost directly over the hood ornament."

## What does ADAS entail?

ADAS can include a considerable amount of a vehicle's features and components. Consider this list:

- Adaptive cruise control
- Auto high beam
- Adaptive light control (auto curve-following headlamps)
- Navigation
- Night vision
- Blind spot monitor
- Collision avoidance
- Crosswind stabilization
- Driver drowsiness detection
- Emergency driver assistance
- Forward collision warning
- Intersection assistance
- Hill descent and hold control
- Lane departure warning
- Lane change assistance
- Pedestrian protection
- Traffic sign recognition
- Turning assistant
- Wrong-way driving warning alerts

These are just some of the systems that require the camera to be properly aligned and calibrated.



*A CAS of New England Audi target. It may take technicians a few hours to learn ADAS setup.*

## MAKE TRAINING A PRIORITY

Training may actually turn out to be the easy part. If a shop has done any type of front end alignment using the black and white dots mounted onto the wheels, they're more than halfway there in understanding the setup on an ADAS. Every manufacturer offers some form of training as well.

Jenkins says the time it takes to learn CAS equipment is short; a few hours at most.

"The learning that is required is more focused on the procedure rather than the equipment," he says.

Likewise, Flink says Autel's system offers technicians step by step instructions.

"If [technicians] are familiar with scan tools, they could be ready in just a couple of hours or less," he says. "Usually after three to five calibrations they will be very comfortable with the process."

Generally, the whole process of calibrating a vehicle can be done in an hour or so. However, some system requirements may lengthen the process to as much as four hours. So, shops should be sure to prepare their staff and allot the amount of time necessary.

## RESEARCH YOUR NEIGHBORHOOD

This is probably the one thing that can be a deal breaker. Shop location is important and has to be considered when venturing into the world of ADAS calibration. Most of this work isn't going to be for "regular" customers, but more

## FIND OUT WHAT'S INCLUDED WITH THE COST

Equipment cost can vary depending on things like what scan tools are currently used, shop setup and added features. The investment might be as little as \$3,000, or up to \$20,000 on the high end. But, more importantly, it's what shops are getting for their investment. Technical support is an important consideration to think about. Some manufacturers offer remote viewing to help the customer run through any problems, as well as remote calibration where the technician simply sets it all up and the manufacturer does the rest.

In addition to camera calibration, the Autel ADAS Calibration tool package offers technicians radar and night vision tools. Autel's Flink says durable radar-based systems are ideal for more commonly impacted vehicle areas like bumpers.

Shops may find that having the most cost-effective system may or may not be the perfect fit because of the retooling, or technical support side of it. Having that extra help from knowledgeable staff may save time and money in the long run, and can make an even bigger difference in the shop's ROI.



than likely a body shop, or a string of body shops and several glass shops. Of course, there are always city, municipal, fleet and state vehicles that will need such services, too.

This might be a good time for a shop owner to stretch their legs a bit and take a little stroll around the block. They should introduce themselves and their equipment to some of the body shops and windshield installation companies close by. Find out if they're doing this type of work in-house, or if they are looking for a place that does it. Pricing each job is a matter of area and availability. Too high, and the shop has cut itself out; too low and the flood gates may open up. So, pricing is important.

## WHERE'S THE EQUIPMENT?

Outside of purchasing directly from the

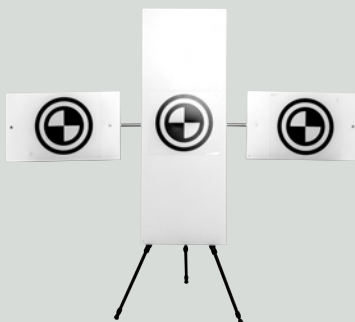
manufacturer's equipment supplier, there are several sources for calibration scanners and the equipment to handle recalibrating the ADAS and ACC (adaptive cruise control) systems, including those mentioned within this article.

ADAS are here to stay, and systems are becoming more advanced with each new model release. They utilize radar, infrared, LIDAR, computer imaging and analysis, as well as sensors for motion, heat and sound, and soon vehicle-to-vehicle communication with stored data about every conceivable road condition, down to the millimeter and with real-time accuracy.

