

Professional Distributor

The Mobile Distribution Network Connection

JUNE 2018
VOL. 26 NO. 5

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AT HOME ON THE ROAD

Independent distributor Jeff Cothren puts on the miles to ensure he's always there for his long-established customer base.

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EXCLUSIVE:
2018 PTEN INNOVATION
AWARDS NOMINEES,
PART 2 **Page 20**

Show Me Your Truck:

Mac Tools' Alfredo Santana shows off his new 22' 2018 Freightliner truck, stocked full of product. **Page 16**

Most Wanted: Most requested tools and equipment from PD's sister publication, *PTEN*. See products from Launch Tech, Mueller-Kueps, Kershaw and more. **Page 18**

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Independent distributor Jeff Cothren puts on the miles to ensure he's always there for his long-established customer base.

EXCLUSIVE

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Scottie Pouncey, his wife, Kelly, and their son and daughter are all involved in the family tool business.

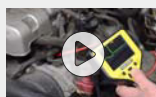
Tech Tip



Refrigerant identification tools are the best line of defense against contaminated refrigerants.

The options range from external handheld units to internal options included in the A/C machine. This article takes a look at the pros and cons of the two types of identifiers available on the market. To read more, visit: VehicleServicePros.com/21003456

Featured Video




The FCAR Tech F506 HD Code Reader Pro is designed for truck repair, fleet management and maintenance staff to have quick and easy access to vehicle electronic control units and all supported sensors. This code reader can read and remove fault codes, analyze live sensor data and save or export into an Excel spreadsheet. To watch the video demonstration, visit: VehicleServicePros.com/21002229

Tool Review



The Florida Pneumatic AIRCAT Pneumatic 1/2" Compact Impact Wrench, No. 1055-TH, weighs 2.75 lbs while offering 500 lb/ft of torque. The Jumbo Hammer mechanism delivers maximum power while increasing reliability, according to the company. To watch the video review, visit: VehicleServicePros.com/20998684

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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

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What's in a truck?

(Besides lots of tools, of course!)

I am always impressed when I step foot onto a mobile tool dealer's truck. As someone who likes to organize things (or fantasize about organizing things) — pare down, group, attack one small project after the next — I am always taken with the efficiency and creativity it takes to make these small quarters yield big results.

When you think of all the traffic that makes its way into and out of your truck in a day ... a week ... a month, all the products coming in and going out, and the hours spent inside, it's no wonder mobile tool dealers want to get their quarters "just right."

So much time, thought and energy goes into positioning the products just right for demo and sale, or installing an extra monitor to play video demos on loop.

We've seen it all over the years: retrofitted busses, brand new Freightliners, a 1986 Ford C-Series conversion (vehicleservicepros.com/20857196) — and all manner of trucks decked out for the holidays.

Last year, we featured independent distributor Bill Lynch's 2007 18' C4500 Chevrolet bus with a Duramax engine, which he purchased for — get ready for this — \$350 at an auction. Lynch stripped the bus, the seats, and built it up from there using 3x4 plywood and felt carpeting. Rather than stop there, he decided to go ahead and build all the shelving and lighting himself, and installed the inverter.

Some distributors, like Lynch, take a personal interest



Mac Tools' Alfredo Santana in this month's Show Me Your Truck.

in every shelf and each fastener. Others oversee the process of a custom build, or simply move right into a new truck. It seems there are distinct benefits to all scenarios.

Have you considered a good spring clean? Or maybe it's time to 'move in' to a new truck. In this issue you'll find plenty of ideas to get your wheels turning (and you can find still more on our website).

Start with Phil Sasso's column 'Redesigning your truck to recharge your sales' on page 38 for some ideas on high impact update options, including layout and display. You may not need to buy a new truck to hit the 'refresh' button. The devil, as they say, is in the details.

On page 16, Mac Tools distributor Alfredo Santana describes the moment he knew he was ready to buy new.

If one thing is true, a mobile's truck is as unique as he or she is. Is your truck an 'old faithful' conversation starter? Is it brand new and lit up with LEDs? Send us a note about your wheels. We'd love to take a look! **PD**

A look back into the archives

To read the story about independent distributor Bill Lynch's built-from-the-ground-up 2007 18' C4500 Chevrolet bus, first published in the April 2017 issue of *Professional Distributor*, visit: VehicleServicePros.com/20853923.

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For a full media gallery of this story and to see more photos of Cothren's truck, visit:
VehicleServicePros.com/21004723

Decatur, Ala.-based independent distributor Jeff Cothren has been in the mobile tool selling business since 1991, becoming an independent in 2001.

At home ON THE ROAD

Independent distributor Jeff Cothren puts on the miles to ensure he's always there for his long-established customer base.

By Sara Scullin, Editor

Decatur, Alabama, independent distributor Jeff Cothren is coming up on 19 years in the mobile tool business, and he wears it well.

Cothren began his career path as an automotive technician. He worked his way up to service manager before relocating to a neighboring shop. At this last location, Cothren was introduced to the “tool guy” who introduced him to the mobile dealer business. After that, Cothren hit the road and never looked back.

The independent life

“[Originally] I wanted to go into business for myself as a mechanic,” says the Alabama distributor.

However, after considering the costs of running a shop, employees, etc., Cothren thought maybe that wasn't the best path for him.

“When my tool guy told me about this opportunity at the time, and I researched the company, I was sold,” he says. “And running [this area] I already knew ... a good three-quarters of the people.”

Does he miss turning a wrench? “Not at all,” Cothren says.

Cothren drove with a franchise for a few years before striking out on his own and establishing USA Tools in 2001. The fact that he already had a rock solid customer base from the get-go didn't hurt.

“The day I started, my district manager did a ridealong with me,” Cothren recalls. “He said ‘I've never seen anybody that knows somebody in every shop.’ So instead of having to introduce myself, I was already there.”

“I started asking the guys what they wanted – name or price,” he says. “They said as long as I sold it they didn't care [what the price was].”

Cothren says he's lived in the Tennessee River Valley all his life. He's had many of the same customers over the years, some of whom are third-generation. To say he's established a good working relationship with these shop owners and technicians would be an understatement.

While making the various stops along his route, the vast majority of customers – maybe 95 percent – come out to meet Cothren on the truck. Cothren knows his customers well and he is well respected. The banter at each stop is familiar and light. Business is handled, and pleasantries are exchanged. ➔

Where in the world is this professional distributor?

Decatur, Alabama, is located in Morgan and Limestone counties in the northern section of the state. Decatur is known as “The River City.” The city's economy is heavily based on manufacturing, cargo transit and high tech industries such as General Electric, 3M and United Launch Alliance.

Source: capq.gov



Jeff Cothren
Decatur, Ala.
Population: 55,072

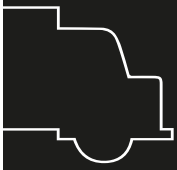
Cothren's Top 5 Tools

1. Milwaukee 2996-23 combo kit
2. Redback Boots series UBBK
3. GearWrench 80550 and 80300 socket sets
4. Monster light 10120R
5. Precision torque wrenches models C3R250F and C2FR100F

DISTRIBUTOR PROFILE



Independent distributor Jeff Cothren of Decatur, Ala., recently upgraded from a 2007 Chevrolet C55 Cab Chassis to a 2017 Freightliner MT55.



Quick route facts

- **Flag:** Independent
- **Established:** 1999
- **Truck:** 2017 Freightliner
- **Route:** Rural/Metropolitan
- **No. of miles per week:** Approximately 700

Stops along the way

Cothren covers a lot of ground – approximately 100 to 110 miles every day – but it’s scenic and easy driving in the valley.

“When I get to where I’m going, I have a pretty condensed route,” he says. “But on ... my Monday and Tuesday route I have a little bit of a drive to get there.”

Cothren is in a different city every day.

His route consists of the small mom and pop shops he’s stuck with over the years, and a couple of plants where he works with the maintenance department. He doesn’t visit too many body shops or dealerships, but Cothren reports heavy duty shops are a growing part of his business.

“This area is really growing,” he says. “I’ve always done well at truck shops. I think, in this area at least, a lot of the tool trucks just pound the automotive guys and leave the truck shops alone. It’s a lot bigger product – you’re getting into a lot bigger sockets, a lot bigger wrenches and things like that, and everything is more expensive.”

On a typical day Cothren will chat more with technicians than shop owners, and talk with shop managers about shop equipment. His strategy is straightforward: “I just go out and talk. Selling tools is the least hard thing about this job. Guys want somebody who’s going to show up. Somebody’s who’s going to stand behind a product and [stock] a good product. If you keep that on the truck and do your job of being there, sales is not a big thing,” Cothren says.

The truck, the merchandise

Cothren is on his fourth truck, a 2017 Freightliner MT55 with a custom decal. He recently upgraded from a 2007 Chevrolet C5500 Cab Chassis.

“It just got to the point where it was going downhill fast,” Cothren says of the C5500. “I don’t think I’ll ever let [my truck] go that long. [From now on] I think I’ll go about every five years and just a keep a new truck moving along.”

Cothren says he wanted more space, ➔

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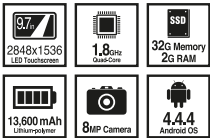
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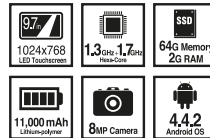
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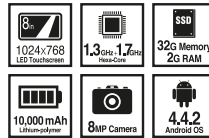
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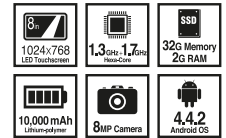
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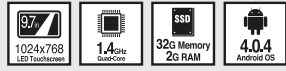


