

Professional Distributor

The Mobile Distribution Network Connection

\$15.00

APRIL 2019
VOL. 27 NO. 3



Shop owners and technicians talk tool and equipment purchases, service and future plans.

In Focus:

Detailed product and sales information for Channellock, Ingersoll Rand, Bosch and Milwaukee. **Page 38**

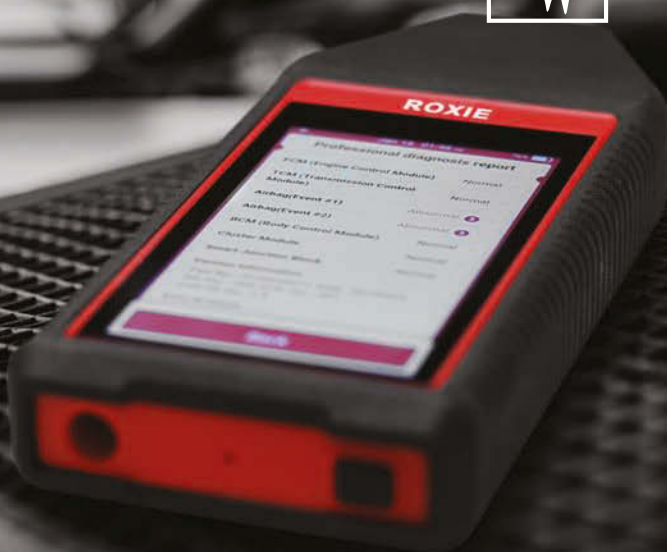
Tales from the Road:

Tool distributor Bruce McIntyre had help from a friend starting out, and continues to pay the good fortune forward. **Page 46**

Visit VehicleServicePros.com/distributors, the official website of *Professional Distributor*

SELF-SCANNING DIAGNOSTIC SCAN TOOLS HAVE ARRIVED!!

LET ROXIE TAKE THE WHEEL



If cars today are smart enough to drive themselves,
is it crazy to believe a scan tool can scan the car itself?

We didn't think so either.

Roxie automatically scans all makes, models and
modules and emails a pre/post scan report. Roxie speaks
loudly as she calls out each module being scanned.

Full vehicle systems AI inspection report	
This report is created by LAUNCH ROXIE	
Vehicle Information VIN: 1FT7W031P00000000000 Vehicle manufacturer/model: Ford F-350 Year of manufacture: 2009 Mileage: 23971 KM	
Inspection organization Name: LaunchTechUSA Address: 1820 S. Milliken Ave Ontario, CA Contact Number: 1-877-528-6249 SN: 989762001523 Time and date of inspection: 12/08/2018 11:38:57 Inspection Location: 9269 Antares Dr, Corona, CA 92678, USA	
Inspection result There are 2 issues for Power system: 1. On-Board Diagnostics (OBD) Systems Readiness Test Incomplete 2. No Low Oil Engine Warning There are 2 issues for Safety and Security system: 1. CAN Communication Bus Error - Reception Error 2. FR Wheel Speed Sensor Input Circuit Fault There are 7 issues for Vehicle body system: 1. Brake Control Switch Circuit Fault 2. Transfer Case 2WD (Two Wheel Drive) Solenoid Circuit Open Or Short To Ground 3. Ignition Run/Accessory Circuit Fault 4. Transmission Transfer Case 4WD (Four Wheel Drive) Solenoid Circuit Fault 5. Ignition Key In Circuit Error 6. CAN Communication Bus Error - Reception Error 7. Ignition Switch Circuit Open Inspections are normal for Power system: 1. TCM (Transmission Control Module) Inspections are normal for Safety and Security system: 1. PAM (Parking Aid Module) 2. TBC (Trailer Brake Control Module) 3. RCM (Restraint Control Module) 4. VSM (Vehicle Security Module)	
Professional Report	
GEM (Generic Electronic Module)	Abnormal
ABS (Anti-Lock Braking System)	Abnormal
IC (Instrument Cluster)	Abnormal
PAM (Parking Aid Module)	Normal
PCM (Powertrain Control Module)	Abnormal
TBC (Trailer Brake Control Module)	Normal
TCM (Transmission Control Module)	Normal
RCM (Restraint Control Module)	Normal
VSM (Vehicle Security Module)	Normal
Disclaimer This inspection report is for reference only. All data provided in this report is based on static data, detailed dynamic and/or live diagnostic data should be generated by a professional maintenance tool. Launch is not liable for any fault or accident caused thereby.	



COVER STORY

8 Aftermarket Profile:

A statistical snapshot of purchasing plans and top revenue opportunities for shops in the coming year.

Purchasing Information
Page 11

Diagnostics
Page 16

Training
Page 20

FEATURES

38 In Focus Products

- Bosch ADS 325 and 625 Scan Tools
- Milwaukee M18 FUEL 7" Variable Speed Polisher
- Ingersoll Rand IQV20 Series W7152 1/2" Impact Wrench
- Channellock 430 10" Straight Jaw Tongue and Groove Pliers

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VehicleServicePros.com/subscribe/email



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46 Tales From the Road

Independent distributor Bruce McIntyre had help from a friend starting out, and continues to pay that good fortune forward.

Tech Tip



A shop attempts to diagnose a no-start vehicle sent to them by a neighboring repair shop. The 2005 Honda

Element would crank but not start after a clutch replacement. **To read more, visit:**
VehicleServicePros.com/21070180

Video



KNIPEX demonstrates the XL CoBolt Bolt Cutters. This tool is similar to the CoBolt Mini Bolt Cutters, but has been stretched to create a pair of bolt cutters 10" in length. **To watch the video, visit:**
VehicleServicePros.com/21070906

News



Design Interactive announced that it is utilizing its AUGMENTOR software to help inspire middle and high school students to consider careers as maintenance technicians. **To read more, visit:**
VehicleServicePros.com/21072570



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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.



BY SARA SCULLIN
EDITOR

920-568-8394
Sara@VehicleServicePros.com

The results are in

Get lost in our visual guide to technician purchase plans for 2019.

I know you are all busier than ever — ringing up customers, pushing product and fielding some 30 calls an hour. But let me ask you: when was the last time you did a bit of industry research?

Well, here's your opportunity. A few months back we received the results of our yearly *PTEN* purchasing study. To arrive at this data, we ask detailed questions of shop owners and technicians across the country to better understand the nature of their business. Questions about the types of repairs and services they perform and the equipment they own, as well as current and future purchasing plans. This study then becomes the After-market Profile (page 8). Now in its fourth year, the annual After-market Profile breaks down the numbers and data from the purchasing study and presents you with a visual guide to those areas where shop owners and technicians anticipate revenue opportunities, and plan to invest, in 2019.


If you have a minute or 10, really look at the pages and spend some time with the information. Consider how the business details and overall numbers line up with your own customers and experience. Our hope is that this report helps inform the inventory you currently stock or plan to stock down the road.

You might find some of this information to be a good conversation starter, as well. For example, only 10 percent of respondents own a R-1234yf RRR machine, yet we know R-1234yf service continues to be a growing revenue opportunity for shops. And on the diagnostic front, 78 percent of technicians reported they would use telematics if they had a tool which could access vehicle data. Shop owners and technicians are using both OEM and after-market scan tools — along with other diagnostic offerings — to keep up with maintenance on today's vehicles.

This study reveals that the future of tool and equipment purchases is bright.

We learned that more than half of shop owners anticipate greater revenue in 2019 than last year, and a significant 88 percent of shop owners and technicians plan to spend the same amount or more on tools and equipment in 2019. So how can you help to support your customer's purchase needs and plans?

I hope we've succeeded in making this report easy (and fun) to read, and of course, a valuable reference for your business.

If you have any questions, or simply want to chat about some of the information in this report, I'm all ears. Feel free to send your feedback to me by email or phone. 

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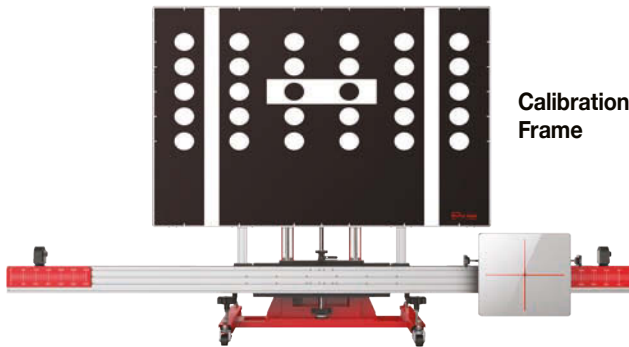
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Calibration For Camera, Radar, Lidar, and Night Vision

ADAS CALIBRATION

Ideal For Collision, Alignment, Glass, and Specialty Repair



Calibration
Frame



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POST-SCAN



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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.

A black and white photograph of Reid Thomas, a man with a goatee and a friendly smile. He is wearing a dark-colored short-sleeved button-down shirt with a 'GEARWRENCH' logo on the pocket and a matching baseball cap. He is standing in a workshop or garage filled with various tools and equipment. In the background, there are boxes labeled 'AIR COOLING TESTER' and 'JOLING TESTER', and a 'FLEXIBLE' brand tool is visible on the left. The lighting is dramatic, with strong highlights and shadows.

"The factory support I get from GEARWRENCH is excellent and Street Team exclusive part numbers help make my truck unique in a very crowded market."

- Reid Thomas

Enter 17 at "e-inquiry" on VehicleServicePros.com

www.gearwrench.com/streetteam



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New GEARWRENCH Mobile Work Station



This one's more than just a tool chest on wheels. It's purpose built from the ground up to help industrial mechanics and automotive techs keep their important tools and supplies organized. So when things need to get fixed fast, the guys who can do it are ready to rock and roll. With 19,000 cubic inches of volume, a 2,000 lb. load capacity, a built-in 6-outlet, 2 USB port power strip, and more, it's definitely the GEARWRENCH of mobile work stations.



Large separately lockable side cabinet



Huge 6X2 dual-lock polyurethane casters



Locking drawer pulls for safety



Can shelf and pegboard surface

   
www.gearwrench.com

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APR-2019

53

54
62

AFTERMARKET



62 12

TOP 10 SERVICE OPPORTUNITIES

Where do shops see growth opportunities in 2019?