This is a new era of diagnostics and technology to a degree that nobody from just a few generations ago could have ever imagined. We're no longer waiting for all this "advanced technology" to show up; it's already here. **PD**

## PRODUCTS TO STOCK

**CAS**  
G-Scan 2 DiagnosticTool  
Enter 85 at "e-inquiry" on  
VehicleServicePros.com



**CAS**  
ADAS Calibration  
Targeting System  
Enter 64 at "e-inquiry" on  
VehicleServicePros.com

**Autel**  
MaxiSYS ADAS  
Calibration Tablet,  
No. MSADAS  
Enter 65 at "e-inquiry" on  
VehicleServicePros.com



**ADAS CALIBRATION INCLUDED**  
**PRE-SCAN & POST-SCAN**

**AUTEL**  
AUTOMOTIVE INTELLIGENCE

**MAXISYS MS906TS**  
**PRE-SCAN & POST-SCAN**

**COLLISION**  
**REPAIR READY**

**SCAN MORE VEHICLES & GET MORE  
PROFIT OUT OF EVERY ESTIMATE**



**SCAN & PRINT**



**REPAIR & PRINT**

## Fast & Easy Reports

- Step 1: AutoSCAN the Vehicle
- Step 2: Print Pre-SCAN Report
- Step 3: Repair Vehicle
- Step 4: AutoSCAN Repaired Vehicle
- Step 5: Print Post-SCAN Report

### CALIBRATION MODULE IDENTIFICATION

**ADAS** Icon shows during AutoSCAN to pinpoint modules requiring ADAS calibration procedures.

TEST ALL MODULES IN ALL VEHICLE SYSTEMS

**TECH SUPPORT**  
INDUSTRY LEADER

**LIVE CHAT**  
TECH SUPPORT

Phone: (855) 288-3587 • USSUPPORT@AUTEL.COM  
AUTEL.COM • MAXITPMS.COM • MAXISYSADAS.COM

© 2019 Autel Intelligent Technology Corp., Ltd.  
All Rights Reserved

Enter 66 at "e-inquiry" on  
VehicleServicePros.com

# DRIVING SALES

Maintenance Equipment & Tools

## Shop Equipment

While individual technician purchases likely make up the bulk of your sales, don't forget about products for the entire shop. There are a number of wheel dollies, jacks, stands and creepers you can offer customers.



## TWO-POSITION GROUND CLEARANCE

The **Creepex Fastback** allows technicians to maneuver over floor grates, air hoses, and unpaved driveways. This patent-pending creeper offers handling control for an ideal working position without the user having to pull themselves up by grabbing the vehicle being worked on. Two 7" wheels in a "positive camber" configuration provide the capability to spin on a dime, and wheel repositioning can be done at "waist level." The wheels have a dual tread profile for both smooth surfaces or rugged surfaces. The Fastback has a two-position ground clearance. Thanks to the extremely low center of gravity, a rollover is physically impossible, the company says. The FastBack features a heavy duty blow molding HDPE shell, and an ergonomic shape including a polyurethane headrest.

Enter #68 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

## TRANSPORT HEAVY DUTY TIRES

The **JohnDow Tire Taxi HD**, No. JDI-TT1-HD, is designed to allow technicians to transport larger wheels and tires in an efficient and safe manner. The HD Tire Taxi has a diameter of 33" and is designed with 4" industrial casters to maneuver over rough, uneven surfaces. One of the casters can be locked for safe storage. The HD Tire Taxi holds four heavy duty wheels and tires with a load capacity of 552 lbs.

Enter #69 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



## INDUSTRIAL GRADE CASTERS

The **RPG 2-Ton Service Jack** offers a low-profile design with deep reach and a minimum height for low clearance vehicles. The jack offers a 24" maximum height for increased work space, and also features a universal joint mechanism and safety bypass system for cylinder protection. Industrial grade casters are included for easier transportation, as well as a sturdy, one-piece handle. To prevent damage to the vehicle, a foam handle is also included. The handle length is 50-1/2", overall length is 35-7/8", overall width is 14-5/8", saddle diameter is 4" and shipping weight is 106.7 lbs.