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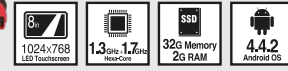
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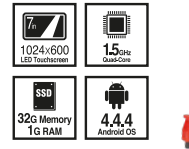
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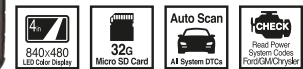
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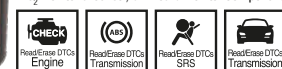
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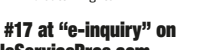
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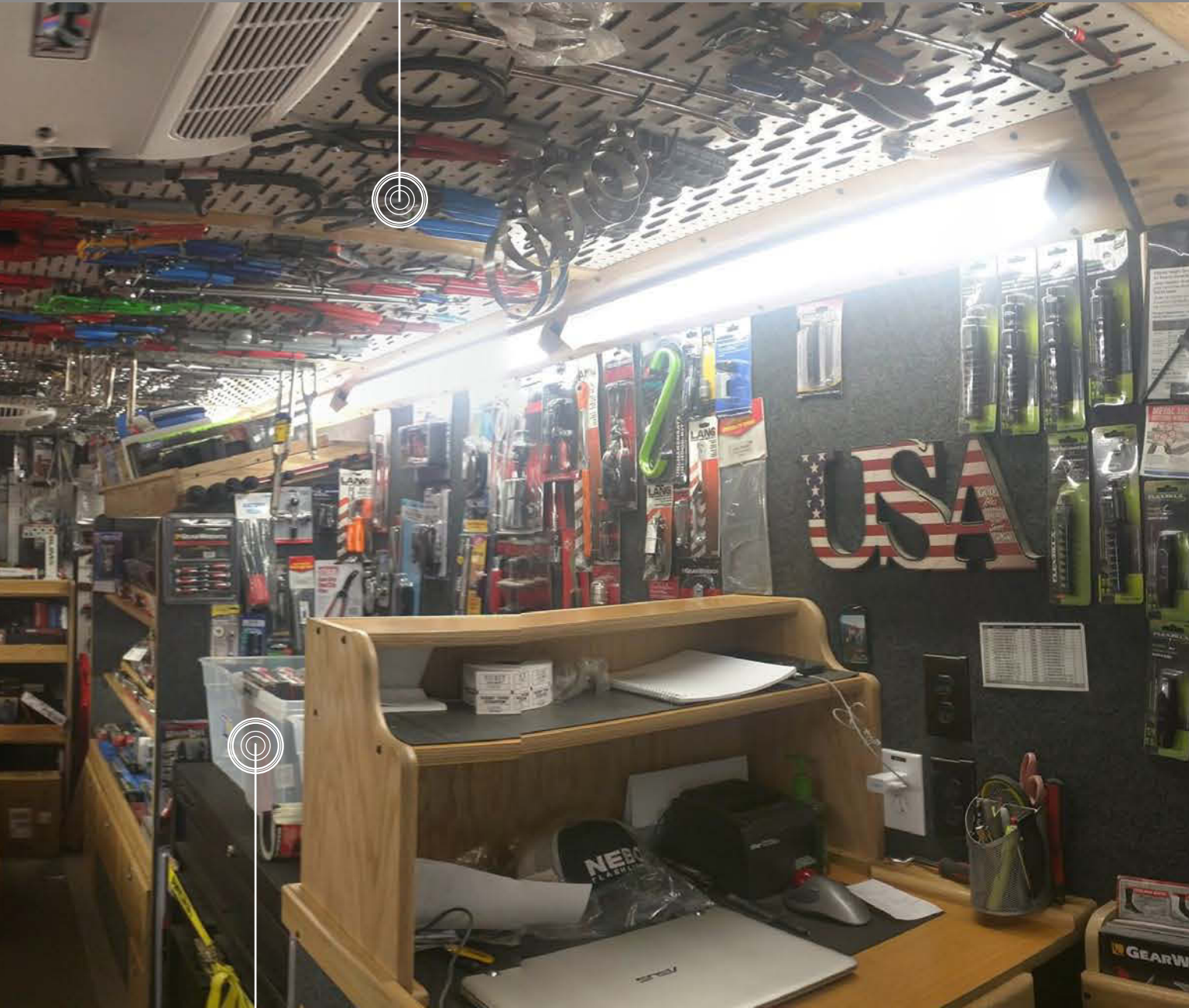
DISTRIBUTOR PROFILE



Independent distributor Jeff Cothren keeps his truck's merchandise neatly grouped and on display.

DISTRIBUTOR PROFILE

Hand and specialty tools are organized on the ceiling.



Cothren uses clear bins directly across from the entrance to stock promotional items "so the guys aren't hunting all over the truck."

DISTRIBUTOR PROFILE

but he also wanted to get away from the cab and chassis and go back to a traditional looking tool truck.

Cothren says the benefits of driving a reliable, well-equipped truck outweigh the pains that eventually come along with moving merchandise from one vehicle to the next.

"It took my fiancée and me less than a day to get it all off the truck, and then four and a half days to put it all back on," he says.

In organizing his new truck, Cothren groups like items together. He says the drawers of his Freightliner work especially well.



Working with ISN

Independent distributor Jeff Cothren of USA Tools talks about the support and opportunities he receives from his current primary warehouse distributor.

"ISN has always been my main supplier; they're the ones who really got me going on the independent side of it," says the Decatur, Alabama mobile tool distributor. Cothren established USA Tools in 2001. "Scott Anchor (at ISN) is my sales guy down there and he does an absolutely fantastic job."

Cothren remembers attending the first ISN tool show eighteen years ago, held at the ISN warehouse. That kick-off show was a close-knit event. Things have changed a bit since then.

"I went to the very first (ISN) tool show back in 2000 in Atlanta; there were probably 50 people there total and they catered in bar-b-que," remembers Cothren. "Now it's this huge [event] - 1500 distributors and [countless tools]."

The warehouse distributor supports Cothren's business with frequent communication on new products and promotions - information that Cothren doesn't let slip by.

"ISN shoots me emails and stuff pretty much every day. They give me a heads-up on what's coming down the line," Cothren says.

"I've got more space than I had before, but I'm still full," he says. "The truck changes all the time."

About two years ago, Cothren began making a point to put promotional items on display, such as smaller items in clearly marked bins.

"It just shows what the promo is and the guys aren't hunting all over the truck," he says.

Cothren attends shows every year to gather information and intel on specific products his customers are eyeing, or to take advantage of sales opportunities that he can bundle together. In addition to managing his own business, Cothren is a GearWrench street team member.

He says the biggest tool trend he's noticing is the move away from air tools and gravitating towards cordless. In addition, scan tools continue to distinguish themselves with new features and benefits, even while decreasing in price. This means scan tools are becoming more affordable for individual technicians.

"I see a lot more individual techs having their own scan tools versus just using the shop tool," he says.

Smart financing

"Being in [the business] so long, I know my guys; I know what they can pay," says Cothren on the subject of financing and collections. "I don't have really high balances. If I've got a guy paying me \$100 a week and he's been doing it and I know him and trust him, I don't really care what his balance is.

"I've listened to all kinds of sales talks at shows about how to ... do turns and everything, and every single person out there is different. So how can you have a set of rules for everybody, when nothing is the same from stop to stop?"

The general rule of thumb on Cothren's truck is a technician needs to be at a job three months before receiving credit. Big sales - scan tools or toolboxes - are considered carefully.

"I've got to really know you," says

Cothren of the pricier buys. "Being an independent, since I don't have any financing, everything comes out of my pocket."

The Alabama distributor says he does not dwell on the very small percentage of skips.

"I tried to take people to court [to collect payments]. It didn't work, and then I [learned] about [a collections agent] in Orlando. He had about an 80 percent collection rate - it's what he does for a living and his specialty is tool trucks. He's done very well by me.

"I have to watch, as everybody does, what they have to lose," Cothren says. "Anything's possible. But I take it with a grain of salt. When that money's gone, it's gone. You've just got to go and sell somebody else something. [I just] move forward and keep going to the next one."

Cothren says he's not one to chase dead money and leave good money behind.

"The skips are so small, and I've been blessed with so many good customers, that it's hard to focus on the bad ones."

Work is its own reward

The days can be long. Cothren averages 15 hours a day, six days a week; but that's 15 hours doing something he loves, and that's no small thing.

"When I first started, my route was very condensed," Cothren says. "I was home every day by 4:30, 5 [PM] and I didn't start until 8 [AM]. I think that's a lot of what new distributors go through versus once you get a customer base up and you're running."

Since starting out, he's taken on a couple of second-shift maintenance shops once a week. The second-shifters don't begin work until 7 PM. So on Thursdays, Cothren begins his route at 5:30 AM and finishes the day with some paperwork well after 9 PM.

"I think in this business, too, it's all in what you put into it," he says. "There's nobody telling me I've got to be here or

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DISTRIBUTOR PROFILE

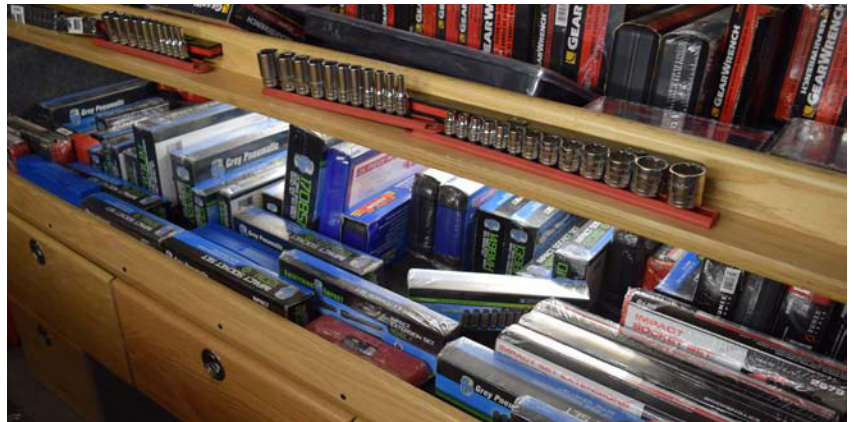
there. I could be home every day by 1 PM if I wanted to. My wallet ain't gonna like it. Friday I get off the route early, but I do end-of-week closeout."

Cothren says he's "never been one to look into having multiple trucks." Still, he is always looking at ways to refine and retool his business.

"Eventually, I want to get to the point where I'm not working 15-hour days," he says. "But this has been a great career; I have loved it. I've made a lot of good friends and a really good living. I don't stress about stuff too much."

He says the best part of the job is simply helping people out.

"When you deal with a credit base [situation], you're helping somebody build a career," he says. "They may not have been financially able to buy everything that they need to do their job in



one lick."

Another upside? "I really like not having a boss," Cothren says.

In a sense, Cothren's business and life travel the same path. His customers and friends are his support, and he returns the favor by offering his dependable services, as well as contributing to

Cothren says the drawers inside his new Freightliner work well for organizing smaller merchandise.

friends' and neighbors' benefits and bar-beque competitions from time to time.

The mobile tool business has been good to Cothren. It is clear he is at home on the road. **PD**



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New A/C tools from the leader in recovery

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- › Filter-driers, which should be replaced after 20-30 hours of use, when changing refrigerants or after a contaminated recovery
- › A/C system oil and oil injectors for high-voltage and 1234yf systems
- › Leak detectors to help find leaks small and large with a sniffer and UV dye
- › Refrigerant identifiers to avoid cross-contamination during service
- › Spare vacuum pump for faster recovery

CONSUMABLES LIKE FILTER-DRIERS AND A/C SYSTEM OIL OFFER MULTIPLE SALES OPPORTUNITIES THROUGHOUT A/C SEASON



Wear it out ... in happiness

This Mac Tools distributor recharged his business thanks to a spacious new truck and some amped up enthusiasm.

By Sara Scullin, Editor

Alfredo Santana has been selling tools in the mobile tool business for 10 years. He was looking for a truck that felt more like a store, and he was ready to take his business to the next level.

"I ... was lured in with the promise of my own business," Santana says. "And instantly I knew there wasn't anything else I would rather do for a living."

Santana's route is located in San Fernando Valley, 25 miles north of Los Angeles. It consists mainly of independent shops which cater to mechanical and collision repairs.

His previous truck, a used 2002 16' MT45 Chassis step van, had tools stacked in closed boxes "with labels on the spines like books in hopes to identify their content, instead of being openly displayed as eye candy," the California distributor says.

The same year one of his friends was taking delivery of a brand new truck, Santana was introduced to Chris McHan of Summit Bodyworks at a convention.

"[At] the following year's convention, I was armed with a check for a down payment," he says. "Among all the shiny tools and in front of a brand new truck destined for someone else, I decided that I needed to have a brand new 22' Freightliner with the comfortable cab, and the huge open display areas to take my hard-working business to another level of success and competition. I must have gone back to that truck that was on display at least five times a day that weekend to bounce off ideas that I liked, things that I would change, and features that would work for me and my style."

Santana's 2018 Freightliner 22' long wide body truck with a Cummins diesel engine was delivered Fourth of July weekend 2017. An L-desk positioned by the cab gives easy access to all customers and allows for tool demos as well as enough space for catalogs.

He uses the additional shelf space on the new truck for display, and extended the right side shelves 3.5". He got rid of the magnetic socket rails to add even more shelf space.

A big feature of the new truck is comfort – for both Santana and his customers.