1. Diagnostic Services – **48%**

2. Maintenance Services – **42%**

3. Electrical Work – **41%**

4. Reprogramming/Reflashing – **29%**

5. A/C – **27%**

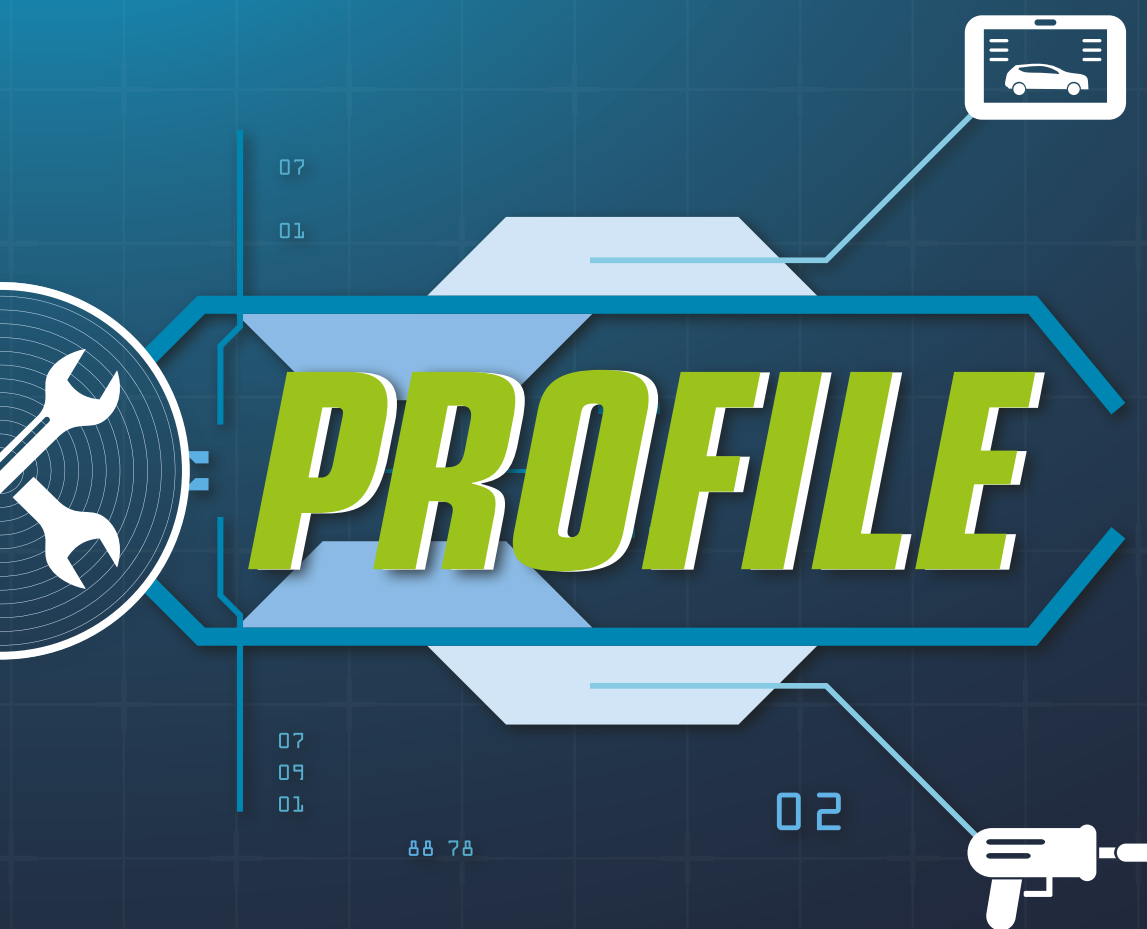
6. Automotive Diesel – **27%**

7. Suspension Repair – **25%**

8. TPMS – **24%**

9. Tire/Wheel – **21%**

10. Medium/Heavy Duty – **18%**



TOP TOOL TRENDS

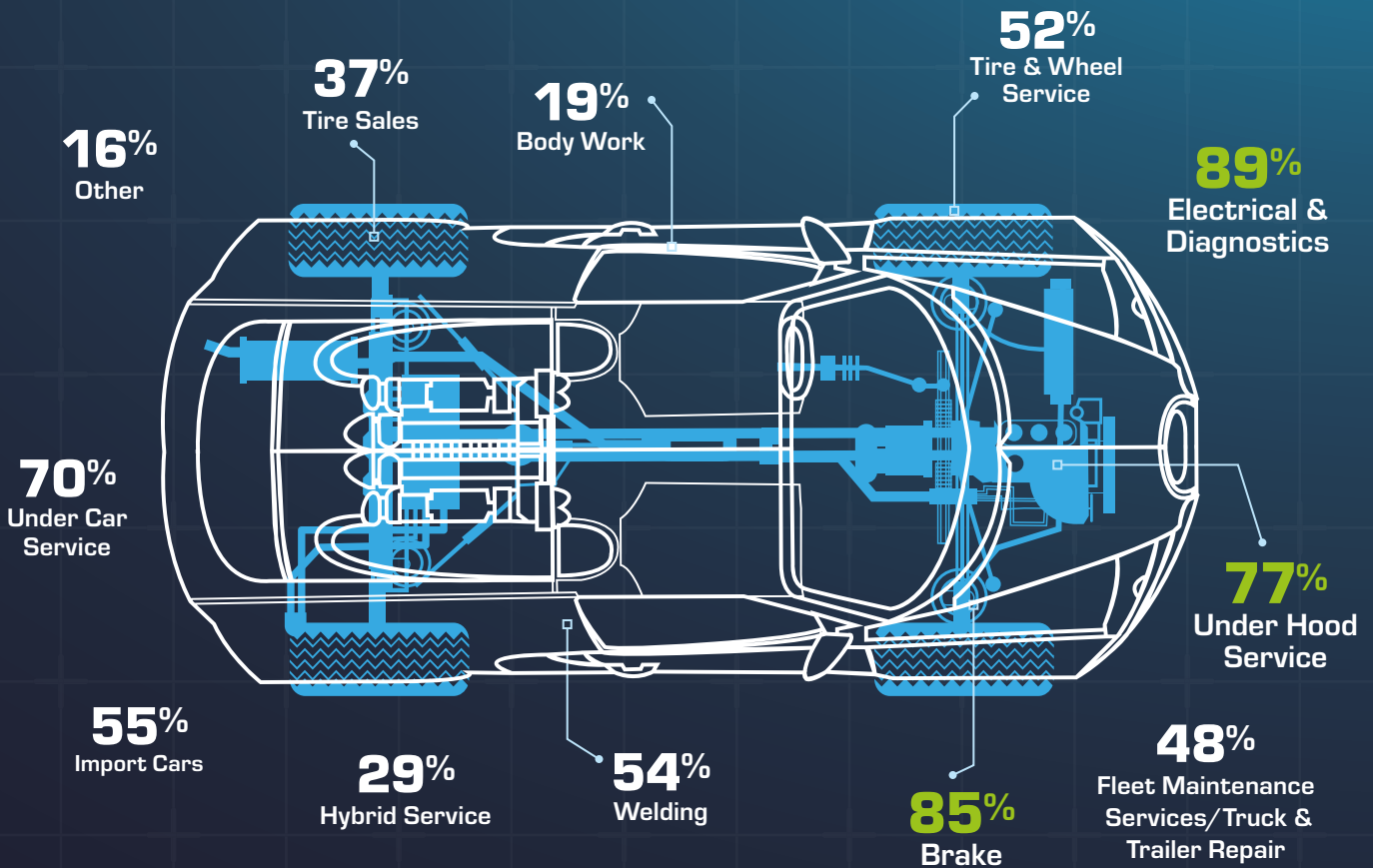
Review the leading products and purchases for this year, including:



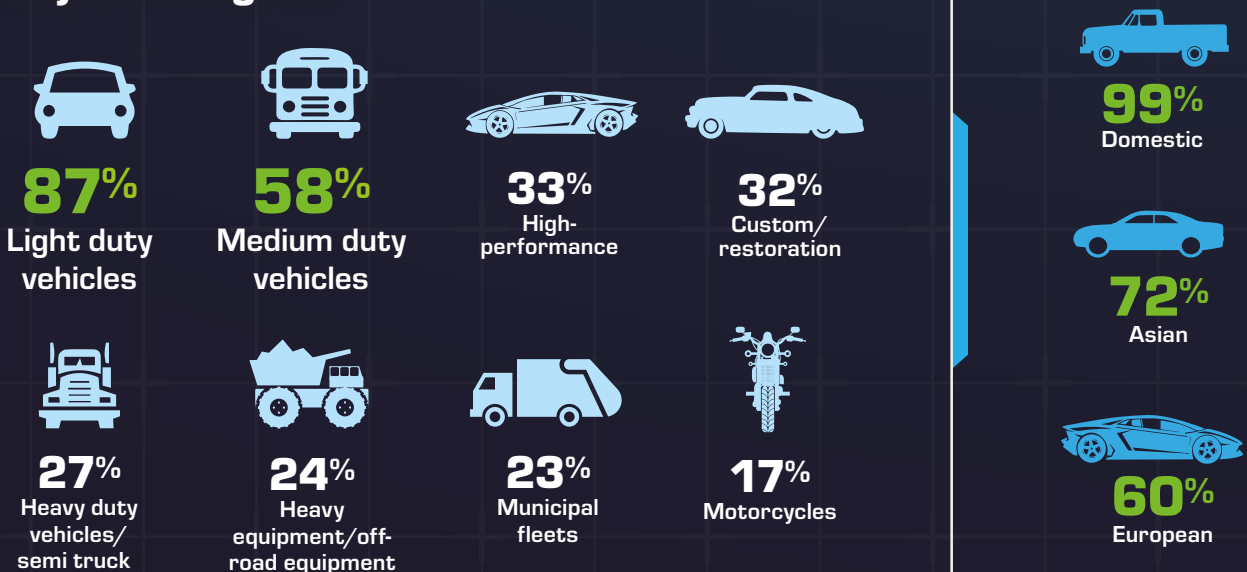
Results gathered from a total of 485 survey respondents.

MAINTENANCE & REPAIR

What types of repairs do your customers offer?



What types of vehicles are they working on?

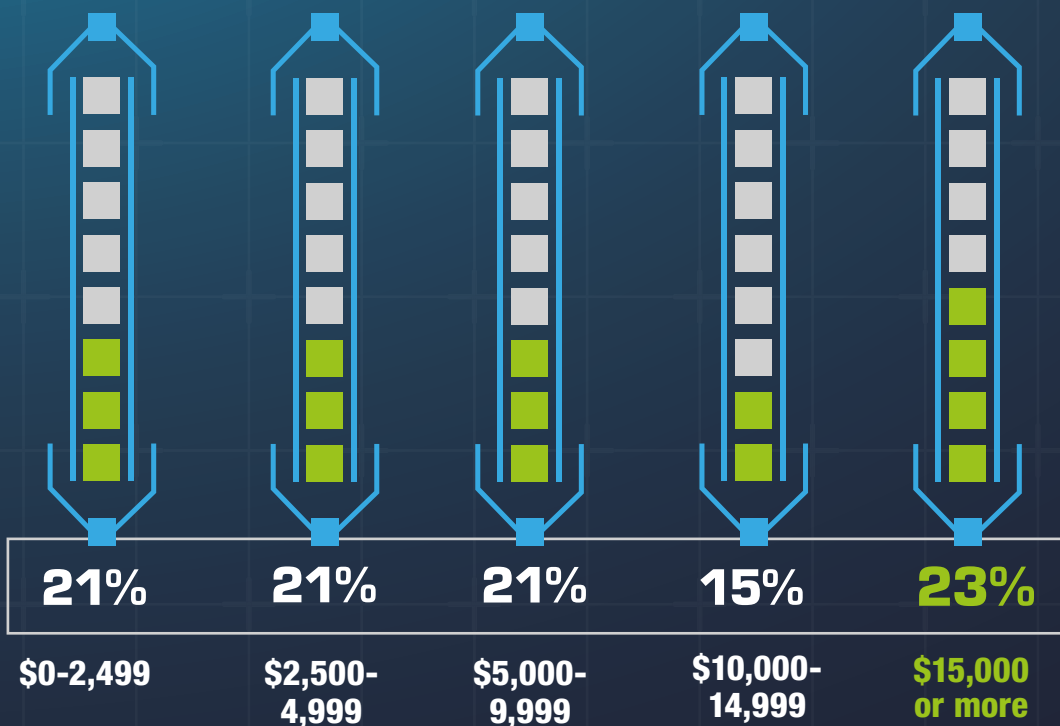


BUYING TOOLS & EQUIPMENT

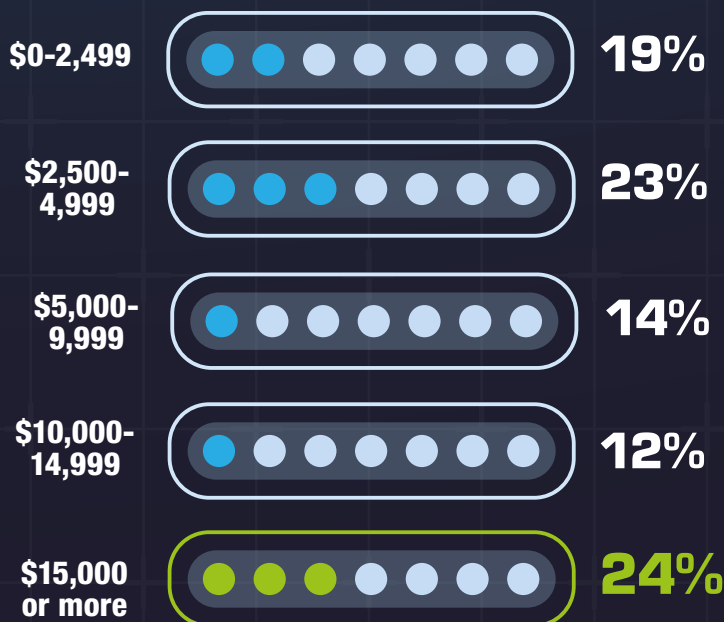


How do you compare?

We asked shop owners: How much do you spend each year on tools and equipment?



What are your customers budgeting for shop equipment?



88%

of shop owners and technicians plan to spend the same amount or more on tools and equipment in 2019.

Do shop owners reimburse technicians for tool purchases?

Yes,
100%



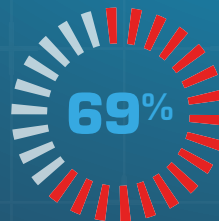
8%

Yes,
partially



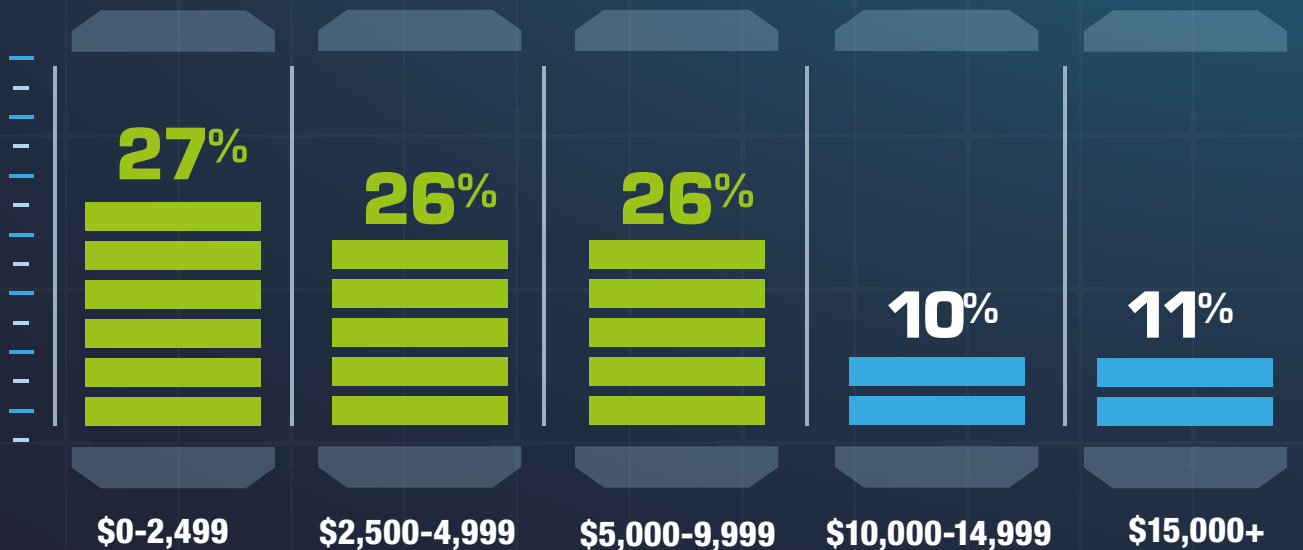
23%

NO







69%

How much do shop owners spend each year on tool purchases?



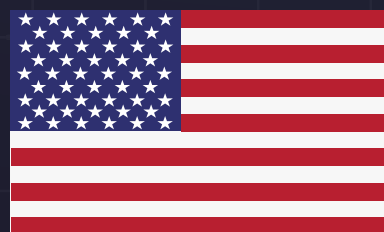
Where are your customers purchasing tools?

	2019	2018	2017
 Mobile tool distributors	86%	85%	89%
 Online	72%	73%	72%
 Auto parts stores	67%	50%	60%
 Retail stores	52%	63%	48%

59%

either always or often
consider whether a
product is

MADE IN U.S.A.



when making
a purchase.



PP3EZAS CASE & ACCESSORIES



PP3EZCS STAND ALONE PRODUCT

POWER PROBE 3EZ

POWER PROBE 3 WITH EZ LEARNING & EZ DIAGNOSTICS

The **Power Probe 3EZ** is a Digital Voltmeter that provides diagnostic power with the flip of a switch. This tool simplifies the testing of fuse boxes, verifies correct operation of motors, lights, relays and wires. This design includes an ergonomic body with a large screen that is capable of flipping 180 degrees for easy viewing in hard to reach spaces.

EZ Learning teaches the user all of the tool's functions, while EZ Diagnostics guides the user through basic electrical testing procedures with embedded QR codes, providing links to clear videos of each test, such as Fuse, Battery, Voltage, Component, Charge, and 5 Volt Reference.