Enter #71 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



**SP-7780**

**3/8" Heavy-Duty Sealed Flat Head Ratchet-Short Version-**

**New**



**PATENTED** Sealed Flat Head For Long Life **SEALED FLAT HEAD MECHANISM**

**SP-7260RP/7265RP**

**1/4" & 3/8" Sq. Dr. The Perfect Impact Ratchet**

**New**



Sealed Flat Head For Long Life



**mini**

**600RPM/45ft.-lbs.**



**PATENTED IMPACT MECHANISM & SEALED FLAT HEAD MECHANISM**



Toll Free 855-438-5313  
E-Mail: [sales@spairusa.com](mailto:sales@spairusa.com)  
URL <http://www.spairusa.com/>



**MADE IN JAPAN**

Enter #79 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)





## STACKS UP TO EIGHT TIRES

The **OEMTOOLS Tire Transport Dolly with Extensions**, No. 24865, is designed for efficient, one-person transport of car, light truck and SUV tires and wheels. The dolly is outfitted with two swivel casters that allow users to maneuver tires and wheel assemblies throughout the garage. To use, lock the two casters when servicing a vehicle so the dolly stays in place while stacking up to eight tires or five wheel assemblies. Four sturdy height extensions raise the working height to allow a more ergonomic posture while working with heavy tires.

Enter #72 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



## TRANSPORTS UP TO FOUR TIRES

The **AME Easy Stacker 800** is designed to fix onto an existing forklift and was developed for safe and efficient tire handling. This tool is ideal for tire dealers, retreaders and workshops with limited space, the company says. The Easy Stacker 800 stacks and transports up to four tires with or without rims. This product has a lifting capacity of over 350 lbs and will accommodate tire sizes from 16" to 31" in diameter. The compact design enables precision maneuverability while helping reduce manual and hazardous workplace operations.

Enter #73 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)

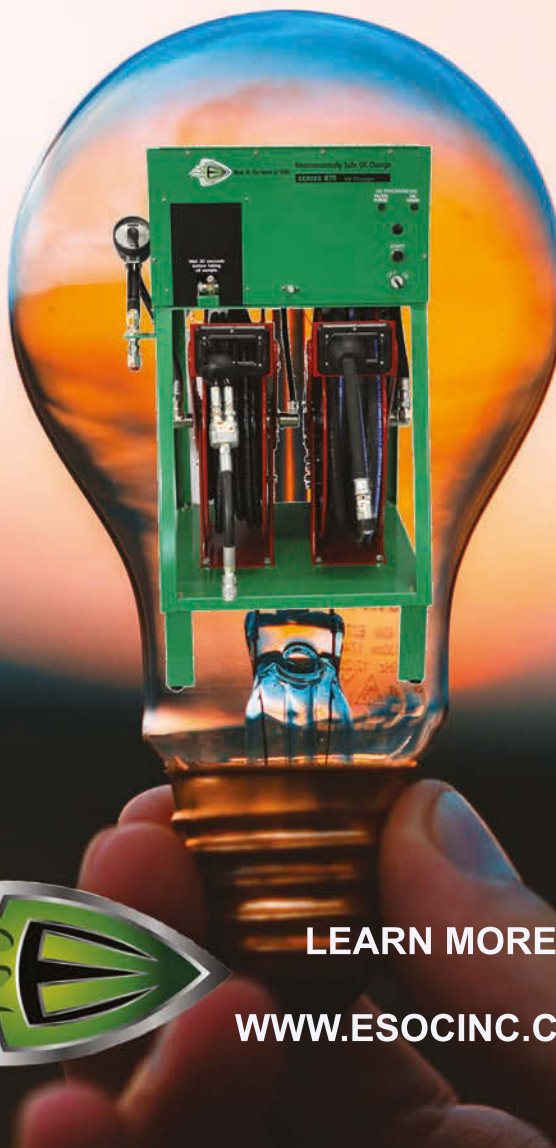


## FOLDS FOR EASY STORAGE

The **Matco Tools 60" Heavy Duty Work Platform**, No. ALUMWPA60, offers extended room for easy maneuverability while working. The legs are secured with a positive lock mechanism, a stabilizer bar widens a footprint for added stability and heavy grip tape covers the platform for improved safety. The unit folds for easy storage.