"At first I was unsure of how it would drive or fit in my route, but you adapt. Sometimes I need to park on the street so shops can go about their work. A cab is very comfortable versus the step van," Santana says.

"I now have an A/C unit for the cab and two for the back," he adds.

Santana strives to provide many more tool options to customers and sell what's on the shelves without having to order tools or dig through stacked shelves. "My ultimate goal is to have an efficient truck with minimal back-stock in my garage, with a wide variety of tools to satisfy my customers' needs," he says.

Purchasing brand new wasn't an easy decision at first, but in this case the leap has proved worthwhile in terms of commitment and sales.

"Originally I had doubts that kept me from deciding whether or not to go ahead with the new investment," Santana says. "I was unsure I would be able to increase my sales with the same customer base on the same route. What did happen was an increased level of commitment and enthusiasm on my part that transferred into my business, and brought my customers to respond."

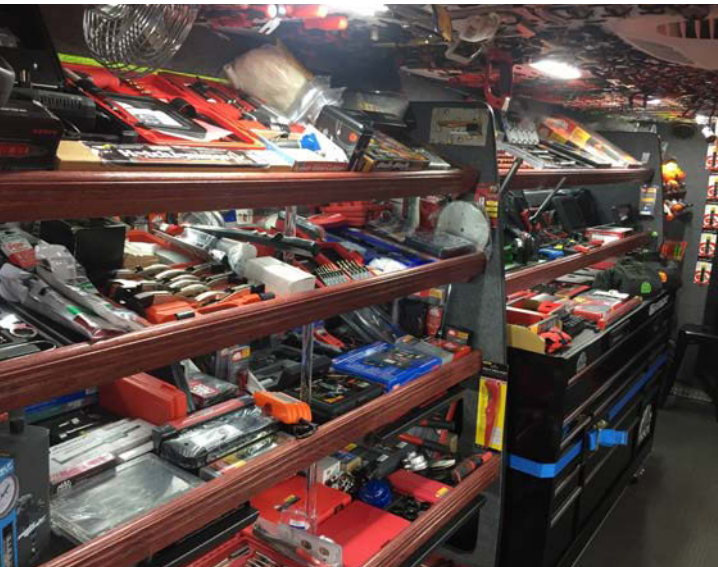
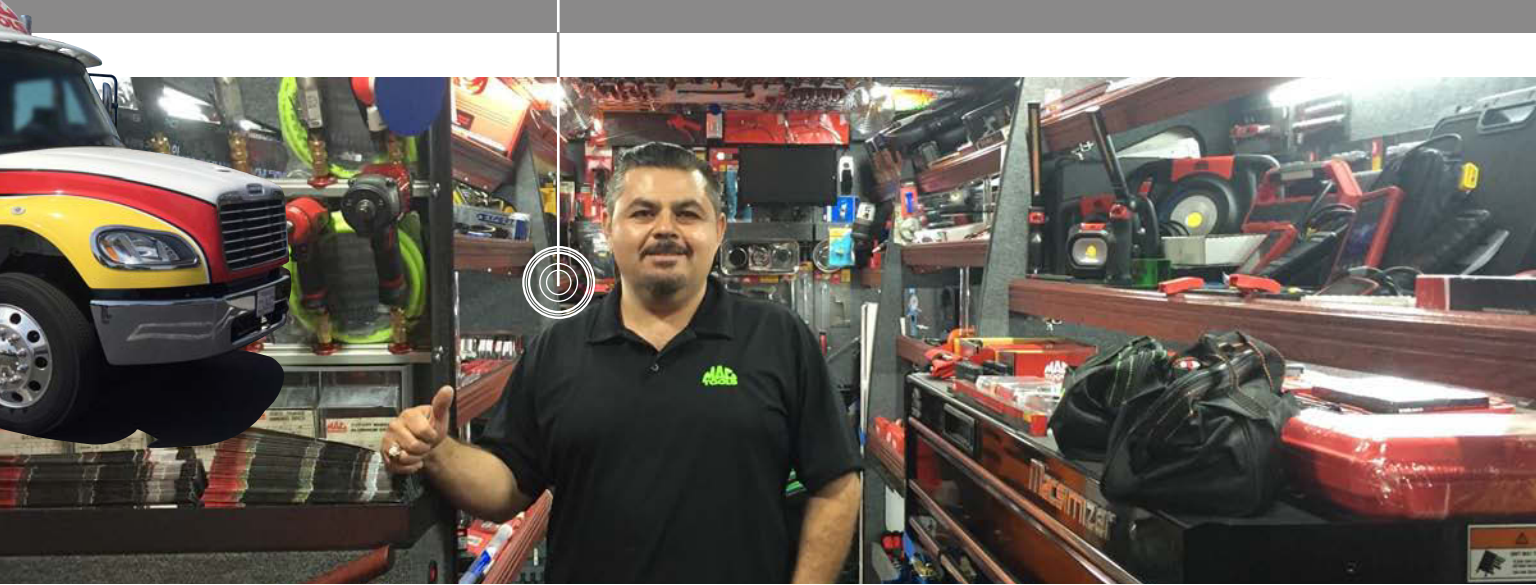
"I have received many compliments," Santana says. "Among them is my favorite, which translates to, 'Congratulations, wear it out in happiness.'" 



To view more photos of Santana's truck,
go to: VehicleServicePros.com/21004347

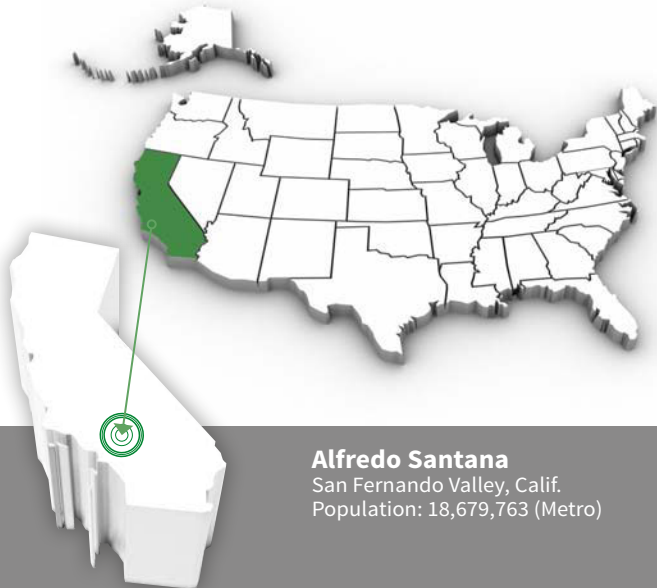
Santana has been in the mobile tool business for 10 years.

SHOW ME YOUR TRUCK



◀ **Left** - Mac Tools dealer Santana can fit two Macsimizer tool boxes with hutches and a cart, or an A/C machine - and sometimes both - inside the truck, thanks to ties on the rear and hooks on the floor.

▲ **Above** - In the new truck, Santana added a compact and efficient air tool rack, a built-in knife display, sunglasses and collectible case, all of which are visible when customers walk into the truck.



Alfredo Santana
San Fernando Valley, Calif.
Population: 18,679,763 (Metro)

▶ **Right** - "My truck has wider shelves and no magnetic rails," Santana says. All available space is utilized - including a hammer display above the work area.



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 for more information.

MOST WANTED

A Locking Lug Master Key Set

The **OEMTOOLS Locking Lug Master Key Set**, No. 24447, is designed to remove locking lug nuts on most aftermarket wheels. This set offers thin wall sockets and extra-long lug keys to help prevent damage or scratching of the wheels and lugs. The double hex-head design fits most lug wrenches, as well as 13/16" and 7/8" sockets. The keys are made of chrome vanadium steel, finished with black oxide and stored in a blow molded case.

Enter #21 at "e-inquiry" on VehicleServicePros.com



A

B Deadline Knife

The **Kershaw Deadline Knife** features a two-toned stainless steel handle with a cold-forged texture for a solid grip. The blade has a gray PVD coating in the grinds and hollows and a satin finish on the flats to provide a distinctive look. The 8Cr13MoV blade is a modified Wharncliffe with a top swedge. A strong frame lock secures the blade open during use. The knife also features a decorative glass-filled nylon backspacer in matte black and a moveable steel filler tab. The pocketclip is designed to fit comfortably into pockets.

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C

B



E

D



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.

E Tie Rod Wrench

The **Mueller-Kueps Tie Rod Wrench** is designed to help users handle rusty tie rods when performing car alignments. This wrench offers the grip to hold onto any round or hex surface from the tie rod, the company says. The wrench has a grip width of 40mm and a grip diameter of 14 to 23mm. There are two handles included: the longer handle provides maximum leverage, while the shorter handle allows users to work in tight spaces.

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F Multipurpose Code Reader

The **Launch Tech Millennium 70 Multipurpose Code Reader** offers a large color display and provides full OBD-II/EODB diagnostic functions, mode 1-10, ABS and SRS system diagnostic functions. The Millennium 70 can read live data streams from ABS, SRS systems and record and replay OBD-II data. This code reader features four color graphs, multi-lingual support and allows users to print data via PC.

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G Ultra-Narrow Swing Arc Ratchets

The **GEARWRENCH 120XP Ultra-Narrow Swing Arc Ratchets** feature 120 positions for every full rotation, allowing them to turn fasteners with a swing arc of as little as three degrees. All 120XP ratchets have a 60-tooth gear that alternately engages the double-stacked pawls to produce the 120 positions and three-degree swing arc. The double-stacked pawls exceed ASME torque performance specifications. The new extra-long handle models have a teardrop-shaped low profile head and flush mounted on/off switch with highly visible on/off markings designed for improved access in tight spaces.

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C AirPro Scan Tool

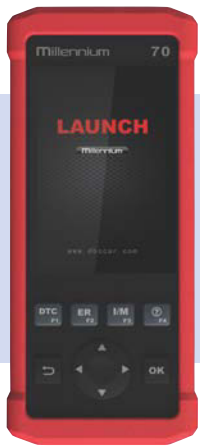
The **AirPro Diagnostics AirPro Scan Tool** uses both OEM and independent proprietary software to wirelessly connect to a shop's existing Wi-Fi or cellular hotspot to help deliver dealership-level pre- and post-repair scanning. The AirPro scan tool connects directly to the vehicle's DLC port. Then, the AirPro ORION Diagnostic Management system can be used to submit scan requests, track and maintain scan reports and request and store related invoices. This remote diagnostics, calibrations and programming tool offers 98 percent coverage for vehicle years 1996-2018, according to the company.

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D 56" H2Pro Roller Cabinet

The **Homak 56" H2Pro Roller Cabinet** offers 6" by 2" roller bearing casters with a 550-lb capacity per caster. This cabinet also offers a high security tubular locking system, full length aluminum drawer pull and replaceable ball-bearing drawer slides. The H2Pro Roller Cabinet is available in black, blue and red.

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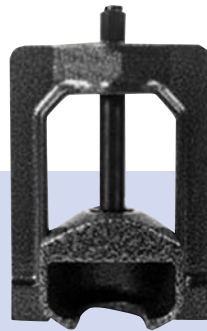
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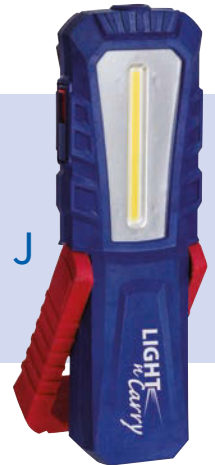
H



G



I



J

H Chain Adjustable Oil Filter Wrench

The **Lumax Chain Adjustable Oil Filter Wrench**, No. LX-1809, is designed to allow for a wide range of filter applications. The cushion grip handle is designed to provide greater comfort and better gripping force. An extra-long chain allows for diameter adjustment. The 1" wide band provides a strong grip and prevents crushed filters. The band is blackened for resistance to rust, oxidation and corrosion, and fits filters from 2-1/2" to 4-1/2".