AVAILABLE IN



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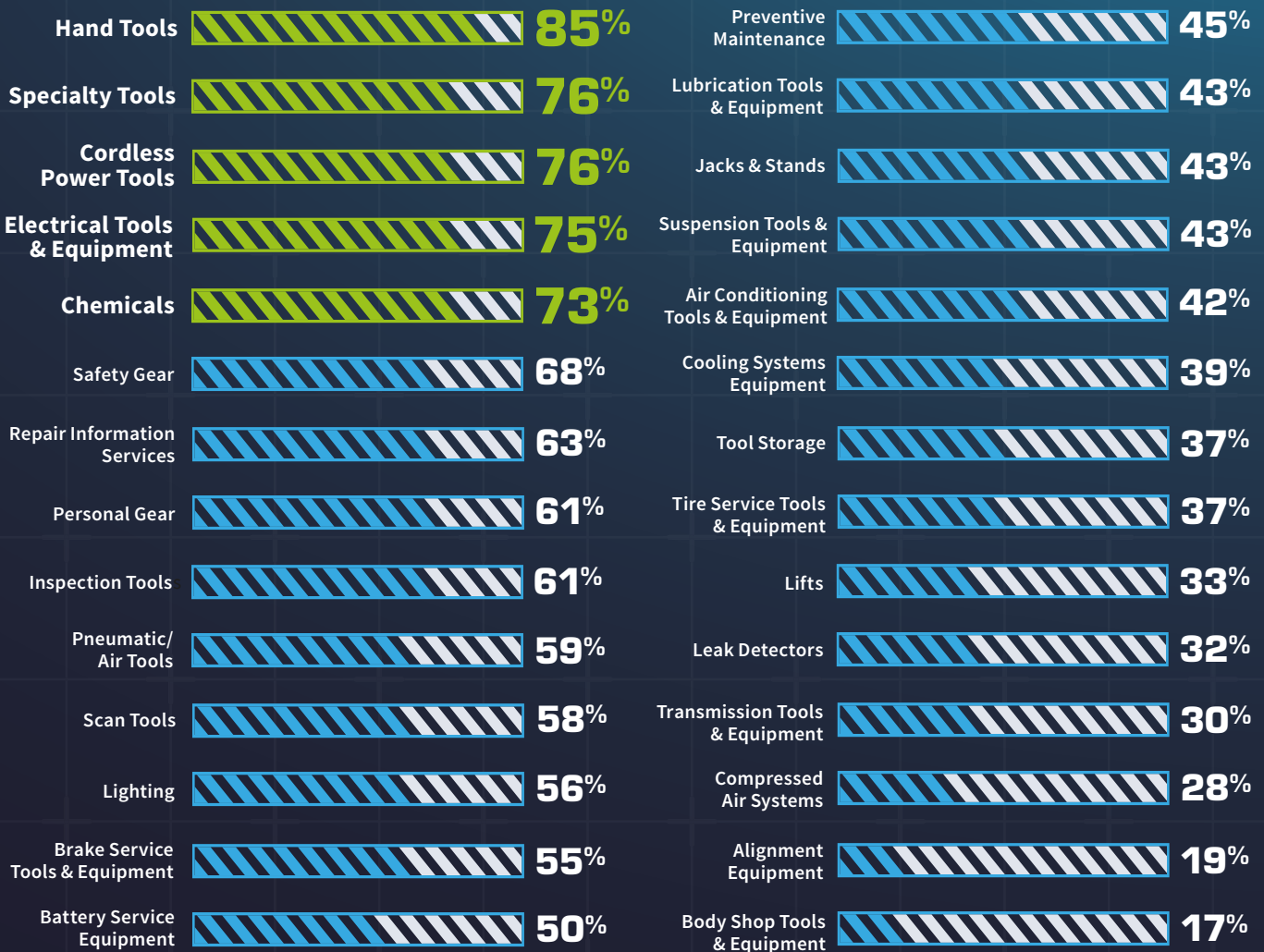
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BUYING TOOLS & EQUIPMENT

Your customers' major tool category purchase over the next 12 months:

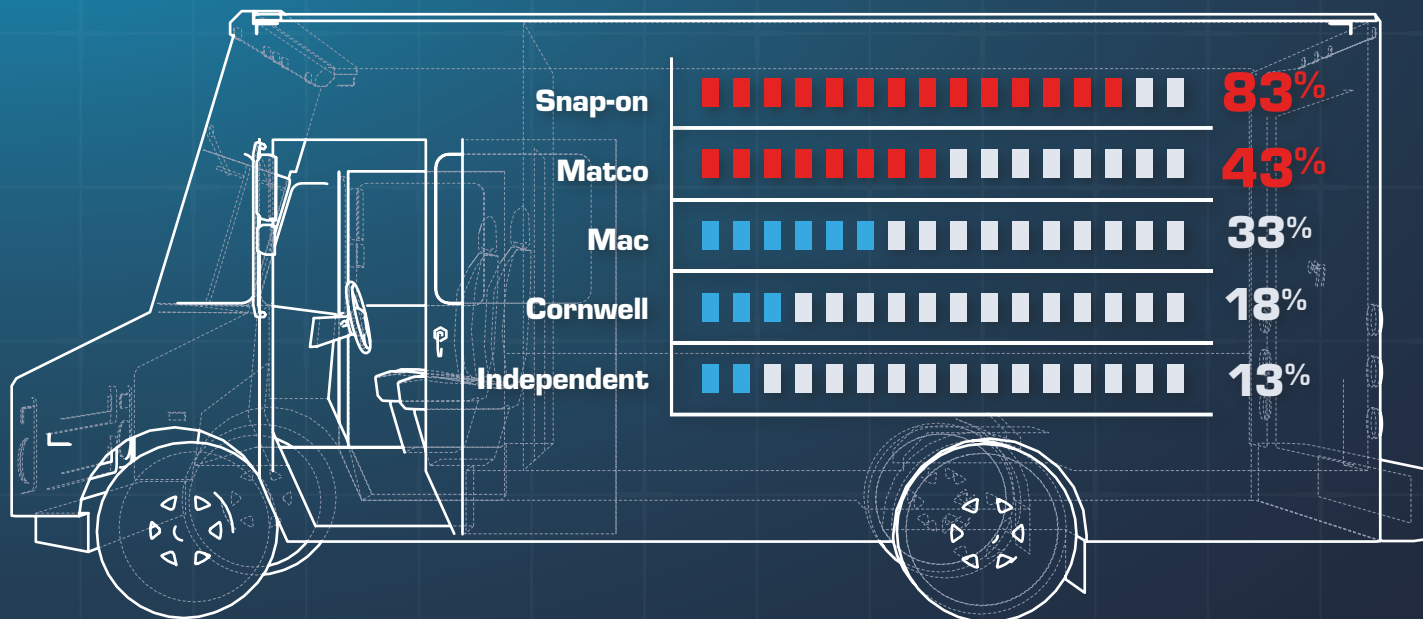


QUALITY

is the first thing shop owners and technicians look for in a tool.

Which mobile tool distributor(s) do they purchase from?

(select all that apply)



Mobile tool distributors are still the

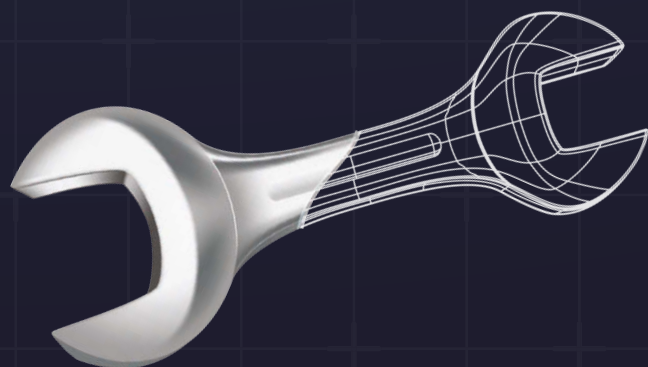
#1

source for tool and equipment purchases.

83%

of shop owners and technicians ask their mobile

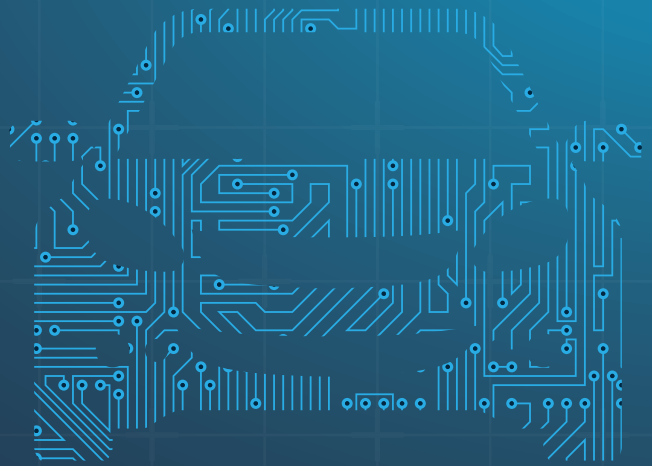
tool dealer about new tools they've seen in trade magazines or catalogs.



Compared with all other options, **more than half (56%)** buy from **mobile tool distributors** more than any other source.

DIAGNOSTICS

The complex nature of today's vehicles demands technicians complete diagnostic work. More repair pros see the benefit to owning OEM and aftermarket scan tools to get the job done.



The leading OEM scan tools or diagnostic information used in shops:

56%



Chevrolet

49%



Ford

38%



GMC

34%



Buick

32%



Cadillac

What diagnostic equipment do your customers own?



Scan Tool

90%



TPMS Testing Tools

58%



Digital Multimeter

90%



Smoke Machine

53%



Battery Service Equipment

87%



Lab Scope/Oscilloscope

53%



Code Reader

81%



J2534 Programming Device

34%



Videoscope/Borescope

61%



Thermal Imaging Camera

28%

When asked if they used or purchased OEM level scan tools, **41% of shop owners and techs say they only use aftermarket scan tools.**



70%
of shops provide scan tools,
but some technicians **(10%)**
buy their own.
(20%) of techs use both shop
scan tools and their own.

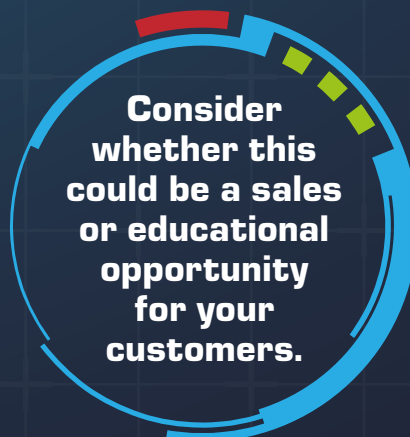
Do they offer reflashing or reprogramming?

YES 38%

NO 40%

NO 22%

22% would, but don't own equipment to do so.

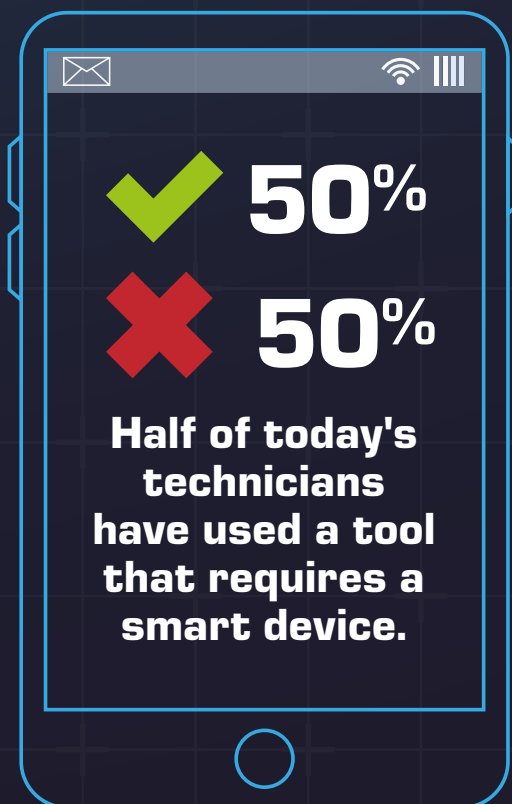


Be on the lookout for telematics technology.



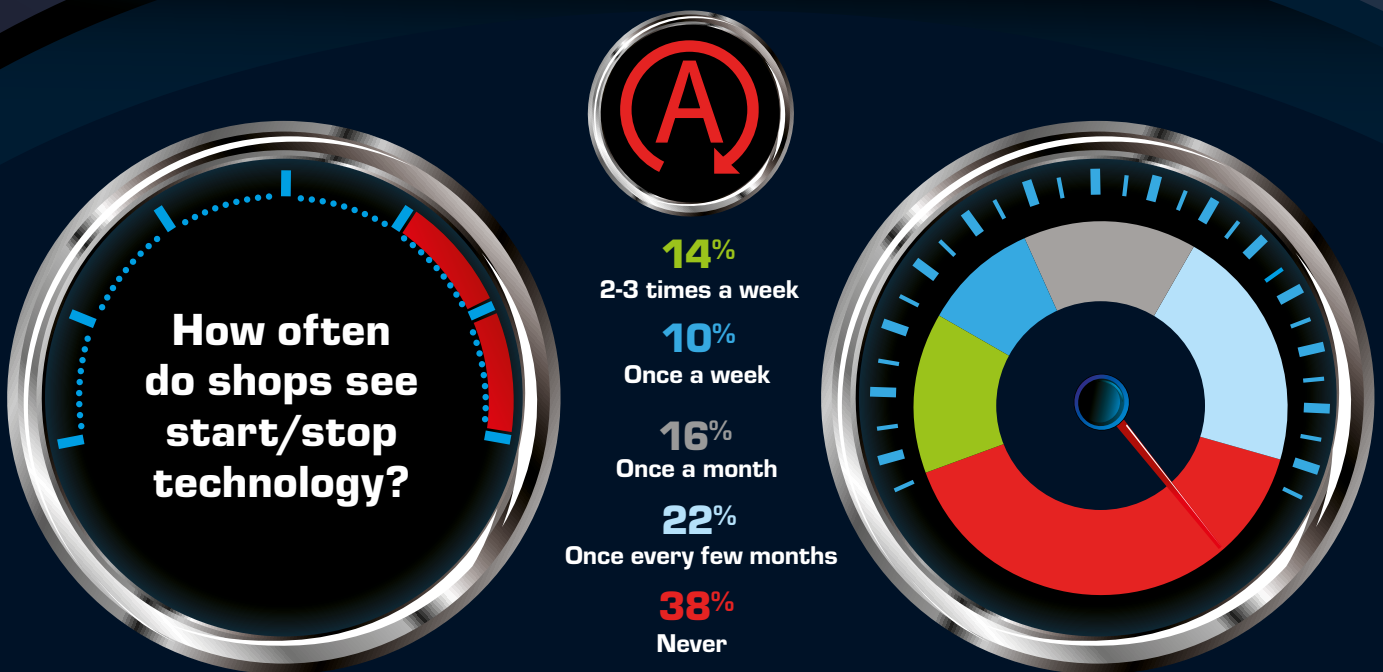
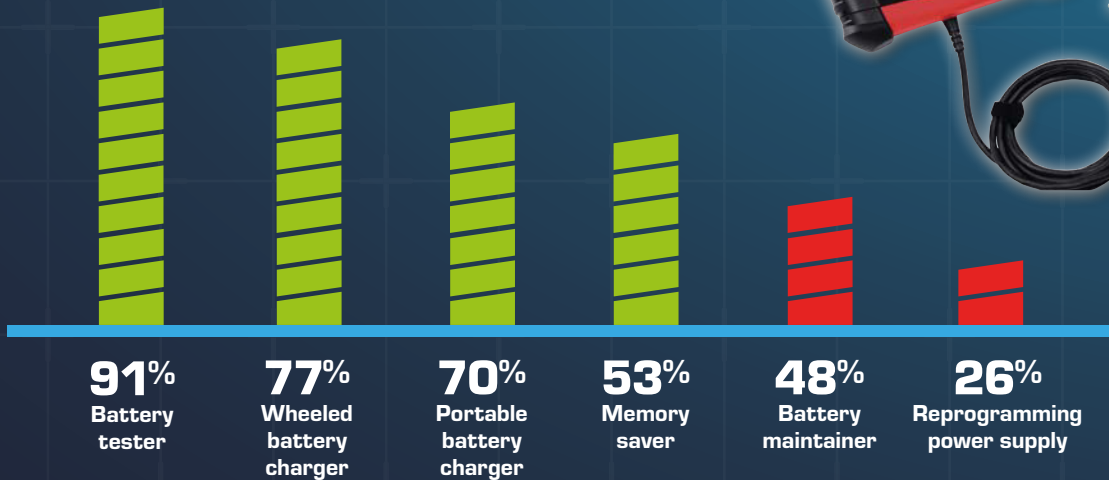
78%

would use telematics
if they had access
to a tool which could
access vehicle data.