Enter #74 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

## IT'S TIME TO CHANGE YOUR OIL CHANGE



LEARN MORE

[WWW.ESOCINC.COM](http://WWW.ESOCINC.COM)

Enter #75 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



**Your One Stop Shop for  
Industrial-Grade  
Lubrication & Fluid  
Management Products.**



**Lumax.com**



**844.660.6876**



**Info@Lumax.com**

Enter #76 at "e-inquiry" on VehicleServicePros.com

## DRIVING SALES

*Shop Equipment*



### AIR SHOCK HEIGHT ADJUSTABLE

The **GEARWRENCH Work Seat** (No. 86994) and **Shop Stool** (No. 86992) allow users to work comfortably at a level that offers maximum access and leverage, whether working at low heights or doing bench work. Both the rolling work seat and high stool are air shock height adjustable, and designed to stand up to harsh auto shop or industrial environments.

Enter #77 at "e-inquiry" on VehicleServicePros.com

### ADJUSTS TO DIFFERENT WORKING HEIGHTS

The **Monster HD Adjustable Work Table with Drawer**, No. MST8019, stands from 34" to 47-3/4" tall to accommodate different vehicle heights. The 1" deep drawer features a non-slip rubber bottom to keep tools in place, and each corner features rubber bumpers to protect surrounding areas. This top tray also features four separate tray areas for improved organization, four large swivel casters and inset grooves to hold air tools or pry bars.

Enter #78 at "e-inquiry" on VehicleServicePros.com



### KEEP DRINKS, CANS AND MORE WITHIN REACH

The **Master Magnetics Magnetic Cup Caddy Plus** is an efficient way to keep drinks, cans, spray paint, lubricant, small tools and more within reach. Powerful magnets attract to any ferrous surface including toolboxes, cabinets and even stationary vehicles. The Cup Caddy Plus features a 4" by 5" metal plate that can be mounted to non-ferrous surfaces with the included screws or adhesive. The Cup Caddy Plus is available in a red or black design.

Enter #70 at "e-inquiry" on VehicleServicePros.com

### LIFTS LOW-SITTING VEHICLES

The **K Tool International Hydraulic Service Jack**, No. KT163129, lifts cars and light duty trucks with eight pump strokes. It has 3 1/4-ton lift capacity and features a smooth release. The low profile allows the jack to elevate low-sitting vehicles while its padded jack plate protects the contact area from damage. This jack is powered by hydraulic jack oil and is portable. It uses four wheels (two 360-degree swivel casters) to move across a garage floor. Its extra-long detachable handle is designed to make pumping, positioning and storage simple. Designed for rugged commercial uses, this jack features heavy duty all-steel construction.

Enter #80 at "e-inquiry" on VehicleServicePros.com





### ULTRA-LOW HEIGHT OF 2.75"

The **Sunex Tools 3-Ton Low Rider Service Jack**, No. 6603LP, offers an ultra-low height of 2.75" designed for sports cars, exotic cars and vehicles with flat tires.

This jack features an upgraded uni-weld constructed power unit that includes high performance seals and oil for a long life. The 3-Ton Low Rider Service Jack complies with the ASME PASE-2014 safety standard.

Enter #67 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



### ADJUST FROM EITHER END

The **Whiteside Either End Adjustable Creeper**, No. MTL2UP, is a U.S.-made creeper designed to adjust from either end providing support to the back and bottom in various positions to make working more comfortable and efficient. This robust creeper is 44" long, is supported by a 3/4" steel frame and has six 2.5" casters that support a 570-lb weight capacity. The creeper is fully padded with heavy duty vinyl and has a raised head support.

Enter #81 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



## CLASSIFIED ADVERTISING



**Use All  
the Tools  
of the  
Trade!**

Professional  
Distributor offers a wide  
variety of  
classified opportunities  
just waiting for you!