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I Automotive U-Joint Pullers

The **Cal-Van Tools Automotive U-Joint Pullers**, No. 905, are designed to provide brute strength for disassembling seized U-joints on virtually all cars, light duty trucks and farm machinery. According to the company, these pullers are safer than using a vice and socket or hammering method. This tool can also be used on aluminum drive shafts and will not damage the driveshaft, yoke, joint or bearing cup. The tool works on U-joints with bearing cups from 1" to 1.25" O.D.

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J 500 lm COB LED Worklight

The **Clore Automotive Light-N-Carry 500 lm COB LED Worklight**, No. LNC1341, provides 300 lm output on high and 90 lm on low. The light also offers a 60 lm SMD focus beam function for pinpointing specific trouble spots. This light features multiple lighting functions, dust- and water-resistant housing and a micro-USB charging system. The LNC1341 offers a four-hour run-time on the high setting, a 180-degree swivel handle with magnet mounting and a hang hook. The LNC1341 includes a wall charger with a braided micro-USB charging cord and a Repair Service Coupon. The coupon provides a low, one-time fixed fee repair after the warranty, regardless of the reason for failure.

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

Innovation 2018 AWARDS NOMINEES



Every year, the *PTEN* Innovation Awards feature the newest and most innovative products introduced to the automotive aftermarket. *PTEN* received 142 entries spanning 27 different categories. Here we've published the second round of nominees. Check out the first round of nominees in the May issue.

For the full list of 2018 nominees with full product details, visit: VehicleServicePros.com/2018IANominees.



Lang Tools
Self Locking Offset
Pinch Off Pliers
CATEGORY: Specialty Tools
Enter #32 at "e-inquiry"
on VehicleServicePros.com



Lisle
Disconnect Pliers,
No. 37160
CATEGORY: Specialty Tools
Enter #34 at "e-inquiry"
on VehicleServicePros.com



Mac Tools
Heavy Duty Geared Air
Saw, No. MPS1911
CATEGORY: Air Tools
Enter #36 at "e-inquiry"
on VehicleServicePros.com



Hennessy Industries
Coats1600-3D
Wheel Balancer
*CATEGORY: Tire and Wheel
Service*
Enter #38 at "e-inquiry"
on VehicleServicePros.com



H&S Autoshot
Dual-Spotter Deluxe,
No. UNI-9700
CATEGORY: Body Shop
Enter #40 at "e-inquiry"
on VehicleServicePros.com



Ingersoll Rand
IQV12 Series G1811
Belt Sander
CATEGORY: Power Tools
Enter #33 at "e-inquiry"
on VehicleServicePros.com



Bosch
HDS 200 Heavy
Duty Scan Tool
*CATEGORY: Diagnostics,
Heavy Duty*
Enter #35 at "e-inquiry"
on VehicleServicePros.com



SK Hand Tools
LP90 Teardrop Ratchet Series
CATEGORY: Hand Tools
Enter #37 at "e-inquiry"
on VehicleServicePros.com



Snap-on Equipment
Polartek YF A/C
Machine, No. EEAC333
CATEGORY: Air Conditioning Service
Enter #39 at "e-inquiry"
on VehicleServicePros.com



Bolt On Technology
Over the Road
CATEGORY: Computers and Software
Enter #41 at "e-inquiry"
on VehicleServicePros.com

2018
**Innovation
 Awards
 Nominees**



Lubrication Specialties
 Hot Shot's Secret TBN Booster
 (Fortified Oil Stabilizer)
CATEGORY: Oil and Lube
Enter #42 at "e-inquiry"
on VehicleServicePros.com



Lisle
 Flexible Flashlight Holder
 with Clamp, No. 70450
CATEGORY: Specialty Tools
Enter #44 at "e-inquiry"
on VehicleServicePros.com



Revive
 Turbo Cleaner Big T Kit
CATEGORY: Chemicals
Enter #46 at "e-inquiry"
on VehicleServicePros.com



Coast
 HP10R Rechargeable
 LED Flashlight
CATEGORY: Lighting
Enter #48 at "e-inquiry"
on VehicleServicePros.com



Mueller-Kueps
 Twin Cone Wheel Bearing
 Kit, No. 432 005
*CATEGORY: Tire and
 Wheel Service*
Enter #50 at "e-inquiry"
on VehicleServicePros.com



Snap-on Diagnostics
 ZEUS
*CATEGORY: Diagnostic Test
 Equipment*
Enter #52 at "e-inquiry"
on VehicleServicePros.com



Snap-on Equipment
 Swing Arm Tire
 Changer, No. EEWH329A
CATEGORY: Tire and Wheel Service
Enter #43 at "e-inquiry"
on VehicleServicePros.com



Milwaukee Tool
 M18 FUEL High Torque Impact
 Wrenches with One-Key
CATEGORY: Power Tools
Enter #45 at "e-inquiry"
on VehicleServicePros.com



Lang Tools
 Quick Switch
 Retaining Ring Pliers
CATEGORY: Specialty Tools
Enter #47 at "e-inquiry"
on VehicleServicePros.com



OTC Tools
 Battery and Starter/Charger
 System Tester, No. 3914
*CATEGORY: Battery
 Service Equipment*
Enter #49 at "e-inquiry"
on VehicleServicePros.com



Innova
 Electronics 5160
 CarScan PRO scan tool
CATEGORY: Scan Tools
Enter #51 at "e-inquiry"
on VehicleServicePros.com

2018
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Robinair
 LD7 Premium Refrigerant
 Leak Detector
 Head Ratchets
CATEGORY: Air Conditioning Service
Enter #53 at "e-inquiry"
on VehicleServicePros.com



Apex Tool Group
 GEARWRENCH 1/4"
 Drive Locking Flex Slim
 Head Ratchets
CATEGORY: Hand Tools
Enter #55 at "e-inquiry"
on VehicleServicePros.com



Snap-on Tools
 750 Lumen Project Light,
 No. ECPRA072
CATEGORY: Lighting
Enter #57 at "e-inquiry"
on VehicleServicePros.com



ALLDATA Corp.
 Collision Advantage
CATEGORY: Computers and Software
Enter #59 at "e-inquiry"
on VehicleServicePros.com



Milwaukee Tool
 M12 Solder Iron,
 No. 2488-21
CATEGORY: Specialty Tools
Enter #61 at "e-inquiry"
on VehicleServicePros.com



Matco Tools
 1/4" Drive 12" Eighty8
 Tooth Locking Flex Ratchet
CATEGORY: Hand Tools
Enter #63 at "e-inquiry"
on VehicleServicePros.com



Snap-on Equipment
 John Bean V2100 Wheel
 Alignment System
CATEGORY: Tire and Wheel Service
Enter #54 at "e-inquiry"
on VehicleServicePros.com



Channellock, Inc.
 8" High Leverage Center
 Cutting Pliers, No. E458
CATEGORY: Hand Tools
Enter #56 at "e-inquiry"
on VehicleServicePros.com



CanDo Diagnostics
 MLT Pro Scan Tool
CATEGORY: Diagnostic Test Equipment
Enter #58 at "e-inquiry"
on VehicleServicePros.com



Snap-on Tools
 3/8" Drive Dual 80
 Technology Extra Long
 Flex-Head Ratchet,
 No. FLLF80
CATEGORY: Hand Tools
Enter #60 at "e-inquiry"
on VehicleServicePros.com



Makita
 18V LXT Sub-Compact
 Brushless 3/8" Sq. Drive Impact
 Wrench Kit, No. XWT12
CATEGORY: Power Tools
Enter #62 at "e-inquiry"
on VehicleServicePros.com



MAHLE
 ArcticPRO ACX1250
CATEGORY: Air Conditioning Service
Enter #64 at "e-inquiry"
on VehicleServicePros.com

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 NOMINEES



Drew Technologies
 RAP 2
*CATEGORY: Diagnostic
 Test Equipment*
Enter #66 at "e-inquiry"
on VehicleServicePros.com



Cornwell Tools
 J2534-1 and J2534-2
 Interface Cable
*CATEGORY: Diagnostic
 Test Equipment*
Enter #68 at "e-inquiry"
on VehicleServicePros.com



Killer Tools
 Killer Tools Bumper Perfect
 Hole Punch, No. ART251
CATEGORY: Body Shop
Enter #70 at "e-inquiry"
on VehicleServicePros.com



Snap-on Tools
 72" Master Series
 Roll Cab, No. KMP1163
CATEGORY: Tool Storage
Enter #72 at "e-inquiry"
on VehicleServicePros.com



**Automotive Test
 Solutions, Inc.**
 eSCOPE ELITE4
*CATEGORY: Diagnostic Test
 Equipment*
Enter #74 at "e-inquiry"
on VehicleServicePros.com



Robinair
 AC1234-4
 Recovery Machine
*CATEGORY: Air
 Conditioning Service*
Enter #67 at "e-inquiry"
on VehicleServicePros.com



Cal-Van Tools
 Versa Drive 2 in 1 adapters
CATEGORY: Tool Accessories
Enter #69 at "e-inquiry"
on VehicleServicePros.com



SP Tools/Schley Products
 Diesel DEF Tube Release
 Forks, No. 15200
CATEGORY: Hand Tools
Enter #71 at "e-inquiry"
on VehicleServicePros.com



Hunter Engineering Co.
 AutoComp Elite Brake Lathe
CATEGORY: Shop Equipment
Enter #73 at "e-inquiry"
on VehicleServicePros.com



Carlyle Tools
 2-Ton Hybrid Floor
 Jack, No. 791-6450
*CATEGORY: Lifts, Jacks
 and Stands*
Enter #75 at "e-inquiry"
on VehicleServicePros.com

2018
INNOVATION
AWARDS
NOMINEES



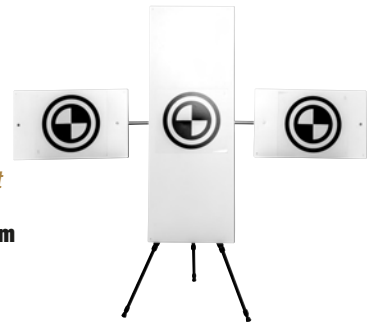
Dent Fix
EZ Nitro Plastic Welder Kit,
No. DF-EZN1G
CATEGORY: Welding
Enter #76 at "e-inquiry"
on VehicleServicePros.com

Snap-on Tools
3/8" Drive Cordless Long-Neck
Ratchet, No. CTR767
CATEGORY: Power Tools
Enter #77 at "e-inquiry"
on VehicleServicePros.com



Cojali
Jaltest RP1210
CATEGORY: Scan Tools
Enter #78 at "e-inquiry"
on VehicleServicePros.com

CAS
ADAS Calibration
Targeting System
CATEGORY: Shop Equipment
Enter #79 at "e-inquiry"
on VehicleServicePros.com



Milwaukee Tool
Combination Wrenches
CATEGORY: Hand Tools
Enter #80 at "e-inquiry"
on VehicleServicePros.com