BATTERY SERVICE

What type of battery service equipment do your customers own?



Do they own a smart battery charger?



53%
Yes



37%
No



10%
No
but plan to purchase
in the next 12 months

POWER TOOLS

90%

of shop owners and technicians use both air tools and cordless tools in the shop.



66%

of shop owners have replaced some air tools with cordless tools.



18V and 20V cordless tools are the most purchased.

73%

18V

44%

20V

TIRE & WHEEL

What type of tire/wheel service equipment do your customers own?

TOP 3 in shops:

1. TPMS Reset and Diagnostic Tools
2. Tire Changers
3. Wheel Balancers

56%



TPMS reset and diagnostic tools

46%



TPMS tools

55%



Tire changers

32%



Tire inflation systems

30%



Wheel alignment equipment

54%



Wheel balancers

30%



Wheel hub/lugnut/beading tools

51%



Wheel weight hammers

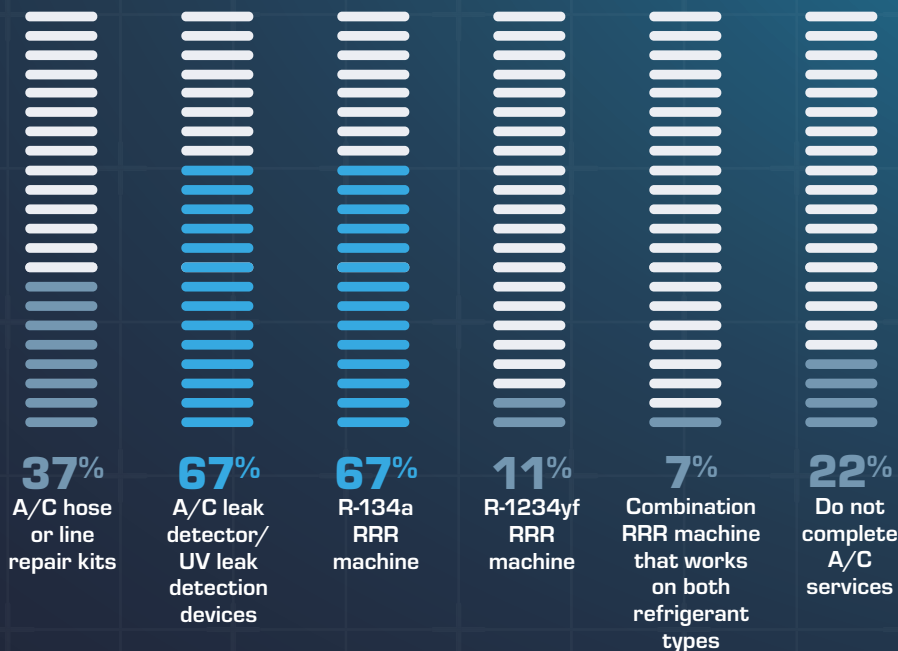
25%



None, I do not complete this service

A/C SERVICE

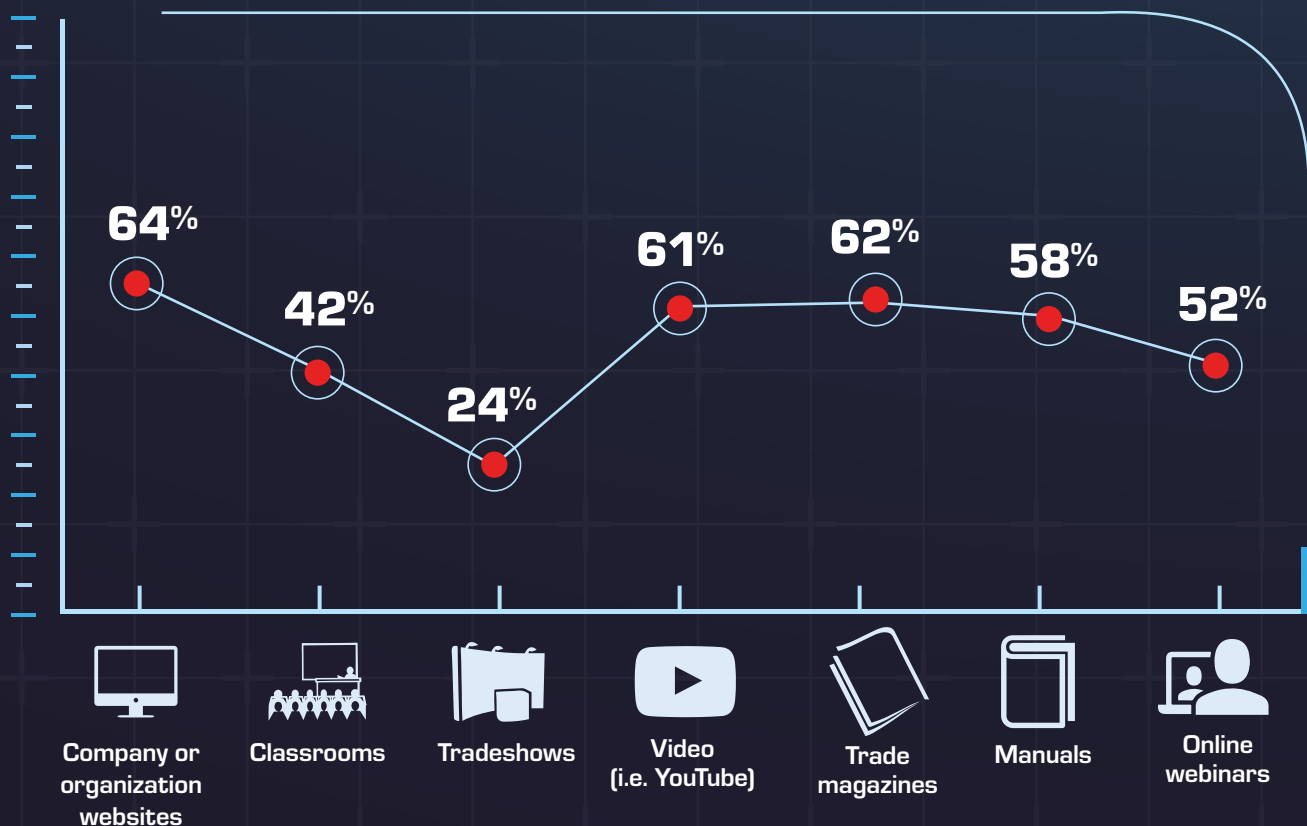
If shops complete A/C services, what type of equipment do they have?



Encourage your customers to tool up on machines that can service R-1234yf!

TRAINING

Where did shop owners and technicians find training information in the last year?



In what area(s) do your customers feel training is most needed?



70% Electrical/
electronic systems

53% Engine
performance/drivability

42% Hybrid electric vehicles

36% Diesel engines

29% Automatic transmission/
transaxle

27% Engine repair

25% Heating and air conditioning

23% ADAS

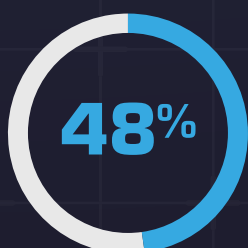
17% Alternative fuel

15% Brakes

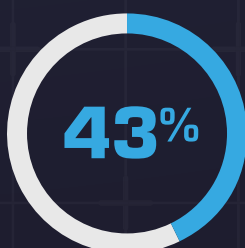
13% Auto maintenance and
light duty repair

5% Manual drivetrain
and axles

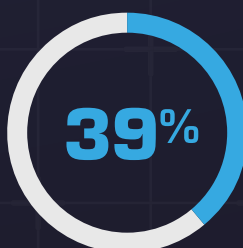
What type of service information do they use?



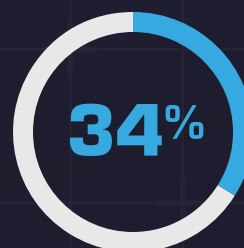
ALLDATA



Mitchell 1



**OEM Service
Information**



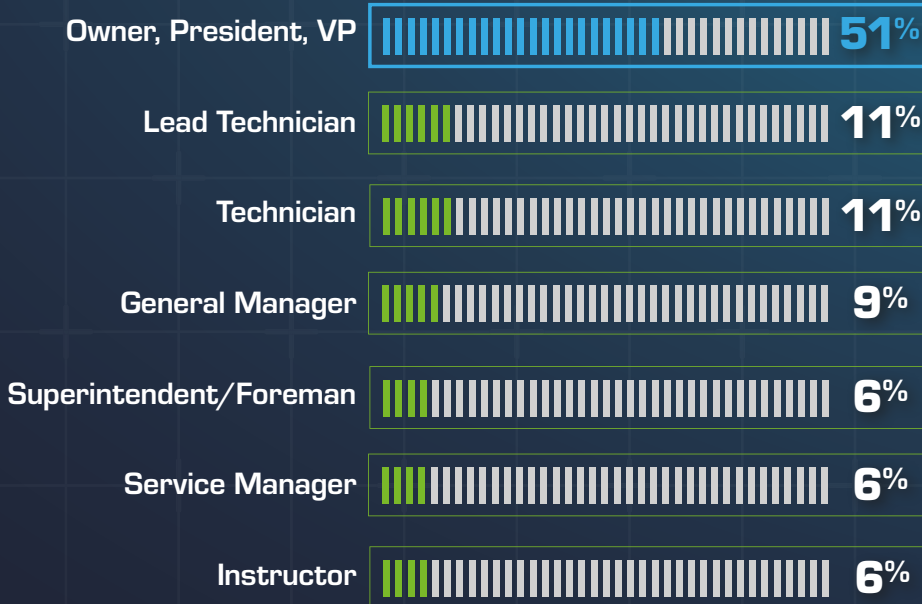
Identifix

INSIDE THE SHOP

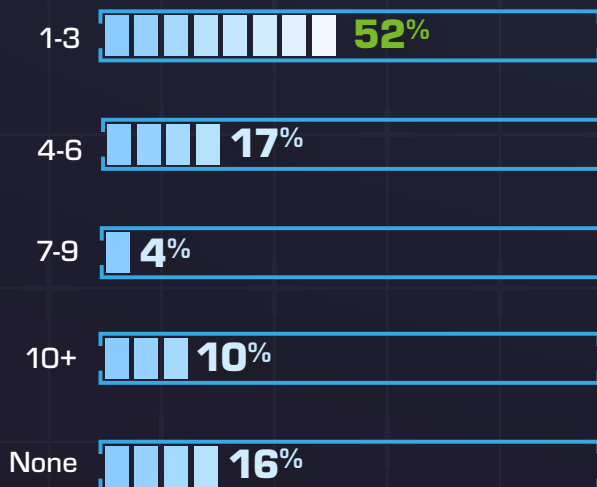
We asked shop owners:



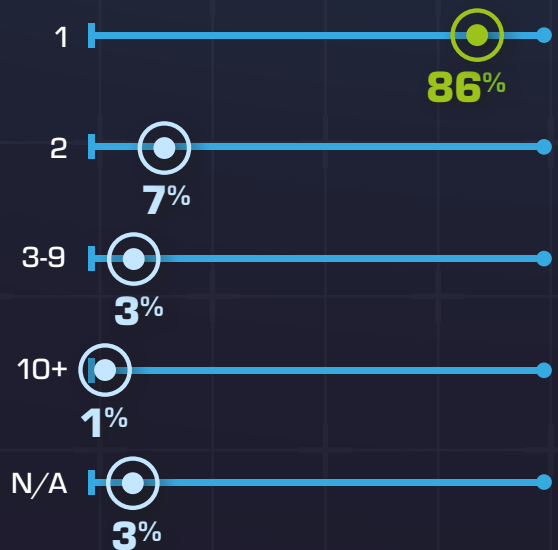
What best describes your job title?