Contact Kaylee Kidd  
for more information:

Toll Free:

1-800-547-7377, ext. 1362

E-Mail: [kkidd@southcomm.com](mailto:kkidd@southcomm.com)

## 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](http://www.lislecorp.com/about/program)

**DISTRIBUTORS WANTED**



## NOT YOUR GRANDPA'S BOTTLE JACK



**14X MORE  
SUPPORT AREA**

**MECHANICAL  
SAFETY LOCKS**

**LIFTS IN  
10-20 SEC**

**TJ12S**

[www.stanjacks.com](http://www.stanjacks.com)



**1-866-782-6529**

Enter #82 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**BY DAVID BRIERLEY,  
MANAGING EDITOR**

920-563-1622

David@VehicleServicePros.com

# A quarter century of Cornwell

Jeff Stutts has been a mobile tool dealer for 25 years, and he's not slowing down.

In 1993 Jeff Stutts of Asheboro, North Carolina, was working in power line construction when he met a Cornwell Tools dealer looking to get out of the business.

"I was young and eager ... so we arranged a deal where I could buy him out. Pretty easy," Stutts says.

Twenty-five years later, selling tools still seems to come "pretty easy" to Stutts. His 18' GMC 5500 series Cornwell Tools truck makes its way through Asheboro and the surrounding small towns and countryside, stopping at auto shops, body shops, salvage yards and the like.

The secrets to Stutts's easy success? They're not so secret: "Get your butt up out of bed, go to work, show up on time at every stop ... contribute to customers' needs," he says. "If they're looking to spend their money, get their product to them in a timely manner. That's what makes it work: convenience, time and finance."

While that strategy for success has remained the same, other aspects of the business have changed drastically in the 25 years Stutts has been selling tools. The biggest change he has seen is the payment methods that customers use.

"In my early years it was 90 percent cash, 10 percent checks," he says. "Then it kind of went to 75 percent cash, 25 [percent] checks. Nowadays it's 85-90 percent cards."

To Stutts, that's both a blessing and a curse.

"It does make collecting easier," he says. "You have fees [with cards], but you just absorb them through different means, different measures. It's not the way I'd do business, but you have to do things differently in business than you'd do yourself personally."

With his years of experience, advice like this is plentiful from Stutts. It comes in handy when training new mobile dealers, and Stutts has gotten two Cornwell dealers started in the last few months. His advice to new recruits is to get rid of expectations, and instead follow the customer's lead.

"The biggest thing is not really expecting customers to buy what you think will sell," Stutts says. "The stuff you think won't sell will be the thing that does sell. That's key in the tool business: collections and selling. It's pretty simple."



*Jeff Stutts's reliability and commitment to his customers have kept him in business 25 years and counting.*

Stutts keeps these principles in mind as he goes about his daily routine. His work ethic is strong, and even after 25 years selling tools, he has no plans to stop anytime soon.

"Until I hit retirement age of either 62 or 65, I'm going to continue digging just like normal," he says. "As long as I can stay up and going physically, I'm good to go." **PD**

### What's your story?

Have an interesting experience to share with your fellow distributors?

Share it with us!

Contact Managing Editor David Brierley at David@VehicleServicePros.com.



# Homak

## INTRODUCING

# CTS

CENTRALIZED TOOL STORAGE



AVAILABLE IN:

36" 41" 54" 72"

BK BL RD

Enter #83 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

Check out all of our tool storage solutions at our website.  
800-874-6625 [www.Homak.com](http://www.Homak.com)





# **STATIC ZAP**

## **DF-EZAP**

### **STATIC ELIMINATION TOOL**

## **NEUTRALIZE THE STATIC CHARGE ELIMINATING DUST ATTRACTION**

- HELPS METALLICS STAND UP TO GET THAT AWESOME SPARKLE
- EASY-TO-USE, JUST HOOK UP TO YOUR AIR HOSE AND GO
- LITHIUM ION BATTERY POWERED



Kit includes:

- Lightweight Durable Gun
- Rechargeable Lithium Ion Battery
- Two Emitter Pins
- Safety Keys
- Storage Case

The StaticZap incorporates the efficiency and power of an air amplifier with the proven technology of corona ionization to produce a highly effective anti-static blow-off gun.

Perform the anti-static blow off before starting and at every stage in the painting process to eliminate fisheyes and produce a finish that looks like glass. The two-minute anti-static cuts down the time needed for wet sanding and buffing which saves time on prep work and also cuts down on labor and materials.



## **Great for Window Tinting and Vehicle Wraps**

Enter #84 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

# **WWW.DENTFIX.COM**