Monster
3-in-1 Foldable LED
Underhood Worklight,
No. MST5036
CATEGORY: Lighting
Enter #81 at "e-inquiry"
on VehicleServicePros.com



Bartec USA
QST100 Electronic
Parking Brake Tool
*CATEGORY: Battery
Service Equipment*
Enter #82 at "e-inquiry"
on VehicleServicePros.com

Snap-on Tools
Video Inspection
Scope, No. BK3000
*CATEGORY: Inspection Tools
and Lab Scopes*
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Mac Tools
20V MAX 1/4" Brushless
Impact Driver and 3/8"
Brushless Impact Wrench
CATEGORY: Power Tools
Enter #84 at "e-inquiry"
on VehicleServicePros.com

FLI Products
3600 Lumen Portable Dual
Head LED Work Light/
Stand Light
CATEGORY: Lighting
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2018
**INNOVATION
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 Heated Hoodie,
 No. SSX17P111
CATEGORY: Personal Gear
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PulseTech
 10-Watt Solar Pulse
 Solar Charger
 Maintainer, No. SP-10
*CATEGORY: Battery
 Service Equipment*
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on VehicleServicePros.com



Snap-on Tools
 VW Oil Drain Plug Bit,
 No. SDMV1
CATEGORY: Oil and Lube
Enter #90 at "e-inquiry"
on VehicleServicePros.com



S.U.R.&R.
 Pistol Grip Flaring
 Tool, No. PFT409
CATEGORY: Specialty Tools
Enter #92 at "e-inquiry"
on VehicleServicePros.com



CanDo Diagnostics
 Batt R/T
*CATEGORY: Diagnostic
 Test Equipment*
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Matco Tools
 Fix Advisor Pro, No. MD100
*CATEGORY: Diagnostic
 Test Equipment*
Enter #87 at "e-inquiry"
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SP Tools
 Universal 3 Leg Fuel Pump
 Spanner Wrench, No. T1701
CATEGORY: Specialty Tools
Enter #89 at "e-inquiry"
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Bolt On Technology
 Horizon Dashboard
*CATEGORY: Computers
 and Software*
Enter #91 at "e-inquiry"
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Rotary
 R1060 CCD Shop Wheel
 Alignment System
CATEGORY: Tire and Wheel Service
Enter #93 at "e-inquiry"
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OTC
 Hendrickson Front and Rear
 Suspension Bushing Adapter
 Kits, No. 4254
CATEGORY: Specialty Tools
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on VehicleServicePros.com



2018
INNOVATION
AWARDS
NOMINEES



Snap-on Tools
Multi-Probe Pro,
No. EECT80
*CATEGORY: Diagnostic
Test Equipment*
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on VehicleServicePros.com

Launch Tech USA
Millennium 90
Pro code scanner
CATEGORY: Scan Tools
Enter #97 at "e-inquiry"
on VehicleServicePros.com



SP Tools/Schley Tools
Harley-Davidson Clutch
Adjustment Tool, No. 14500
CATEGORY: Specialty Tools
Enter #98 at "e-inquiry"
on VehicleServicePros.com

Mitchell 1
SocialCRM LocalSearch
CATEGORY: Repair Information
Enter #99 at "e-inquiry"
on VehicleServicePros.com



Matco Tools
VW Lug Nut Cap
Remover, No. VWLNCR
*CATEGORY: Tire and
Wheel Service*
Enter #100 at "e-inquiry"
on VehicleServicePros.com

Lock Technology
German Vehicle Brake Caliper
Socket and Bit Set, No. LT4995
CATEGORY: Brake Service
Enter #101 at "e-inquiry"
on VehicleServicePros.com



Snap-on Tools
1/2" Air Impact Wrench
Power, No. PT850
CATEGORY: Air Tools
Enter #102 at "e-inquiry"
on VehicleServicePros.com

Streamlight
Stinger Switchblade
CATEGORY: Lighting
Enter #103 at "e-inquiry"
on VehicleServicePros.com



Extreme Tools
RX Series
Professional Hatches
CATEGORY: Tool Storage
Enter #104 at "e-inquiry"
on VehicleServicePros.com

Exair
Soft Grip Back
Blow Safety Air Gun
CATEGORY: Air Tools
Enter #105 at "e-inquiry"
on VehicleServicePros.com



SNEAK PEEK

Welcome to Sneak Peek!

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



UP TO 5 TIMES MORE CYCLE LIFE

The **Schumacher DSR128 Lithium Ion Jump Starter** provides 2,000 peak amps and 650 cranking amps for 12V systems. Powered by two lithium iron phosphate batteries, this starter offers up to 5 times more cycle life and 4 to 5 times more cranks than lead-acid battery jump starters, the company says. Notable features include: scrolling digital display; push button controls for easy operation; professional clamps with ergonomic grips; rust- and corrosion-proof case; dual USB ports for charging mobile devices; and 2A external automatic charger for quick recharge without overcharging.

Enter #106 at "e-inquiry" on VehicleServicePros.com



UP TO SIX PHONE CHARGES

The **Allstart ReFuel 10000 Power Bank**, No. 581, is a compact, pocket-sized device designed for keeping electronics charged on the go. This power bank offers up to six phone charges. The ReFuel battery device recharges in 4.5 hours to help keep personal electronics fully charged.

Enter #109 at "e-inquiry" on VehicleServicePros.com

LEAK-PROOF AND HASSLE-FREE CONNECTIONS

The **AGS EZ-Fit Complete Brake Line Replacement Kits** are designed to replace steel brake lines in over 100 million GM, Chevy, Ford and Dodge trucks and SUVs. The kits feature high quality machined flares for leak-proof and hassle-free connections, black oxide fittings for improved corrosion protection and NiCopp corrosion-proof tubing. In addition, EZ Bend technology helps make bending, routing and installing easier than pre-bent lines. These application-specific kits come with all the lines needed for a complete job.

Enter #107 at "e-inquiry" on VehicleServicePros.com



BOLD CRUSHED RED PEPPER SEASONING

The **Medina Foods GoldRush Desert Fire Hot Beef Jerky** features crushed red pepper that scorches the senses with heat and spices, the company says. This spicy, flavorful product is the company's hottest jerky, and is made in the USA.

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IDEAL FOR TIGHT SPACES AND OVERHEAD APPLICATIONS

The **Makita 18V LXT Sub-Compact Brushless 3/8" Square Drive Impact Wrench**, No. XWT12RB, is designed to give users 12V handling with 18V performance, and is compatible with Makita's 18V lithium-ion cordless tool system. This impact wrench is ideal for working in tight spaces and for overhead applications. The reverse rotation auto-stop mode stops rotation and impact when the fastener is loosened adequately. The tool also features a variable speed trigger, two speed settings, built-in LED lights and a 3/8" square drive for quick socket changes.

Enter #117 at "e-inquiry" on VehicleServicePros.com



REMOVES AND INSTALLS FRONT AND REAR CRANKSHAFTS

The **CTA BMW Crankshaft Front and Rear Seal Removal and Installer Kit**, No. 7643, removes and installs front and rear crankshafts on chassis models N40, N42, N45T, N46T, N52, N52K, N53, N54 and N55. This kit comes in a durable and easy to stow case for storage. This set is comparable to BMW factory tools Nos. 11920, 119230, 119235 and 110370, the company says.

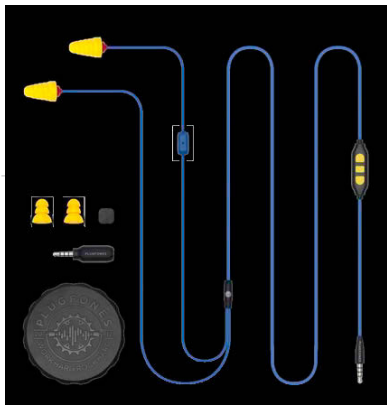
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IDEAL FOR CONFINED SPACE WORK

The **Cornwell Auto Darkening Welding Mask With Hood**, No. FFG32007, is designed for confined space work and mobile welding. This mask includes a bump cap for head and a fire retardant hood for protection. The soft silicone lines goggles help improve user comfort, and the mask is detachable. The FFG32007 includes an auto filter, protective shield, outer protection lines, fire retardant hood, bump cap, elastic headband and carrying bag.

Enter #112 at "e-inquiry" on VehicleServicePros.com



TEAR-RESISTANT CORD

The **Plugfones Protector Plus Earplugs** feature SoundSeal noise suppressing technology, tear-resistant cord, noise isolating mic, tuned speaker and Quickdraw easy access control for controlling music and making calls. The Protector Plus earplugs also offer a double-reinforced jack and are sweat resistant. Protector Plus includes one pair of ComforTwist foam plugs, one pair of interchangeable ComforTiered silicone plugs, waterproof hard case, cable management clip, stereo-to-Mono adapter and a quick start guide.

Enter #114 at "e-inquiry" on VehicleServicePros.com

SNEAK PEEK

ACTS AS A THIRD HAND

The **Matco Tools E-Z Solder Clamp**, No. EZSOLD, is designed to act as a third hand, with a unique aluminum body that holds the wire firmly with a solder feed from the handle, the company says. This tool is for use with wire with a diameter not exceeding 4.5mm.

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PERFECTING PUSH-BUTTON PUMP PLIERS SINCE 1984

KNIPEX – Tools Designed With Your Profits in Mind

MOBILE JOBBER SELLING TIPS

- Sell the Original push-button pump pliers with 30 years of innovation
- More than 23 products in 7 sizes from 5" to 22".
- Grip any fastener shape tighter and stay locked until you let go.
- Available in 4 handle styles: classic plastic dipped, comfort, multi-component or 1000v insulated safety handles.

In 1984, KNIPEX released the first design of the now famous Cobra® push-button pump pliers—Lock into the legacy—KNIPEX locking push-button pliers.

See a video of this tool: <https://goo.gl/wia8MN>

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THE ORIGINAL PUSH-BUTTON

KNIPEX Quality – Made in Germany

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SNEAK PEEK

NINETY-NINE YEAR WARRANTY

The **Strong Hold Plus Single Shift Cabinets** feature one compartment secured with a three-point locking system. The cabinets are available in five standard sizes to allow users to choose the best fit for their work space. The cabinets are heavy duty, with 12 gauge steel, and precision cut with lasers, formed, welded, steam-cleaned and coated. The products ship assembled and ready to use, and include a 99-year warranty.



Enter #116 at "e-inquiry" on VehicleServicePros.com



JUMP START GAS ENGINES UP TO 9.6L

The **Rockford Mini Jump Starter**, No. RFD2977, is a portable power source for personal devices including phones, notebooks and laptops and gives users the ability to jump start gas engines up to 9.6L and diesel engines up to 4.0L. This starter is powered by a lithium polymer battery that utilizes quick charge technology and comes with a UL94 VO safety rating that monitors amp draw and heat build-up. The RFD2977 includes a 120V AC wall charger, a USB charging cable and intelligent jumper cables. The unit weighs 2.5 lbs.

Enter #108 at "e-inquiry" on VehicleServicePros.com



PIVOTS 180 DEGREES

The **OEMTOOLS Pivoting Ultra-Slim Work Light**, No. 24696, offers a lightweight, thin design that is powerful enough to provide bright light wherever needed. The slim wand features 11 LED bulbs and pivots up to 180 degrees. There are two settings: 300 lm on high and 50 lm low, with a run-time of up to 15 hours. The light also features a 70 lm top spot light for tight work spaces and a smaller spotlight on the handle for additional light function. The strong magnetic base attaches to ferrous surfaces. The 24696 comes with three AAA batteries.