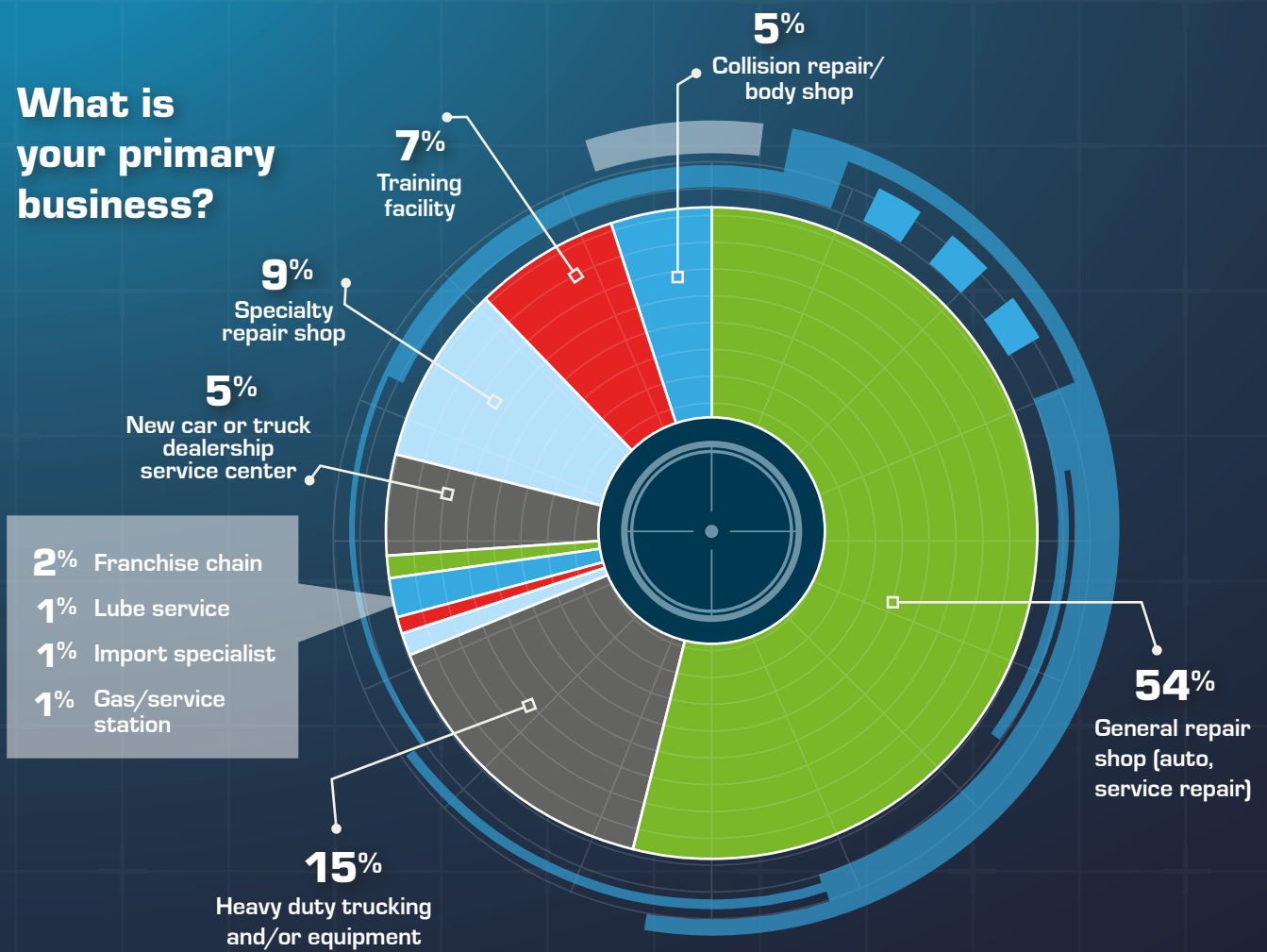
How many technicians are at your company (not including you)?



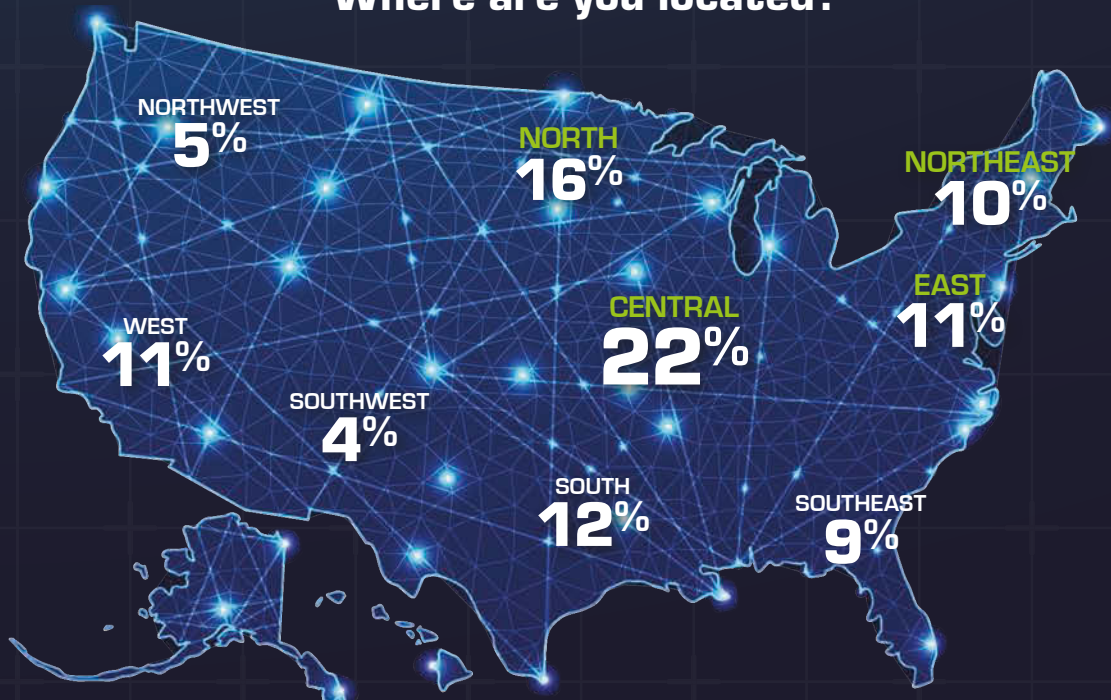
How many shops do you own and/or manage?



What is your primary business?

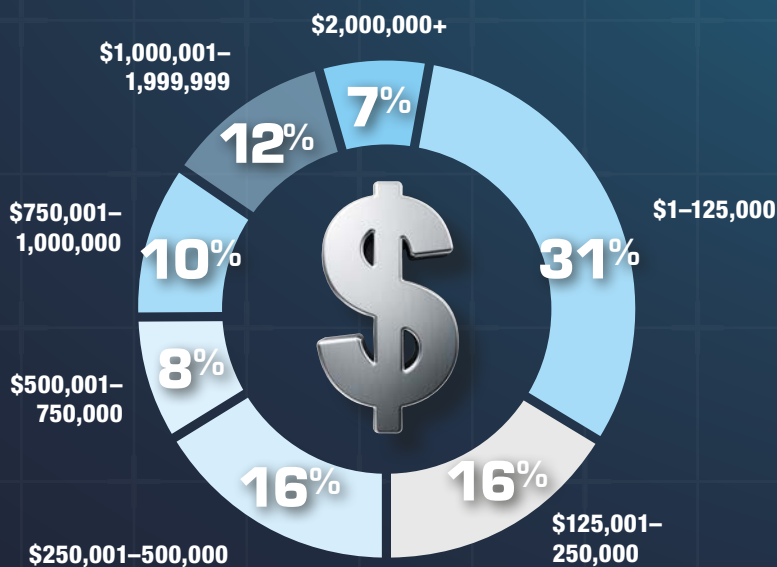


Where are you located?

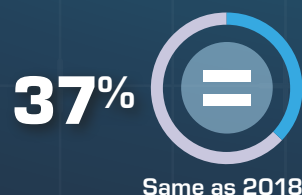
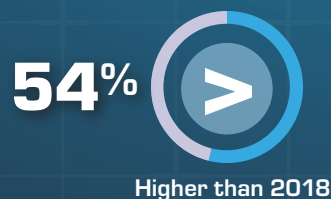


INSIDE THE SHOP, CONT'D

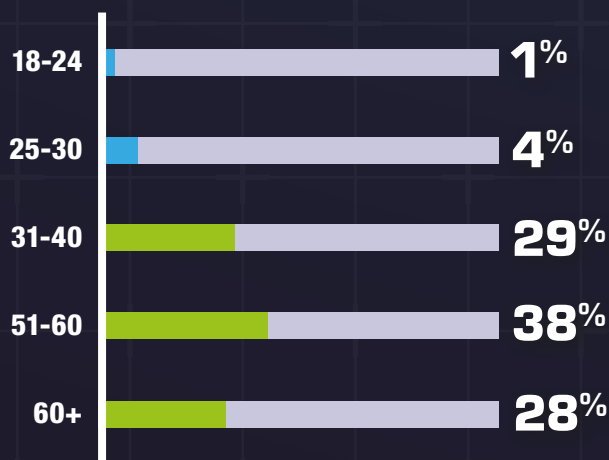
What is your annual shop revenue?



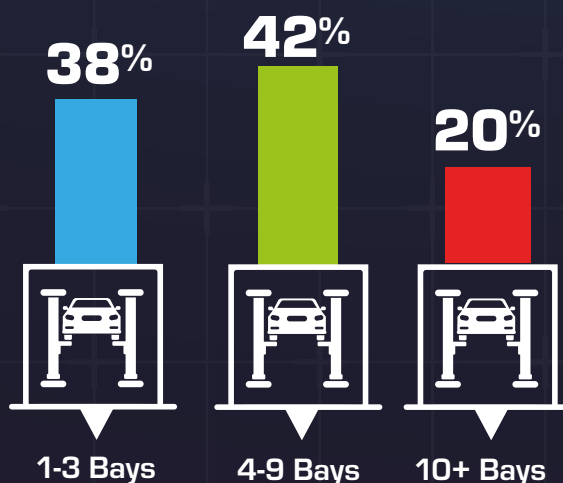
What do you anticipate your 2019 revenue to be?



What is your age group?



How many bays do you have at your shop?



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MOST WANTED

A Magnetic Cup Caddy

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.

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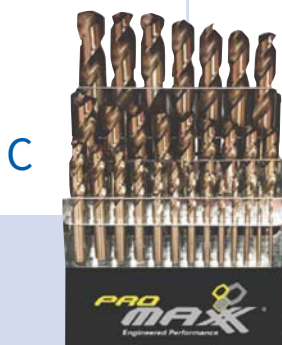


A

C 29-pc Drill Set

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 range from 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 #21 at "e-inquiry" on VehicleServicePros.com



C

B



D

E



B 2-pc Brass Brake Caliper Brush

The **Mueller-Kueps 2-pc Brass Brake Caliper Brush Set**, No. 467 000, is designed for removing burned-in brake dust and dirt from brake calipers. This set includes one brass brush for use on aluminum brake calipers, with soft brass bristles to ensure proper cleaning. The steel brush can be used on any other brake caliper. An ultra slim design features a two-component handle with a soft grip. The brushes are a total length of 8.5" and are made in Germany. This kit helps reduce time spent cleaning brake calipers to help improve shop efficiency.

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D Flow-Thru System with Brush and Venturi

The **Innovative Products of America Flow-Thru System with Brush and Venturi**, No. 8091, features stainless steel and abrasive nylon brush heads, as well as a venturi that attaches to an ergonomic, anodized-aluminum handle with integrated flow-control valve to clean, restore and apply solvents under pressure. This system offers improved cleaning action in a parts-washing sink or portable cleaning anywhere air supply is available. This tool is ideal for applications including parts washing, degreasing, on-engine cleaning, fluid evacuation and more.

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E 8" Compact Bolt Cutters

The **KT Pro 8" Compact Bolt Cutters**, No. 6133-08, feature a center cut and an approximate hardness edge of 64 HRC. These cutters allow users to cut multiple types of wire with minimal hand force effort. These cutters offer professional-grade plastic grips designed to reduce stress on the user's hands, and undergo a 19-step inspection process on every tool to ensure high quality.

Enter #23 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 Maestro Diagnostic Tool

The **Power Probe Tek Maestro** is a diagnostic tool that is able to communicate with the Power Probe Tek App. Working in conjunction with the app, this tool allows users to data-log either screenshots or record visual traces of their customer's electrical issues. This tool has the ability to display oscilloscope-type measurements. In addition to the multimeter functions, guided diagnostics, testing of fuel-injectors and the ability to apply battery-supplied power and ground, the Maestro is compatible to connect with the majority of diagnostic scan tools on the market today, the company says.

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



H Bandit Pro Worklight

The **Streamlight Bandit Pro** is a lightweight, handsfree worklight that offers the convenience of USB recharging, and also signals to warn that 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 easy actuation and switching between the High, Low and Flash modes. This light uses a 950 mAh Lithium Polymer battery and is rechargeable via a micro USB charging point. Red and green LEDs 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 #26 at "e-inquiry" on VehicleServicePros.com



G Sheppard Pitman Arm Remover

The **SP Tools Sheppard Pitman Arm Remover** from **Schley Products**, No. 14900, is designed for servicing Sheppard steering boxes equipped in large commercial trucks. Forged from alloy steel and heat treated for strength and rigidity, this tool offers the size and power required when servicing the steering gear that's equipped in Peterbilt, Mack, Freightliner, Kenworth, GMX/Chevy and other industrial truck applications. The tool's three-in-one design enables users to service the same vehicles and applications that would otherwise require three different pullers. The tool's thread actuator is designed with a fine thread pitch for reduced effort during service, and it features a unique ball bearing tip that protects the sector shaft on the Sheppard box. Interchanging actuator tips helps expand the functionality and range of applications.

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

I Hi-Vis Disposable Gloves

The **SAS Safety Derma-Vue Extra Strength Hi-Vis Disposable Gloves** are designed to deliver high performance, outstanding wear, dexterity and offer the same formula as the company's Raven gloves. These gloves are fully textured for enhanced gripping power while working, and are brightly colored for high-visibility. There are 100 gloves per box.

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

J 10" Pliers Wrench

The **KNIPEX 10" Pliers Wrench** has been redesigned with increased gripping capacity from 1-3/4" to 2", and laser marking guides on the product. These pliers offer 15 percent less weight with the same box-joint stability, the company says. This wrench replaces a whole set of open-ended wrenches — metric and inch. The zero backlash jaw pressure helps prevent damage to edges, and parallel jaws evenly distribute force for secure grip. This tool is available with a black oxide finish or chrome plating. Pliers Wrenches are available in 5" to 16" lengths, with capacities from 7/8" to 3-3/8".

Enter #28 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.



AVAILABLE IN STANDARD AND METRIC SIZES

The **Hansen Global Orange and Green Socket Trays** are available in 1/2", 3/8" and 1/4" drive standard and metric sizes. These trays are available individually and in 6-pc sets. These trays are made in the U.S.A.