Enter #126 at "e-inquiry" on VehicleServicePros.com

See this and all other AIRCAT tools at the ISN EXPO Orlando in June!

What's in your tool box?

1250-K

1/2-inch Impact Wrench

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- ▶ The NitroCat 250-K is a fearless, hard hitting, 1/2" impact wrench that out performs anything in its class!
- ▶ Hard hitting smooth twin clutch mechanism
- ▶ Durable Kevlar™ reinforced "Body Armor" housing
- ▶ Patented ergonomically designed handle quiet tuned exhaust (86 dBA)
- ▶ Patented easy operation flip lever forward and reverse
- ▶ The twin clutch is better suited for heavy duty (frame work, medium to heavy duty trucks)



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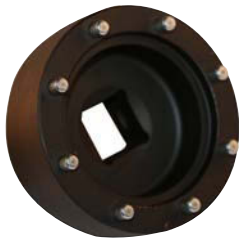
www.AIRCAT.com

Enter #119 at "e-inquiry" on VehicleServicePros.com

FOR TOYOTA FRONT HUB LOCK NUTS

The **Cal-Van Tools Toyota Front Hub Nut Socket**, No. 977, is designed for easy removal and installation on front hub lock nuts without damage to the nut. The tool is designed to fit lock nuts on 2007 and newer 2WD Toyota 4 Runners and Tundras, and 2008-2014 Sequoias. The socket is an 8-pin design with 3/4" female drive and is comparable to Toyota Factory tools Nos. 09318-12010-8Pin and 09602-60010, the company says.

Enter #120 at "e-inquiry" on VehicleServicePros.com



PREVENTS DAMAGE TO RIMS

The **Coats Grip-Max Plus Clamps** are designed to prevent damage to the rims when servicing alloy wheels. The Grip-Max Plus Clamps offer a three-position clamp that allows for adjustments from 6" to 24", covering a wide range of OEM and aftermarket rim sizes. Grip-Max Plus Clamps feature integrated wheel protectors secured to prevent falling off, eliminating metal-to-metal contact when clamping externally. This product is compatible with the company's X-Series, RC Series, APX and GTS Series tire changers. The kit includes four clamps, plungers and extra grips.

Enter #121 at "e-inquiry" on VehicleServicePros.com

MULTI-PURPOSE TOOL WITH FIVE FUNCTIONS

The **Klein Tools Hybrid Pliers with Crimper**, No. J215-8CR, feature a high leverage design for improved cutting power. This multi-purpose tool has five functions: cleanly strips 10 to 14 AWG solid and 12 to 16 stranded wire; wide knurled head to grab and twist wires; shears 6 to 32 and 8 to 32 bolts; crimps non-insulated connectors, lugs and terminals; and full-length, induction-hardened cutting knives for long tool life and use on hard wire. The dual-material journeyman handles provide long-lasting, comfortable grip.

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DUAL POWER
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SEE IN ACTION AT COASTPORTLAND.COM/HP10R

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SNEAK PEEK



ROTATING DIE SET MAKES HEXAGONAL CRIMPS

The **S&G Tool Air Corp. Terminal Crimper with Rotating Die Set**, No. 18840, is designed for 8 - 4/0 AWG uninsulated terminals for crimping copper electrical and battery terminals using copper stranded wire. The rotating die set makes hexagonal crimps and is permanently attached to the tool. The long handles offer improved leverage, and an application settings chart is permanently affixed to the handle. The crimper has an overall length of 26" and is heavy duty with all-metal construction.

Enter #124 at "e-inquiry" on VehicleServicePros.com

REMOVABLE BATTERY DESIGN FOR ALL-DAY OPERATION

The **Clore Light-N-Carry 1,500 lm Flood Light**, No. LNC2251, offers advanced COB technology for clean output, no sharp edges and long run-times. This light features a 1,500 lm max output with three light settings and a four-hour run-time on high setting. Other features include a removable battery design with two batteries included for all-day operation, USB power bank for charging small electronics, wall charger with braided cable and IP64 dust/water ingress protection. This light includes a one-year limited warranty and a repair service coupon for one-time, fixed-fee repair after the warranty period.

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TORQUE RANGES FROM 24 LB-IN TO 600 LB-FT

The **Digitool Solutions SPT Torque Tester** is designed to offer an accuracy level of +/- 0.5 percent of reading 10 to 100 percent of scale. The SPT operates in both CW and CCW directions, and tests all mechanical click, presets, dial, beam and electronic wrenches. The series features torque ranges from 24 lb-in to 600 lb-ft; drive sizes of 3/8", 1/2" and 3/4"; measurements in lb-ft, lb-in and Nm scales; easy to operate four-button key pad; three modes (Track, Peak Hold and First Peak); warning LED buzzer and vibration; and more. This tester is made in the USA.

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RX722501HCBL 72" Hutch
RX722519RCBL 72" Roller Cabinet

Extreme Tools® RX Series 72" Professional Hutch and 19 Drawer Roller Cabinet

Hutch includes:

- ~Power Strip with USB Ports
- ~Power Tool Rack Accessory for Shelf
- ~Built-in slots & holes in shelf to keep tools organized
- ~Steel peg board sides for hanging tools

Also available in 55" Width



Tools not included



ADJUSTABLE WIRE AND OUTPUT POWER

The **H&S Autoshot 130 Amp Inverter MIG Welder**, No. HSG130, is designed to be versatile with adjustable wire speed and output power for both gas (MIG) and non-gas (Flux-cored) welding. This welder provides 130 amps at 20 percent duty cycle, according to the company. The system features a CSA listed IGBT inverter power supply with a high duty-cycle rating; set-by-material and gas operating wire speed and output power; LED status indicators; and electronic over-temp sensor with auto reset. Other features include 4" and 8" spool holders, gas and no-gas capabilities, adjustable gas regulator and extended UV/IR welding cables on torch and ground clamp for any application.

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RX Series - 72" & 41" Chests & Roller Cabinets

- ~Patented Quick Release self-latching drawer pulls
- ~Huge 25" depth for super capacity storage
- ~Heavy duty industrial strength steel frames
- ~Full-extension ball bearing slides
- ~Drawers load rated 100-200* lbs/drawer (*double slides)
- ~Durable AkzoNobel powder coat finish
- ~Heavy duty casters load rated 900 lbs/caster



RX412508CHBK
41" Top Chest
RX412511RCBK
41" Roller Cabinet



Enter #127 at "e-inquiry" on VehicleServicePros.com

SAVES TIME REMOVING SUSPENSION JOINTS

The Mueller-Kueps Bell Shaped Separator, No. 609 035,

is designed to help users save time while removing suspension joints. The separator's "Vibro-Impact" helps reduce the amount of force needed to remove the joint and does not damage the ball joint boot in the process. The spindle itself is impact proofed so the force of the impact will strike the joint, not the tool. This tool is made of drop forged material for improved durability.

Enter #129 at "e-inquiry" on VehicleServicePros.com



HEAT TREATED TO 56-62RC

The VIM Tools 8-pc Impact Torx Bits, No. IMPACT-8TX, include T25 through T55 5/16" shank bits in a plastic holder. The bits are made from S2 high alloy steel and heat treated to 56-62RC.

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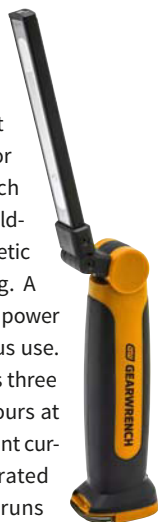


DUAL SETTING LED

The GEARWRENCH Ultra-Thin Flex-Head Work Lights

each feature a dual setting LED main light mounted on a pivoting flex-head that swings open 360 degrees to direct light wherever it's needed, a 30 lm LED top light at the tip of the flex-head for illuminating hard-to-reach areas, and an integrated fold-away hang hook and magnetic base for easy positioning. A memory function saves the power selection from the previous use. The run-time of this light is three hours at 500 lm and six hours at low 250 lm power. A constant current feature delivers the rated lumens until the battery runs out. When the main light has five minutes of power remaining, a low battery warning indicator flashes. The unit takes four to five hours to charge, and can be charged with AC power or by using the included USB cable. There are two models available: a 12.5" 500 lm model, which folds flat against its body for portability and storage, and a smaller 8.4" 150 lm model.

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BY VESNA BRAJKOVIC
ASSISTANT EDITOR

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How to service aircraft technicians on your route

Service aircraft maintenance facilities with no change to your automotive-focused truck stock.

At first glance, the aircraft and automotive industries seem vastly different, especially technically and mechanically. But when it's stripped down to the basics, maintenance of both requires very similar tools and equipment. In fact, there are enough similarities between the two that mobile tool distributors who normally service automotive repair shops can also service aircraft maintenance facilities without making changes or additions to their existing truck stock.

Tool categories to stock

It shouldn't require a whole new inventory to service aviation technicians. While aviation, like all trades, has specific specialty tools for the job, largely mechanics is just mechanics and a tool is just a tool. Aviation technicians still use standard tools and equipment and are familiar with and use many of the same brands automotive technicians do. The difference between the two comes down to tool preferences, like certain preferred angles and tool profiles, as well as different job-site logistics.

Distributors should be able to service the aviation market just fine with their existing automotive-focused stock, but to really get the most out of servicing aviation customers, consider stocking these categories and keeping the following selling points in mind.

Small-profile hand tools

When it comes to wrenches, ratchets, pliers and other hand tools, the most-wanted feature for aviation technicians is a slim profile. Getting into tight spaces is a frustration for any technician, but for the aviation technicians who work in particularly cramped spaces, it's a must-have.

While thin tools are a main selling point, the tools also have to be made of high-quality materials able to withstand pressure and high-torque applications.

Additionally, wire cutters, pliers and crimpers are commonly used tools in aviation, explains

Jeff Davis, general manager at Wisconsin Aviation. Because of the heavy vibrations aircraft endure, every bolt on a component in an aircraft engine is fastened with stainless steel safety wire. Typically, a hole is drilled into a part and then wire is threaded through, twisted and then anchored to a second part before being twisted again. This ensures that if one bolt starts to loosen, another gets tightened. Safety wire is everywhere, therefore tools used for wire applications are sure to be everywhere, too.

Low-height tool storage and storage accessories

Like automotive repair shops, space is at a premium in airport hangars. While the space is usually expansive, the wing span on even small jets limits working area. Furthermore, the logistics of the workspace changes sometimes daily because different sized aircraft are being Tetris-ed into the space available for service. Generally, that means technicians need their tool storage to be mobile, short enough to slide under the wing of most aircraft (no toolbox hatches or top boxes) and easily controlled to prevent dents and scrapes on aircraft (think: wheel lock features, bumpers and remote controlled movement).

Aircraft technicians are notoriously well-organized. Popular tool storage accessories include wrench racks and socket holders, as well as foam drawer liners which allow technicians to outline and cut out customized spaces for their tools, and therefore keep track of where they are at all times. A major concern in the industry is tool accountability. If a hand tool is left in an engine, it could have catastrophic effects during flight.

Adjustable seating creepers and stools

To comfortably repair aircraft, adjustable creepers and stools are a must-have. Because most maintenance facilities service a variety of aircraft of all different sizes, it's important for technicians to have versatility with their creepers.



Upcoming topic:
Look for information on stocking and selling the following category:
Diesel Engine Service (August)



Like automotive technicians, aircraft technicians utilize adjustable creepers and stools on the job. Pictured here: A Wisconsin Aviation technician on the Whiteside MTL2UP 40" Either End Adjustable Creeper

Photo by V. Brajkovic

Remember, though, airplanes are typically higher off the shop floor than vehicles.