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KINK-RESISTANT STAINLESS STEEL HOSE

The **Dill Air Controls Digital Tire Inflator with Stainless Steel Hose**, No. 7260, is designed to make inflating tires easy. This inflator features a 2' kink-resistant stainless steel hose and a large back-lit display. The 7260 includes an auto on/off feature, and each unit is assembled and tested in the U.S.A.

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



FOR INTERIOR CAR APPLICATIONS

The **Carlyle Tools Interior Creeper**, No. 815-1337, is designed for interior car applications to properly position the technician for tasks under the driver or passenger sides. This product is suitable for replacing fuses, cabin air filters and stop light switches. The 915-1337 offers tool free height adjustment from 15" to 25" in 1" increments, and has protective rubberized corners to prevent damage to the interior of cars. It also offers a removable kneeling pad for use in low height applications. An optional LED and tray are also available.

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HOOK AND MAGNET

ROCKY STIPPLE TEXTURE FOR SURE GRIP

FOLDS FOR COMPACT STORAGE

MULTITASKERS SAY HELLO TO YOUR DREAM WORKLIGHT.

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WELD BETTER JOINTS

Malco's Weld-Bonding Axial Pliers are designed to make welding and securing different types of joints easier for metal workers, autobody technicians and sheet metal fabricators. These pliers are made to fit and operate in tight, narrow, hard-to-access spaces. The fast, secure-clamping one-finger release helps users quickly, easily and accurately hold two pieces of metal together to weld more perfect joints, the company says. The welding pliers are available individually or as a kit of six.

Enter #33 at "e-inquiry" on
VehicleServicePros.com

FOR BMW APPLICATIONS

The **Cal-Van Tools A/C Belt Installation Tool**, No. 732, helps users properly install stretch belts on newer model vehicles without causing damage to other components, the company says. This tool clamps to the pulley/compressor touch, keeping the belt in place during installation. The tool was designed specifically for 2006-2010 and 2015 BMW applications, but can be used on similar applications.

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VehicleServicePros.com



DIAGNOSE MOTORS, ACTUATORS, SOLENOIDS AND MORE

The **Thexton Circuit Energizer**, No. 852, designed to help technicians diagnose motors, actuators, solenoids and more. This tool uses a 12V power source that most technicians already have, the company says. The tool allows users to disconnect a component from the circuit and test it independently. The tool includes a set of Female 2.8mm terminal lead sets, set of Female .250" Faston terminal, two alligator clips and red and black back probes.

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VehicleServicePros.com

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



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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.

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www.jumpstarter.com or call 800.328.2921.



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SNEAK PEEK

TUNED FOR OPTIMAL BASS

The **Tech-Life Boss**, No. TL35BM-00, is a portable Hi-Fi audio speaker that offers a 10-hr battery life, 100' wireless range, power bank and built-in microphone for handsfree calling and Siri/Google Assistant activation. This speaker offers a rich sound quality tuned for optimal bass, and multi-link pairing technology that enables the product to connect and play wirelessly together with up to 100 additional Boss speakers.

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DISTINGUISHES BETWEEN AC OR DC VOLTAGE

The **Klein Tools Electronic AC/DC Voltage Tester**, No. ET40, identifies and distinguishes between AC or DC voltage. This product tests AC voltages from 12V to 240V, and DC voltages from 1.5V to 17-24V. The tool indicates polarity when measuring DC voltages, and features built in test lead holders on the sides of the tester. The tool powers off automatically after two minutes of non-use to conserve battery life.

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VehicleServicePros.com



OFFERS VARIABLE STROKE PISTON

The **Macnaught Flexigun Manual Grease Gun**, No. K32-01, is designed

for automotive, fleet, construction, agricultural, mining and industrial applications. The Flexigun offers a variable-stroke piston and valve arrangement for one-handed operation. It is fully serviceable and features a heavy duty stepped barrel and durable zinc handle for long service life and improved grip. The tool includes the company's KY Supergrip three-jaw, high-pressure coupler for positive connection, and utilizes a 12" flexible extension to access lubrication points. The Flexigun's output pressure ranges from 5,000 to 10,000 psi with output volume of 0.02 ounces per shot. The tool is compatible with standard 14-oz grease cartridges, or is bulk fillable with NLGI No. 2 grease.

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VehicleServicePros.com



FAST-ACTING SPECIALIST CLEANING SPRAY

The **Big Wipes Power Spray** is designed to remove gunk on big surfaces or hard-to-reach areas. The formula is designed to cut through anything from diesel, heavy grease, foams, adhesives, silicone sealants and epoxy grouts. It is a powerful, fast-acting specialist cleaning spray that contains the same grime-busting formula as the Big Wipes wipes. The four co-solvent power cleanser blends actively target oil, paint, sealants and adhesives. The Power Spray is available in 32-oz or 1-gal sizes.

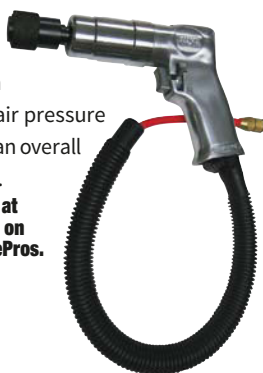
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SIDE HANDLE FOR IMPROVED GRIP

The **RPG 1/2" Air Drill** is compact and powerful, weighing 2.86 lbs. This drill features a side handle for improved grip, a 360-degree air inlet and an exhaust hose. The tool also includes a quick change retainer and a durable, heavy duty, quick-change chuck that delivers a tight, secure clamp. The tool has a chuck size of 1/2", a free speed of 500 rpm, an average air consumption of 4 cfm, an air pressure of 90 psi and an overall length of 7.5".

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MOUNT WORK LIGHTS UNDER THE HOOD

The **Clore Arm-Bar Magnetic Lighting Bar Mount**, No. LNCBAR, is designed to offer convenient mounting of Light-N-Carry work lights and A/F/S lights under the hood of vehicles being serviced. This product features expanding arms and articulating hooks with 360-degree adjustability, and provides engine light coverage in an adjustable format. Rubberized hooks help ensure the vehicle's finish doesn't get scratched, and the robust aluminum chassis is designed to hold up in harsh shop environments. The Arm-Bar is compatible with Clore's Light-N-Carry work lights and any light that features magnet mounting capabilities.

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The CanDo **C-Pro** is a fully loaded, full functionality scan tool complete with bi-directional controls, special test functions and a full suite of activations and service resets.

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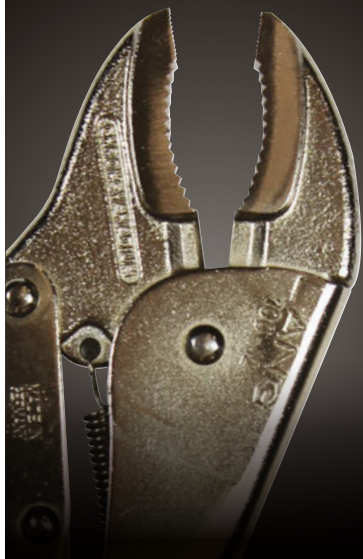
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- Welding

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on VehicleServicePros.com**

SNEAK PEEK



NO LINE REMOVAL NEEDED

The **AirSept Smart Splice Pro Series - Trans and P/S Kit** provides technicians everything needed to fix a damaged metal line or connect a metal line to a hose for transmission and power steering service, with no line removal needed. This series includes 16 repairs, with Smart Splice connectors for straight, 45-degree and 90-degree line-to-line repairs, along with Smart Splice connectors for line-to-hose repairs. Smart Splice is OE-approved for line repair and is technician-friendly with no special tools or adhesives required. Smart Splice is burst tested to 2,600 psi to ensure durability in tough automotive applications.

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VehicleServicePros.com**

CONSTRUCTED WITH DURABLE, LIGHTWEIGHT AIRCRAFT-GRADE ALUMINUM

The **OTC Aluminum Jack Stand and Packs** are constructed with durable, lightweight aircraft-grade aluminum to provide durability and longer service life. The jacks and stands meet updated ASME PALD safety standards for lifting equipment. The racing service jacks are designed to lift vehicles faster and come in a 55-lb and 51-lb aluminum jack stands offer an broad range of holding heights and loading capacities, including three-ton and two-ton options.

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**"e-inquiry" on
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CONTAINS 11 OF THE COMPANY'S MOST POPULAR ACCESSORIES

The **Lumax Lubrication Accessory Kit**, No. 1470, contains 11 of the company's most popular lube accessories. The kit allows users to organize and store their lubrication accessories in a convenient storage case. The accessories are compatible with all standard grease guns, grease pumps and dispensing devices. The kit includes: LX-1205: Grease Hose 12" with Spring; LX-1400: Standard Grease Coupler; LX-1404: 90 degree Grease Coupler; LX-1406: 360 degree Swivel Grease Coupler; LX-1407: Right Angled Grease Coupler; LX-1409: 4-1/2" Push-Type Adapter; LX-1410: Needle Nose Adapter 3/4"; LX-1411: Needle Nose Adapter 1-1/2"; LX-1412: Needle Nose Adapter 7"; LX-1416: S.S. Grease Injector Needle; and LX-1418: Seal Off Adapter with Rubber Tip.

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SELF-LATCHING DX QUICK RELEASE DRAWER PULLS

The **Extreme Tools DX Series 72" 17 Drawer Roller Cabinet**, No. DX722117RC, features two extra-long drawers and patent-pending, self-latching DX Quick Release drawer pulls. With ball bearing slides load rated to 100 to 200 lbs per drawer (double slides) and exclusive mag wheel casters, this cabinet is designed to be fully loaded. This unit is designed to offer the user plenty of space at an affordable price and durable quality.

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FEATURES PATENTED SILENCING TECHNOLOGY

The **AIRCAT 2.3 HP 5" Heavy Duty Angle Grinder**, No. 6380, features a 2.3 HP motor, patented "silencing technology" and a spindle lock feature. This tool offers 12,000 rpm with a governed motor to help prevent over-speeding. Other notable features include a spindle lock feature designed to eliminate the need for multiple wrenches for quick and convenient wheel changes; rotational rear exhaust with internal silencing to reduce the noise level to 87 dBA; vibration damped side assist handle for improved operator comfort; and a light unit weight of 3.97 lbs.

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FOR LIFTING AND PRYING APPLICATIONS

The **Mayhew Dominator 3-pc Curved Pry Bar Set**, No. 14071BL, includes three Dominator pry bars in 12", 17" and 25" length. The pry bars are ideal for lifting and prying applications, such as oil pans, bearings, axles, fuel injectors and more. These pry bars are made in the U.S.A. and backed by a lifetime warranty. These tools feature a hardened and tempered alloy steel shaft that runs from the cutting edge through the handle to deliver durability and prying power; a capped end for striking without damage to the handle; and a black oxide finish that helps prevent corrosion.

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VehicleServicePros.com



MEDIUM AND HEAVY DUTY

The **TEXA Quick Service Diagnostic Service Tool**, available exclusively from Cutting Edge Automotive Solutions, is a diagnostic service tool for medium and heavy duty vehicles. Quick service combines the vehicle coverage and dependability of TEXA diagnostics at an affordable price point. This tool is designed specifically for maintenance driven shops that do not require the advanced features of IDC5, but still need to perform functions such as forced regen, emissions and maintenance resets, injector switch off and fan tests.

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SNEAK PEEK

FEATURES 260-LB CAPACITY BALL BEARING SLIDES

The **Cornwell Quality Tools Platinum Series Toolbox** is available in an 84" double bank cabinet. The toolbox features cage frame construction with six 6" by 2" spring-loaded heavy duty casters for maximum support. The drawers are supported by 260-lb capacity ball bearing slides, and larger drawers have double slides to ensure optimal conditions under load conditions up to 450 lbs. Each drawer features a 4mm thick non-slip liner and a full-length, polished drawer pull with decorative end caps. Electric power strips, each with five standard outlets and two USB outlets: one positioned inside a larger drawer with storage capacity for battery powered tools, and a repositionable stainless steel housing power strip unit at the back of the cabinet's work surface. The top of the cabinet includes a heavy duty stainless steel work surface. Additional features include an electronic locking system, extruded vertical trim and tubular end handles polished to match the drawer pulls.

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FOR USE ON CHRYSLER, DODGE, JEEP, FIAT AND ALFA ROMEO VEHICLES

The **Autel Chrysler 12+8 OBD-II Connector Cable** is designed for use on Chrysler, Dodge, Jeep, Fiat and Alfa Romeo vehicles. This cable offers the following features: read and clear codes; perform active tests; view generic and manufacturer live data; perform TPMS OBD-II relearn; coding and adaptations with MaxiSYS Tablet Tools MS906BT+; and perform ADAS calibrations (requires MaxiSYS ADAS software). This connector cable is compatible with all MaxiSYS tablet tools MS906BT and up, the company says.

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PIVOTING BOTTOM JAW FOR IMPROVED GRIP

The **KNIPLEX Tools Gripping Pliers Series** is designed to offer a heavy duty design and extensive gripping abilities. The series includes the following: 10" Universal Gripping Pliers, which feature a pivoting bottom jaw designed to automatically adjust to any workpiece; 8" Long-Nose Gripping Pliers, which feature narrow, long jaws that are 1/4" in width; and 11" Welding Gripping Pliers that feature moveable jaws with clamps for sections with high ridges up to 1-1/2". All the pliers offer a heavy duty design with a release lever and one-handed operation of easy use. The pliers are made from high-strength rolled steel, and the gripping jaws are forged from chrome vanadium electric steel.

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Reverse Lever

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DOWN!!

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PROVIDES UP TO 35 HOURS OF HEAT

The **Makita 18V LXT Cordless Heated Jacket** uses Makita 18V LXT and 18V Compact Li-ion batteries to deliver up to 35 hours of heat (with 6.0Ah battery, sold separately). This jacket features a convenient on-board USB power port to keep portable electronics charged. The heated jacket offers three heat settings to adjust to changing weather conditions, and five core heat zones (left chest, right chest, back and both pockets) for optimal heat distribution. The jacket offers a polyester shell for improved wind and water resistance, stretchy side panels for extra mobility and a soft fleece interior for extra warmth. The adjustable cuffs have a hook and loop closure for convenience and comfort to provide a better fit.

Enter #58 at "e-inquiry" on VehicleServicePros.com



GRIP ROUNDED SHAPE EASILY

The **GEARWRENCH Bolt Biter Extraction Sockets** have tapered internal flutes of incrementally-sized sockets that fit snugly over stripped or corroded fasteners, gripping even rounded shapes to turn and remove the item. These sockets are easy to place onto the rounded fastener, with no hammering needed. The fastener is not destroyed during the removal process and can be reinstalled by the same socket if the fastener is a non-standard part. These sockets are designed to offer up to 10 times the usable life of cutting-type extraction sockets, the company says. These sockets can be used with both hand and power tools. They incorporate a square drive with a hex outer shape for easy use with an impact gun, wrench or pliers. These sockets are available individually, or in 8-pc, 15-pc or 28-pc sets.

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COLLAPSIBLE DESIGN FITS INTO POCKETS

The **Milwaukee USB Rechargeable Rover Pivoting Flood Light** offers a 550-lm output of Trueview high definition light. Designed for functionality and versatility, this light features a 210-degree pivoting head and a wide magnetic base so it can sit, stick or hang anywhere and cast a wide amount of light. Its collapsible design fits into pockets, and a built-in carabiner allows users to clip it to tool organizers or straps for easy transport. This light offers three output modes: flood high, flood medium and flood low, which provides up to an 11.5-hr run-time on a single charge. The light's body and lens are impact and chemical-resistant, and IP54 rated to protect against weather and dust.

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BY ALAN SIPE

CONTRIBUTING EDITOR

Alan W. Sipe has spent the last 42 years in the basic hand tool industry including positions as president of KNIPEX Tools North America, senior vice president of sales and marketing at Klein Tools, manager of special markets at Stanley Tools and sales manager at toolbox manufacturer Waterloo Industries. Currently, Sipe is the owner of Toolbox Sales and Consulting, a company specializing in sales strategy, structure, development and training. Sipe can be reached at alansipe@gmail.com or 847-910-1063.

Make your sale “Law and Order” style

Sometimes the secret to a purchase is all in the questions you ask leading up to the sale.

You are now a witness in a criminal court case; and yes, I watch too much “Law and Order.” Imagine for a moment if you were in the hot seat, and this was the exchange:

District Attorney: “Where were you on the night of March 22?”

You: “I was at Moe’s Tavern.”

District Attorney: “What time did you arrive and what time did you leave?”

You: “I finished my sales day, restocked my mobile store, went to Moe’s at about 7:00 PM and left around 10:00 PM.”

District Attorney: “Did you see the accused, Mr. Wrench, there?”

You: “Yes. Wrench was there.”

What the DA is doing when he is asking you to answer his simple, pointed questions is called “trial closing”. Get it? The DA is getting you to commit to facts that, step-by-step and fact by fact, build a case against the accused – or in this case, Mr. Wrench.

So what does this have to do with selling tools and equipment?

When presenting any product, it is extremely important to get the prospect’s buy-in on at least each of the main benefits, and especially the top features, that you think are important to this particular prospect.

Here are two scenarios to think about. Which one most resembles your style of sales?

THE SCENARIO

You: “Our new storage system has many great features. This system features 16-gauge drawers, each with auto-close; 18-gauge side and top panels, tip-over protection, 8”-polypropylene wheels, three-point contact locks, three USB and three electrical outlets, six available colors, 22 drawer configurations, a double lock personal item drawer and it will hold 1,000 lbs of tools.”

You: “Is this the storage system for you?”

Prospect: “No, it’s not for me.”

You: “Gee, I’m sorry to hear that. What is it you don’t like?”

Prospect: “There seem to be a number of things I don’t understand or that just don’t work for me.”

SCENARIO 2

You: “Our new storage system has many great features. It has heavy duty 16-gauge steel drawers to carry very heavy loads. It also has heavier duty 18-gauge side and top panels.”

You: “I think you’ll agree that the heavy gauge steel in your new storage system will really stand up to your needs, don’t you?”

Prospect: “Yes, it seems heavy duty enough for me.”

Or

Prospect: “I don’t know. How do those gauges compare to the competition?”

In the second example, the phrase “don’t you” is a trial-close. By staying quiet until your prospect answers this question, you will get either their agreement that this is a good feature/benefit, or you will get their question/objection. When you get their agreement you can move on to the next feature. If they have an objection you can handle it right then and there.

You must do your best to get their agreement that this product is made of great heavy duty materials before you move on. If they will not agree, be aware that this topic could be a stumbling point later on.

There are many ways to trial-close, and there is no need to sound like the annoying pushy proverbial used car salesman. What you should consider doing is bringing the trial-close home to the prospect. Make the trial-close personal and specifically about them. Use terms like “yours,” “you’ll” and “you.”

You: “This storage system comes with three USB ports and three electrical outlets. It will be nice for you to keep your phone and your power tool batteries charged at all times, won’t it?”

You: “We offer six stock colors for your new storage system. Your old small box is red. Do you want to stick with that color or go with the green color you said you liked?”

When you trial-close your way through a presentation and receive mostly positive agreements for the major benefits, it makes the final close much easier and much more logical for the prospect to



understand and agree to.

You: “So Mr. Prospect, we have gone through all the major benefits of our new storage system, and you agreed that you liked them, especially the (pick any two or three features) heavy gauge steel, the USB ports and the color choices. Which color should I put on your order, red or green?”

First you reminded them that they like your product benefits, and then you gave them a choice. This is the old “yes or yes close”.

You: “As you thought about the important features and benefits of our new storage system you really liked them all, especially the strength of the drawers with their 1,000-lb capacity. Let’s get on the computer and design the perfect system for you...okay?”

Again, you first reminded the prospect and highlighted an important benefit he liked, then you invited him to join in the design of his system. This is the prospect engagement close.

SOME SIDE THOUGHTS FOR SUCCESSFUL SELLING

Don’t make a mountain out of a mole hill.

In the first scenario above, the prospect asked about the gauge of

the competitor’s systems. Don’t over-answer the question, since often it is a simple throw-away remark and not a deal-killing problem. Your first response should be quick and simple: “We checked out all the competitors and our total package is stronger than industry standards. Okay?” Oftentimes this will suffice, and the prospect will be happy.

If he brings this up some more, and especially a particular competitor’s, system it tells you several things: that this is really important to him, it could be a deal-killer, and he is also looking at buying a system from someone else. So give him the gauges of your product again and if you’ve done your competitive homework, tell him specifically about the competition.

Don’t assume your prospect knows the product jargon.

Product managers and marketing managers work very hard to develop new products with new catchphrases, such as: Supports domestic, Asian and European vehicles (1996 and newer OBD-II compliant); Dedicated SMX-Embedded Operating System; Enhanced and Expanded OBD-I Coverage; Exclusive Fast-Track Guided

Component Tests. These are all excellent phrases and help set your product apart from the competition. But, do not assume your prospect automatically knows what they mean. As you know, people are not usually open to admitting they don’t understand something. When you present the Dedicated SMX-Embedded Operating System feature, be sure you explain exactly what that is and how it will help your prospect.

If you do not get the order today, be sure you do a little reselling the next time you bring up this product:

“The other day when we were talking about a new storage system for you, you really liked the following features and benefits (again pick out two or three to highlight). Since then, the sales of this new line have really taken off and I want to be sure you get your order in before the factory gets backed up. So, which color will you pick? Red or green?”

This is a combination of the “get on the bandwagon” and “the yes and yes close” strategies.

Do you have any thoughts on these ideas, positive or negative? Drop us a line; we love to hear from you. alan-sipe@gmail.com.

Now... GO SELL SOMETHING! 

BOSCH

ADS 325 and 625 Scan Tools

These scan tools allow technicians to diagnose, research and repair vehicles in one solution, the company says.



ORIGIN

These scan tools were designed and tested by technicians, with technicians in mind, to make diagnosing complex vehicle issues easier.

STORAGE AND DISPLAY

The 325 package includes: ADS 325 tablet; AC power adapter; and OBD-II cable with light and voltmeter. The 625 package includes: ADS 625 tablet scan tool; wireless J2534 compliant VCI; OBD-II cable with light and voltmeter; AC power adapter; and docking and charging station.

FEATURES AND BENEFITS

- **Easy-to-use interface helps save technicians time.**
- Offers coverage for Domestic, Asian and European brands with one subscription.
- Easy-to-use software and diagnostic workflows for fast navigation and improved efficiency.
- Built-in Wi-Fi and Firefox for open browsing.
- Runs on Android 5.0 with a 64GB SSD for fast processing, printing and file sharing.

MANUFACTURING SPECS

This tool is made in the U.S.A. with globally sourced components.

The **BOSCH ADS 325 and 625 Scan Tools** allow technicians to diagnose, research and repair vehicles in one solution. The easy-to use interface offers coverage for Domestic, Asian and European brands with one subscription. Users can Auto ID CAN vehicles, read/clear DTC types from all controllers, view data PIDs, perform bidirectional controls, calibrations, resets and relearns. The 625 offers the same features as the company's 325, and adds full color OE system wiring diagrams for vehicles 1986 and newer; wireless VCI; J2534 pass-thru VCI for OE programming capabilities; large 10" ultra-crisp high-resolution display; dual 5MP front and rear cameras; HDMI output for extended display; and docking and charging station. Exclusive Repair-Source database includes OE service and repair info on the diagnostic tool, instead of a separate computer, and is included with the annual diagnostics subscription. The exclusive database also gives technicians wiring diagrams, component locations, DTC troubleshooting workflows, repair procedures, maintenance schedules, TSBs, labor times and more.

SELLING POINTS

- Perform system scans, display data stream, special tests and more.
- Designed and tested by technicians, with technicians in mind, to diagnose complex vehicle issues for passenger cars and trucks.
- Comes equipped with on-tool and online repair information, including confirmed fixes, maintenance procedures, component locations and key programming.
- Offers everything techs need to diagnose, research and repair vehicles in one solution.



To watch a video demonstration of this product, visit:
VehicleServicePros.com/21035492

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SUGGESTED RETAIL PRICE

Contact BOSCH for details.



FOR MORE INFORMATION

boschdiagnostics.com
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MILWAUKEE

M18 FUEL 7" Variable Speed Polisher

The Milwaukee M18 FUEL 7" Variable Speed Polisher is designed for cutting, polishing and finishing for automotive detailing work.

The **Milwaukee Tool M18 FUEL 7" Variable Speed Polisher**, No. 2738-22, provides users with nearly 2,200 rpm. With an ergonomic design for speed control, balance and weight, the polisher is designed to distribute more of its weight over the pad, providing natural pressure on the surface area, and be more comfort to the user. The 4.9-lb, 19.8" long polisher offers a variable speed dial and trigger and a lock-on/lock-off feature. The RedLithium XC5.0 battery provides portability, and on a full charge, the M18 FUEL 7" Variable Speed Polisher can complete a full-size car.



Enough battery life to complete a full-size car on one charge.

SELLING POINTS

- World's first cordless rotary polisher with the power to polish a full-size car on one charge, according to the company.
- Lightweight - up to 1 lb lighter than corded competitors.
- Variable speed dial allows for a maximum speed from 800 to 2,200 rpm.
- This tool is ergonomically balanced for improved control.
- Enough battery life to complete a full-size car on one charge.

FEATURES AND BENEFITS

- Can remove heavy defects and scratches with no loss of rpm, the company says.
- Powerstate Brushless Motor provides 2,200 rpm for the power and speed to handle heavy applications. CPT Constant Power Technology maintains cut speed.
- **Majority of the tool weight is over the polishing pad for improved control in hard-to-reach areas. The variable speed dial and trigger and lock-on/lock-off functionality allows for additional control.**
- REDLITHIUM XC5.0 battery can complete a full-size car on one full charge. When accompanied by a Rapid Charger, users will be able to charge an entire XC5.0 battery up to 40 percent faster, the company says.

APPLICATION

The Milwaukee M18 FUEL 7" Variable Speed Polisher is designed for cutting, polishing and finishing for automotive detailing work.

ORIGIN

Milwaukee developed the M18 FUEL 7" Variable Speed Polisher to provide a cordless option with the power to complete large polishing projects. Corded options drag along the side of the car, creating more scratches and acting as a distraction that can kill productivity.

MANUFACTURING SPECS

This tool is researched, developed and engineered in U.S.A. Made in China.

STORAGE AND DISPLAY

This item is shipped in a gift box (available in bare tool and kit configurations). Master packs are also available. A bare tool master pack has four units; a kit master pack has two units.

\$ SUGGESTED RETAIL PRICE
\$499

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milwaukeetool.com
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To watch a video demonstration of this product, visit:
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VEHICLESERVICEPROS
INC.

INGERSOLL RAND

IQV20 Series W7152

1/2" Impact Wrench

Technicians can use the W7152 1/2" Impact Wrench to loosen and tighten a variety of fasteners.

APPLICATION

Technicians can use the W7152 1/2" Impact Wrench to loosen and tighten a variety of fasteners.

ORIGIN

Ingersoll Rand developed this impact to help technicians increase visibility and access while in the shop and under the hood. This tool is available with a 2" extended anvil for use on tires and hard-to-access applications.

FEATURES AND BENEFITS

- Max power delivers up to 1,000 ft-lbs of max torque when tightening bolts on engine transmissions, control arms or brake calipers.
- Half power is equivalent to a 3/8" impact wrench — it is optimized for use with torque sticks, extensions and adapters for applications such as changing tires, suspension bolts, subframe bolts and exhaust work.
- Wrench tight allows technicians to pre-tighten bolts to 35 to 110 ft-lbs of torque. In this setting, the tool automatically shuts off so bolts are not over-torqued.
- The hand tight setting turns slowly, creating a snug fit to start a lug bolt to hold a wheel in place. When the tool reaches the point of impact, it shuts off to avoid over-torqued fasteners.

SELLING POINTS

- Offers 1,500 ft-lbs of nut-busting torque, 1,000 ft-lbs of max torque and four settings to maximize efficiency.
- This tool is 8.1" long, and the short length helps technicians maneuver in hard-to-reach areas.
- Features a 360-degree shadowless task light for improved visibility.
- **The tool has patented steel reinforced frame and an optimized internal mechanism to provide power without adding extra weight to the tool.**

MANUFACTURING SPECS

This tool features a chemical-resistant housing, 1/2" square drive with four power control settings and a 20V battery compatible with the company's IQV20 series battery system. Each setting operates at maximum reverse torque so technicians don't need to switch settings to remove a stubborn fastener. The tool is equipped with a COB LED task light that provides a 360-degree ring of light to the area that needs servicing.