"The low-profile creepers that are in a mechanic's shop are not necessarily the need in an aircraft maintenance facility due to the height of the product that is being worked on," explains Omega Lift's Marketing Manager Stephen Bailey. "Larger wheels, in my opinion, would be one of the bigger factors in making a selection to these types of customers, along with versatility of product that would include ... the ability to convert from creeper to stool."

Omega Lift is SFA Company's brand of lifting products and shop equipment.

Clamp lights

Lighting is essential for technicians of all kinds and can be a no-brainer

sale. But pay particular attention to the types of lights you market toward the aviation industry. Remember, aircraft are predominately made of aluminum, which doesn't work well with magnets. So, lighting with secure clamps may be the way to go with this clientele.

Ullman Devices, for example, has a Clamp Work Light, No. CL-6SMD, which offers a multi-surface soft grip secure clamp with a swivel light head to direct light to several places without repositioning the light. Ullman is a manufacturer specializing in inspection mirrors, pick up tools and more.

"If the material they're working on is aluminum or fiberglass, like in certain parts of an aircraft, a magnet's not going to stick," Ullman Devices Marketing Manager Mike Barthel says. "The versatility of this clamp allows it to work on anything from a car hood ... to a creeper."

Products to Stock



Ullman Devices
SMD Clamp Work Light,
No. CL-6SMD

**Enter #133 at "e-inquiry" on
VehicleServicePros.com**



SFA Companies
Omega Z Creeper

**Enter #134 at "e-inquiry" on
VehicleServicePros.com**



KNIPEX Tools
11" Extra Long
Needle Nose Pliers

**Enter #135 at "e-inquiry" on
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PRODUCT TRAINING


How to approach aircraft maintenance facilities

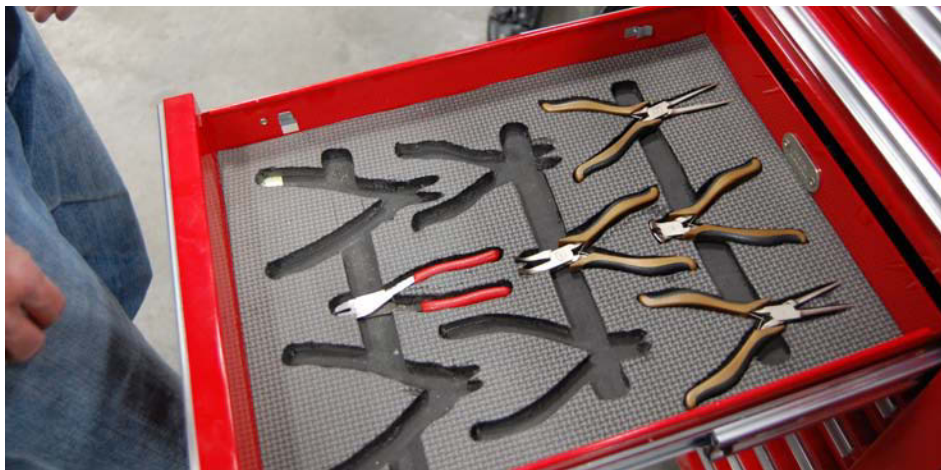
When many people think of airports, they think of long TSA security lines, strict rules and restricted areas. But, providing service to an airport doesn't always fall under those same characteristics. If distributors know how to navigate the area, talk to the right authority and conduct business professionally, getting access to aircraft maintenance facilities and its technicians can be just as simple as rolling up to a standard automotive repair shop.

Now, of course, most of that time that won't mean having access to the tarmac. What you will most likely have access to, though, is a general service entrance. A lot of the time that includes a public access road, parking lot, main lobby and reception area. Think: car dealership.

Perhaps the closest aviation industry equivalent to the car dealership repair shops a tool distributor works with, is something called an FBO (fixed-base operator). To put it simply, an FBO is usually a tenant of a larger public airport. They service private pilots and business jets by providing fueling, aircraft parking, pilot accommodations and maintenance. These are the facilities most easily accessible to mobile tool distributors because they have a marked public entrance. And, if they offer aircraft maintenance, there's likely even a 'service entrance.'

See the sidebar, "How to find aircraft maintenance facilities on your route" for tips on how to find contact information and customers in your area.

The best bet when approaching an airport or maintenance facility is to contact the department manager and determine the best time of day to stop in, explains Jeff Davis, general manager for full-service FBO Wisconsin Aviation located in Madison, Wisconsin. While deciding those logistics, it's important to discuss other items, like where to park and if there are any special access instructions. 



Extreme organization is popular among aircraft technicians, so tool storage accessories like racks and foam liners are go-to items to keep stocked. Pictured here: Wisconsin Aviation avionics technician Josh Honey uses foam liners in every drawer of his toolbox.

Photo by V. Brajkovic

How to find aircraft maintenance facilities on your route Online resources and networking events to find aviation customers

An airport is a large community made up of a lot of moving parts. Included in this community are FBO's, or fixed-base operators, many of which offer maintenance services. If there is an aircraft maintenance facility like that near an established route, it may be worth a stop.

Maintenance facility search

In order to find out which facilities near a certain route have on-site maintenance facilities, a good resource is to visit Aircraft.com.

Aircraft.com is an airport service information website geared toward pilots and aviation professionals for flight planning, but it can also serve as a browser for mobile tool distributors to find aviation maintenance facilities.

Website navigation

To find out which airports on a route have maintenance operations, click on the 'Airport' tab at the top of the page. This tab will direct users to an airport information search bar. In this section, users can type in a city and state abbreviation and click 'Get Airport Information.' This will pull up a list of airports in the area. From here, click on the airport ID.

A lot of the information on the airport ID page will be relevant only to pilots and aviation professionals, and can be disregarded. While specifically searching for an aviation maintenance facility to service, users will need to scroll past this information until they locate the "FBO, Fuel Providers and Aircraft Ground Support" section in blue.

Under this section will be a list of providers, their contact information and a description of services they provide. This is where mobile distributors can see if and where maintenance is

being performed at an airport and give a good lead on new customers in the industry.

Industry trade shows

In addition to searching the internet for facilities near a route, networking at aviation industry trade shows can increase a distributor's knowledge of the industry in order to better sell product to their customer base, assist in developing professional connections and give distributors ideas for what to stock.

Three trade shows to consider attending due to their draw of aviation maintenance professional crowds are:

- **MRO Americas**
MRO Americas is Aviation Week's convention designed for the commercial air transport maintenance, repair and overhaul industry. The next event will be April 9-11, 2019 in Atlanta, Georgia.
- **EAA Air Venture Oshkosh**
Experimental Aircraft Association (EAA) hosts an annual gathering of aviation enthusiasts and professionals each summer in Oshkosh, Wisconsin. This is one of the most popular aviation-focused shows, with 500,000 people attending each July. The next event will be held July 23-29, 2018.
- **NBAA Maintenance Conference**
The National Business Aviation Association (NBAA) Maintenance Conference offers aircraft maintenance training and best practices for aviation technicians and maintenance directors (Hint: Your customers). The next event will be held May 7-9, 2019 in Fort Worth, Texas.



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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

Redesigning your truck to recharge your sales

Few “remodel” their store, but those who do see results.

Have you ever looked around your truck and said to yourself: “I should update this place”? If you’re like most tool dealers I recently surveyed, you’d say “no.” Or at least you’ve never actually done anything you’d consider a dramatic remodel or redesign to your retail space.

About three out of four dealers I asked have never changed up their truck interior or exterior. In fact, the same number of mobile tool dealers do not have a video monitor for demos – a proven money-maker.

Consider that you may have become blind to your truck layout, and you may not realize that customers see your truck as a little beat up, a little dated, a little disorganized and/or boring. I’m not judging. It’s human nature to become complacent with your surroundings. Look around. Has your truck design become stagnant?

The dare

Let me challenge you: if you want to shake up your sales, shake up your truck layout and design. It may take an investment of a few days’ time and a bit of “coin” (as the young folks say). But don’t let that put you off.

The thought of spending money and taking a few days off your truck might make you nervous. You may be focused on all the sales and collections you’ll miss. But a good dealer can make up for that in less than a week with a little extra hustle. And I’m confident the fresh influx of customers and non-customers coming out to see your new truck layout will likely buy tools, increase your cash flow and impact your bottom line.

Full disclosure: lately I’ve been watching a lot of home makeover shows like “Fixer Upper,” “Property Brothers,” and “Flip or Flop.” (I’ve discovered Hulu.) So, my challenge may be more TV Fantasy than reality. A six-week down-to-the-studs home remodeling project looks easy from the comfort of my armchair. In the meantime, it took me six months to get around to installing a new toilet that sat in my garage gathering dust. So, I’m not one to judge.

But, consider this: a well-planned makeover by a bricks-and-mortar retailer usually pays for itself in a few months. Even just changing up one small area can make a big difference.

The panel of dealers

My survey sample was a small group of volunteers that represented a good cross section of flags and independents with an average of eight years or more experience from across the continental U.S. and Hawaii – and even one from Canada.

About six out of ten of these dealers were driving a truck they bought used. The average driver had been driving the same truck for four years. That says to me, unless they refurbished the truck when they bought it, most trucks could be looking a little shabby by now.

About a third of dealers said they expect to buy their next truck within the next two years, a third within the next five years, and half of the remaining dealers never plan to buy another truck. So, especially for those of you keeping your truck for a while, a little reboot could go a long way.

Independents day

When I asked dealers what they felt was the best merchandising design feature on their truck, their answers ran the gamut from LED lighting to adjustable shelving to product-specific tool displays.

Two clever dealers said “me” and “talking about the product” was their best product merchandising feature. I agree – a tool dealer is a salesman, not an order-taker. But there’s a delicate balance between salesmanship and merchandising.

Two independent dealers taking my survey seemed to have strong ideas about simple store design features that made a big impact. Not being associated with a flag means these dealers don’t have the support of an outside team, but it also gives them the flexibility to find their own creative design and merchandising solutions.

“There’s a counter as soon as customers walk in with new tools displayed,” is a major feature for



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Photo courtesy of J. Vahrmeyer.

Ten-year independent tool dealer John Vahrmeyer and his five-year employee, Matt Rowaan, drive 2001 and 1999 Chevy P30s in the Niagara region of Eastern Canada. Each truck has four LED strips mounted on the ceiling to light up inventory.

independent mobile dealer Jackie Rose. It serves as a powerful promotional opportunity for the 19-year veteran dealer and a great conversation starter about “What’s new?”

Rose bought his current truck new about 16 years ago and redesigned it more than five years ago. He currently runs a video monitor on his truck rotating through tool demos. He is one of the only 26 percent of surveyed dealers running a TV on their truck dedicated to product promotion.

Northern exposure

Meanwhile, 10-year independent dealer John Vahrmeyer and his five-year employee, Matt Rowaan, have a slightly less conventional approach to truck layout on their 2001 and 1999 Chevy P30s. The two dealers, who brand their trucks “TOOLBOX Automotive Tools and Equipment,” call on about 750 customers in the Niagara region of Eastern Canada over a two-week rotation.

“We’ve got the Niagara region covered pretty good with two trucks,” says Rowaan. Each truck has four LED strips mounted on the ceiling to light up their

inventory. As anyone from the incandescent and fluorescent lighting eras know, tool truck illumination used to be a major headache. Today’s LEDs offer both space and power savings with brighter, whiter light.