STORAGE AND DISPLAY

The W7152 is available in several configurations. The most popular kit, the W7152-K22, includes the W7152 bare tool, two batteries, one 12/20V Universal Charger and a tool bag. Ingersoll Rand recommends carrying three tools on the truck — "One to show and two to go," the company says. The product comes in an individual box that features the product photo, model number and key features and is ready for display.

The **Ingersoll Rand IQV20 Series W7152 1/2" Impact Wrench** is the most powerful cordless impact wrench in its class, according to the company. It delivers 1,500 ft-lbs of nut-busting torque and 1,000 ft-lbs of max torque. The W7152 is available with a 2" extended anvil for use on tires. The tool is 8.1" long from tip to tail. It has four power and control settings that operate at max reverse torque to remove stubborn fasteners. It is ideal for vehicle service work on transmissions, suspensions, control arms and struts.



To watch a video demonstration of this product, visit:
VehicleServicePros.com/21069866

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SUGGESTED RETAIL PRICE

\$515 - \$832



FOR MORE INFORMATION

www.irtools.com
Ingersoll Rand Customer Service
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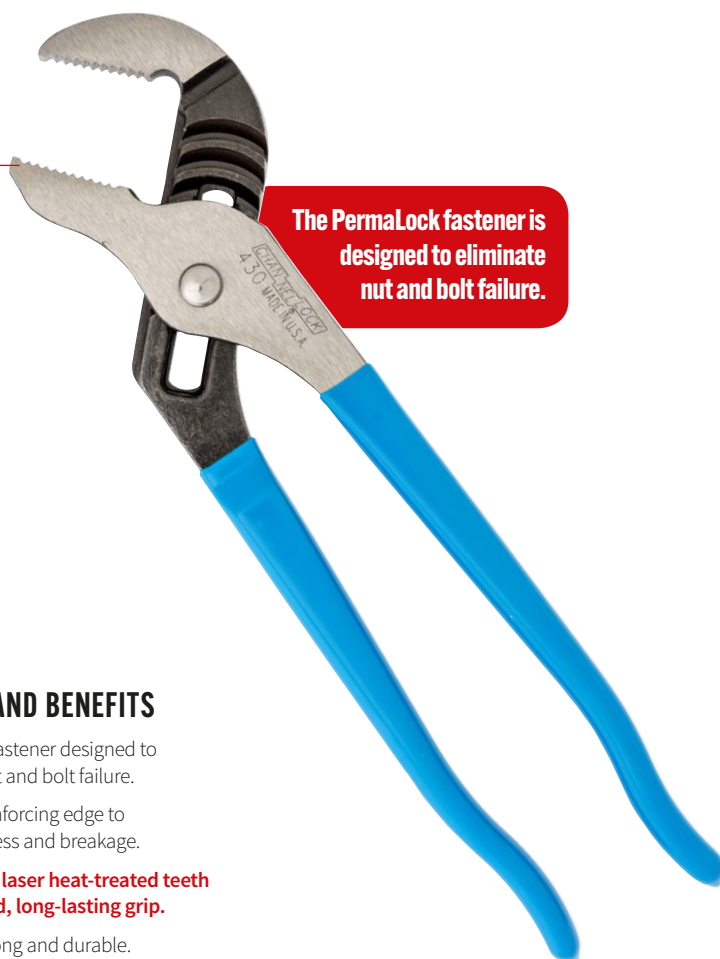
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CHANNELLOCK

430 10" Straight Jaw Tongue and Groove Pliers

These pliers offer seven adjustments to provide versatility and adjustability for the technician.

The **Channellock 430 10" Straight Jaw Tongue and Groove Pliers**, No. 430, is built to last with a PermaLock fastener designed to eliminate nut and bolt failure, patented reinforcing edge to minimize stress breakage and right angle, laser heat-treated teeth to provide an improved, longer lasting grip. These pliers are versatile, durable, strong and made in the U.S.A.



The PermaLock fastener is designed to eliminate nut and bolt failure.

FEATURES AND BENEFITS

- PermaLock fastener designed to eliminate nut and bolt failure.
- Patented reinforcing edge to minimize stress and breakage.
- **Right angle, laser heat-treated teeth for improved, long-lasting grip.**
- Versatile, strong and durable.

APPLICATION

These pliers are designed for professional automotive, home and garage needs. The tool offers seven adjustments to provide versatility and adjustability for the technician.

SELLING POINTS

- Undercut channels: Undercut tongue and groove offers a no-slip design.
- Teeth are heat-treated to improve grip and offer longer life.
- Made in the U.S.A. with high carbon steel for improved job performance and specially coated for rust prevention.
- Seven adjustments for versatility and adjustability.

MANUFACTURING SPECS

This product is made in the U.S.A. at Channellock's Meadville, Pennsylvania, manufacturing facility. This tool weighs about 1.2 lbs and has a jaw length of 1.38" with seven adjustments. The jaw capacity is 2".

STORAGE AND DISPLAY

This product ships one unit per package.

\$ SUGGESTED RETAIL PRICE
\$21.69

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DRIVING SALES

Collision Repair Tools



DUAL-VOLTAGE AND SPOOL-GUN CAPABLE

The **Firepower MST 220i Multi-Process Welding Machine**, No. 1444-0872, comes complete with all the necessary MIG and Stick components to give users the ability to weld immediately, right out of the box, according to the company. The MST 220i features MIG, Stick and TIG processes in a unit that weighs 57 lbs. The unit can gas and flux-core MIG weld up to 3/8" plate with a single pass. This product includes a quick start guide that walks users through the machine setup. The MST 220i is dual-voltage capable using either 115 or 208/230V and has a maximum output of 210 amps. It is also spool-gun capable for aluminum MIG welding. This unit has a three-year warranty.

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Collision Repair Tools

From dent removal tools to welders, check out these new and stockable tools for collision repair technicians.

ACCESS DIFFICULT- TO-REACH AREAS

The **MONTI Die Blaster** features an angled head design and provides a solution to accessing difficult-to-reach areas. The Die Blaster pneumatic incorporates a patented Accelerator Bar, multiplying four times the impact force of the bristles on the 11mm wide belt to ensure easy removal of rust, paint and protective coatings, leaving a clean and textured (as blasted) surface, ideal for the adhesion of a new coating application. It is meant to be a solution for hard-to-reach areas on bodywork and mechanical applications. The company also offers six different Die Blaster belts to choose from in carbon steel and stainless steel materials.

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OFFERS HIGH PRECISION LINEAR MOTOR

The **Dent Fix Equipment AluArc Aluminum Repair Station**, No. DF-900ARC, is a drawn arc-welding unit developed specifically for thin aluminum car body panels. The gun is equipped with a high precision linear motor with a digital control, which provides refined synergies. According to the company, drawn arc-welding offers several advantages over capacitor discharge technology, including deep repair capabilities, reduction in post repair preparation, no impact on the reverse side of the panel and more. An intuitive, functional digital interface provides two welding modes: Synergic Mode factory pre-established programs, and manual mode, which provides personalized settings. The kit comes with a five-year warranty and includes an automatic gun with two ground electrodes, aluminum keys, consumables box and lifting rod.

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LOCK TARGET SURFACE TEMPERATURE

The **Master Appliance Proheat STC Dual Mode**

Heat Gun, No. PH-1610, combines STC surface temperature control technology with standard electronic heat gun capabilities. This heat gun offers the STC mode and the standard mode. The STC mode speeds up the heating process, allows locking of the target surface temperature and airflow settings and more. The standard mode provides dial-in temperatures from 170-degrees F to 1,000-degrees F, airflow from 4 cfm to 16 cfm, allows locking temperature and airflow settings for supervisory control and much more.

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FOR HOLDING BROKEN PLASTIC PARTS TOGETHER

The **Polyvance Hot Spot Cordless Plastic Stapler**, No. 6204, is ideal for holding broken plastic parts together so technicians can perform a permanent repair. The tool is small, lightweight and easy to maneuver in tight spaces. To operate, insert a staple into the brass contacts, then press the button to heat the staple. The hot staple is then pressed into the plastic about half-way. Then release the button to cool the staple off, hold the stapler in place while the plastic hardens, then pull the stapler away to leave the staple in place. This tool comes packaged in a durable carrying case and includes 100 each of five kinds of staples in an organizer box. The kit includes a 5V charger with micro USB plug. The stapler battery has been tested to perform 150 uses between charges.

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CONNECTS TO SLIDE HAMMER FOR "TOUCH & PULL" OPERATION

The **H&S Autoshot Dual Aluminum & Steel Dent Pull System**, UNI-9802, is a dual pulling system for aluminum and steel panels with improved output power and digital control for ease of use and quick repairs. This system operates on 115V common shop power. Insert the aluminum or steel torch, select process and set output power for the type of pull. The system comes with an aluminum CD-gun and steel torch, 4mm and 6mm AL collets and studs, spot tips for studs, tabs, rivets or wire and connects directly to a slide-hammer for "Touch & Pull" operation with exclusive weld-tips.

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COMBINES MEASUREMENT AND ALIGNMENT

The **Chief Meridian Alignment System** can measure and document collision damage, monitor repairs in real-time and perform full wheel alignments. The Meridian offers a live mapping system featuring a Galileo laser scanner, allowing techs to measure up to 45 individual points at the same time on a vehicle mounted on a frame rack or bench for quick estimating. This system is compatible with most lifts and frame racks, the company says. Combining measurement with alignment can help improve customer satisfaction by providing a one-stop service that streamlines communication on repair needs and timing.

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DRIVING SALES

Collision Repair Tools

OFFERS DYNAMIC ADJUSTMENT TRACKING

The **Bee Line OM8000 Optical Frame Correction System** uses a single camera to capture the initial conditions of a damaged frame, allowing the operator to determine what corrective measures need to be taken. The system offers accurate initial condition reporting, dynamic tracking of adjustments and final condition reporting relative to appropriate specification allowances.

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USES HVAC INDUSTRIAL RELAY SWITCHES

The **Killer Tools Dent Removal Machine**, No. ART38, is designed to be up to five times faster than pin welders. This 110V system does not use circuit boards. Instead, it uses HVAC industrial relay switches designed for thousands of safe operations. The Dent Removal Machine is available in 110V or 120V sizes, includes a five-year warranty and is made in the U.S.A.

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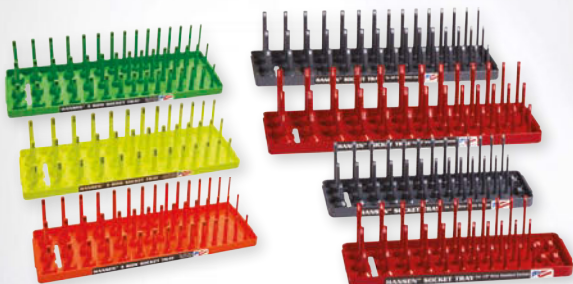


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The **Portasol Plastic Welding Kit**, No. PP75, is designed to repair plastic parts including bumper covers, mirror housings, cup holders and more. The cordless soldering iron is portable and easy to use, and the ultrasonically welded gas tank helps provide a safe, reliable butane torch. Heat is transferred through direct contact, allowing users to weld next to heat-sensitive components without damaging or destroying them. The complete kit includes: cordless soldering iron, plastic welding tip, Allen key, cleaning piston, reinforcement grid, instruction and five different 5cm by 20 cm welding rods (Black PE, Ps, PP, ABS and white ABS).

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DURABLE, ERGONOMIC HANDLE WITH RUBBER OVERMOLDING

The **Miller Electric MDX Series MIG Guns** are designed with operator comfort in mind. These MIG guns feature a durable and ergonomic handle with a rubber overmolding for improved grip, while the addition of a ball and socket handle swivel reduces fatigue. The series includes three models: MDX-100, MDX-250 and MDX-250 EZ-Select. These guns are all compatible with Miller AccuLock MDX Series consumables, and the MDX-250 and MDX-250 EZ-Select guns are also compatible with Bernard AccuLock S consumables.

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BY DAVID BRIERLEY,
MANAGING EDITOR

920-563-1622

David@VehicleServicePros.com

A helping hand

Florida-based independent distributor Bruce McIntyre had help from a friend starting out, and he continues to pay that good fortune forward.



Bruce McIntyre was working in the paint and body business at a shop that serviced high-end cars when he decided to become his own boss. He wanted to run his own business, and being a tool distributor seemed like the right path, but he didn't quite have enough capital to get started.

In stepped McIntyre's tool distributor at the time, Ken DePies, and his son, Paul, who saw success in McIntyre's future. Paul decided to back McIntyre and gave him a running start into the tool business.

McIntyre explains, "Paul called our wholesaler that we were using pretty exclusively then, and said, 'Hey man, give this guy the tools he needs to get his business going, and I'll back him... Don't worry about it. If he doesn't pay the bill, I've got it.'"

Twenty years later McIntyre is still running a successful business in the Brandon, Florida, area, and is still friends with both DePies. The elder DePies founded USA Tools, and that is the name on the side of all three of McIntyre's trucks.

"I'm a part of USA Tools, but I actually own my part of USA Tools," he says.

McIntyre drives one of the trucks once a week to a nearby vo-tech school. The rest of the week he keeps busy going on ride-alongs with his two full-time distributors, dealing with the wholesale companies and managing other aspects of running the business.

Always thankful that someone took a chance on him 20 years ago, McIntyre pays that good fortune forward by helping his distributors. When he brings a new distributor onboard, he rides with them for the first two months teaching them how to sell products, talk to customers and deal with problems.

"I'll give you everything you need to be successful," he tells them.



(Left to right) Adam Chapman, Andy Kitchens and Bruce McIntyre make up this team of three USA Tools trucks.

In addition to properly training his distributors, McIntyre keeps his fleet looking impeccable. "I take great pride in my business," he says, adding that he keeps his trucks well-stocked and looking like new. The trucks are always painted and wrapped, and vacuumed out every night, he says. There is also an expectation that distributors have product set up on display before getting to their stops.

"I want the trucks clean," McIntyre says. "That's part of being successful. It's a combination of a lot of little things, and when you take care of all of those, you become successful."

As he gets closer to retirement age, McIntyre says he's glad to be able to slow down a bit and not have to be on the truck every day of the week.

"If I decide I want to take a half a day off and go play golf or something, I do that," he says. "It's actually a nice mixture for [me]. I'm in a good spot right now."

With a successful business in full operation, McIntyre remains thankful to his friend who took a chance on him. He notes that even after 20 years, whenever he sees Paul he still thanks him for his help in getting the enterprise going.

"Sometimes it takes somebody to have a little faith in you, to take you by the hand and help you," he says. **PD**

What's your story?

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