The two Canadians have custom-made wooden shelves to display Castle Products branded additives, cleaners and lubricants. Since these products are consumables, they mean a lot of repeat business and create a regular flow of customer traffic through the dealers’ trucks. “They’re also handy to display tools at eye level on certain shelves,” Rowaan says.

Another unconventional approach of the TOOLBOX duo is that a 73” toolbox is permanently mounted to the wall, says Rowaan. They use several custom drawers under the toolbox to store items like nitrile gloves, turning often wasted space into useful storage.

Awesome displays

“I have a custom-built cordless tool display – I actually built it myself,” says Cornwell Tools dealer John Patterson, who just began his twelfth year as a dealer. “I bought this truck used four years ago ... the gentleman who had the truck before me had extra shelves above the toolbox openings. As soon as I saw the space I knew exactly what I was

going to do with it.”

“It gives me the ability to display all the [air tools] I carry so they’re not just laying on a shelf,” Patterson says. “Everything has a battery in it, so as soon as they pick it up they can play with it ... It displays eleven 12V tools and five 18V tools – and I’m actually out of room.” Patterson always keeps an extra battery in the charger so no tool ever goes uncharged.

On the other side of customizable is adjustable shelving.

“I have tracks on the wall where I can move shelves up, down, take shelves out, put shelves in, and stuff like that,” says Michael Gruber, a 12-year veteran tool dealer with Mac Tools out of Virginia. “Sometimes, depending on what boxes I have on the shelf, I take them out. They’re kind of heavy, so I don’t really move them around too much because of that.”

Gruber has been selling out of his Freightliner M2 for about a decade. He bought the truck new and still feels the extra cost of the adjustable shelving was worth the premium he paid.

He also recently converted to LED lights.

“I love it,” says Gruber. “It was too dark with the fluorescents.”

Change-up and cash in

So, again, I challenge you to take a long look at your truck and decide what updates would improve the buying experience for your customers.

What do you need? Better lighting? Custom displays? A new product section? Better use of space? Somewhere to hide overstock? A new desk? To re-lace your ceiling?

Whatever your update or creative idea, why not share it with the world? Take before and after photos and email them to me with your name, and cell number at makeover@sassomarketing.com. Maybe I’ll post them on Twitter or Instagram. But for sure, I’ll give you all the credit. 

HANSEN GLOBAL 3 Row Socket Trays

These trays help keep sockets organized to improve technician efficiency.

The **Hansen Global 3 Row Socket Trays** are designed to accommodate shallow, semi-deep and deep sockets in one tray. Each post holds a socket securely and is marked with the socket size for quick and easy identification. The trays fit easily into the work station, helping users stay organized and immediately identify any missing sockets. These trays are available in 3/8" SAE (No. 38013), 3/8" Metric (No. 38023), 1/4" SAE (No. 14013), 1/4" Metric (No. 14023) or a four-pack that includes one of each size.



Application

The Hansen Global 3 Row Socket Trays help keep sockets organized so users don't need to keep going back and forth to the toolbox.



Origin

Hansen developed the three row socket trays following the success of their two row socket trays, to address a need for socket trays that could accommodate the shallow, semi-deep and deep sockets all in one holder.

Features and benefits

- Can accommodate shallow, semi-deep and deep sockets all in one tray.
- Each post holds sockets securely and is marked with a socket size for instant identification.
- Available as individual trays or a set of four trays to meet user needs.
- Made in the USA.

Storage and display

The 3 Row Socket Trays are sold individually or in 4-pc sets. Hansen Global suggests displaying the trays on the truck in a toolbox to show that the trays will fit into a 3" drawer or on the top shelf of a toolbox.



Selling points

- These trays are a good accessory to feature next to sockets and ratchets for added sales, the company says.
- The socket tray fits neatly into toolbox drawers to improve organization.
- Can save technicians time and money by keeping sockets organized and helping technicians determine when sockets are missing.

\$ Suggested retail price
\$15.95/\$16.95

Manufacturing specs

These trays are injection molded of tough ABS plastic that is oil- and grease-resistant. The socket trays hold between 39 and 45 sockets per tray.



For more information

Julie Thielbar
920-793-5213
hglobal@lakefield.net
**Enter #136 at "e-inquiry" on
VehicleServicePros.com**

LUMAX RoboLuber

This cordless grease gun offers continuous operation and high pressure delivery of grease.

The **Lumax RoboLuber**, No.LX-1182, is a 20V Li-ion, cordless grease gun. It has a high volume/high pressure switch for everyday greasing situations or tackling the occasional blocked fitting. It can generate up to 10,000 psi, and has a built-in pressure relief valve to save wear and tear on unit and battery, if 10,000 psi is exceeded. The grease gun can pump more than six cartridges of grease per battery and has an LED light built into the handle, to help illuminate hidden fittings. It comes with two batteries, a 110V charger, 30" ultra-flex high pressure hose and a carrying case.



Features and benefits

- LED light to find hidden grease points.
- 30" Ultra-flex hose with spring guards.
- Pressure adjustable switch.
- Fully charged battery delivers more than six cartridges of grease, according to the company.
- Comes with two 20V batteries, and the battery charger charges the battery in one hour.
- Includes an anti-fatigue carrying strap.

Selling points

- Chrome plated barrel for protection against corrosion.
- Comes with a compact heavy duty carrying case.
- Heavy duty durable construction.
- Two-speed switch for high pressure or high volume delivery.
- Patented configuration designed to speed up routine lubrication tasks.

Application

The Lumax RoboLuber is a cordless grease gun designed to speed up lubrication tasks by offering continuous operation and high pressure delivery of grease.

Origin

Lumax developed this grease gun with a patented design for unique lubrication tasks.

Manufacturing specs

This grease gun has a maximum operating pressure of 10,000 psi, a 7-oz a minute flow rate at normal pressure and 2.8-oz per minute at high pressure. The unit offers versatile refilling with two-way loading, and is compatible with a 14-oz cartridge or a 16-oz bulk fill. The unit is made in Taiwan.

Storage and display

The RoboLuber comes in a slim-line heavy duty carrying case.

\$ Suggested retail price

\$369.99



For more information

Lumax, LLC.
844-660-6876
info@lumax.com
www.lumax.com

Enter #137 at "e-inquiry" on VehicleServicePros.com

REDLINE DETECTION ReadySmoke

This compact smoke machine is designed to fit securely inside a toolbox drawer.



Application

The ReadySmoke helps detect, pinpoint and repair leaks in modern engines and leaks in intake, EVAP, exhaust and crankcase. By testing with ReadySmoke after a part is replaced, technicians can confirm that the repair is complete, helping to eliminate comebacks.



Origin

Redline Detection developed this unit as a low cost, high quality, made-in-America smoke machine.

Manufacturing specs

The ReadySmoke is CE certified for safety and ASE certified for Master Tech Technical Assistance. This unit is compact and portable, and weighs 7 lbs. ReadySmoke comes with an accessory kit that includes: two 2-oz OEM-approved Vapor Producing Fluid, (No. 96-0074), EVAP Service Tool Kit (No. 96-0003), Halogen Inspection Light (No. 96-0011), Cap Plug Kit (No. 96-0007), Standard Cone Adapter (No. 96-0004) and Accessory Storage Case (No. 91-0011). The ReadySmoke vapor is free of dyes and other contaminants.

Storage and display

ReadySmoke ships one unit per package and comes boxed with all needed accessories included. ReadySmoke is sized to fit securely in a toolbox drawer.

ReadySmoke by Redline Detection is a U.S.A.-made smoke machine designed to fit securely in a toolbox drawer, the company says. The ReadySmoke is designed to be simple to operate and includes OEM-approved vapor producing fluid which lasts hundreds of tests and is free of dyes and contaminants. It also has an easy-fill dipstick-style fluid port to refill when needed.



Features and benefits

- Easy to operate and designed to help technicians save time on diagnostics.
- With ReadySmoke, technicians can show customers the faulty components that need repairs.
- Includes vapor producing fluid that lasts hundreds of tests, according to the company.
- Easy fill dipstick-style fluid port.

Selling points

- Made in America using high quality materials.
- Redline Detection offers quality customer service and ASE Certified Master Tech technical support.
- Affordable price point.
- Helps technicians find leaks fast.
- Sized to fit in a toolbox drawer.



To watch a video demonstration of this product, visit: VehicleServicePros.com/21004973



Suggested retail price

\$849.00



For more information

Redline Detection
714-451-1411
marketing@redlinedetection.com

Enter #138 at "e-inquiry" on VehicleServicePros.com

LISLE

65mm 14 Flute End Cap Wrench

This forged steel wrench is designed for use on Toyota and Lexus cartridge oil filters.



The **Lisle 65mm 14 Flute End Cap Wrench** for Toyota, No. 61040, engages the ribs and flutes on the oil filter cap housing on 6 and 8 cylinder engines. The wrench also works on 1.8, 2.5 and some 2.7L 4 cylinder engines by engaging the flutes. The wrench is manufactured with forged steel and has a bright chrome plated finish. According to the company, this tool works on all 65mm 14 flute Toyota and Lexus cartridge oil filters.



Application

The Lisle 61040 65mm 14 Flute End Cap Wrench is designed for use on Toyota and Lexus cartridge oil filters. This wrench is for use with a 3/8" drive or a 1-1/16" wrench.



Origin

Lisle developed this wrench with forged steel to address a tendency that other cast aluminum end cap wrenches had of warping, bending or breaking under heavy use.

Selling points

- Made of forged steel for strength and durability.
- Engages the ribs and flutes on the filter cap housing.
- Can be used with a 3/8" square drive or 1-1/16" wrench.

Storage and display

The 61040 is shipped in a cardboard box with a color display label. Lisle recommends placing this product on the truck near other oil filter wrenches.



Suggested retail price

\$53.95

Manufacturing specs

The wrench is made of forged steel with a polished chrome finish for easy cleaning. The tool weighs 13 oz and is made in Taiwan.

Features and benefits

- Works on 6 and 8 cylinder engines and 1.8, 2.5 and some 2.7L 4-cylinder engines.
- Won't crack or break under heavy use, according to the company.
- Provides the leverage to open stubborn oil canisters.
- Designed to work on all Toyota and Lexus 65mm 14 flute cartridge oil filters.



For more information

www.lislecorp.com

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To watch a video demonstration of this product, visit: VehicleServicePros.com/20973163

DRIVING SALES

Tire and Wheel Service

Tire and Wheel Service

Whether it's service tools or shop equipment, there are a number of advancements in the under-vehicle category of tire and wheel service for your customers. TPMS service tools, in particular, continue to become more prevalent in shops. Take a look at some product offerings to stock on the truck.



CAN BE ZEROED WITH THE CAR IN PLACE

Intercomp's Mechanical Turn Plate can measure wheel angle and features multiple direction X and Y movement, high-strength bearings and lightweight aluminum construction. The Mechanical Turn Plate offers precise CNC machined numbers and a 70-degree range. The turn plate can be zeroed with the car in place.

Enter #140 at "e-inquiry" on VehicleServicePros.com



COMPLETE TPMS AND SERVICE TOOL COMBINATION

Autel's MaxiTPMS TS608 provides complete TPMS service, all-system diagnostics and advanced service functions in an Android-based 7" tablet scan tool. The TS608 comes equipped with the newest VCI mini for OBD-II wireless communication to help complete all mobile repairs more quickly. Choosing either comprehensive TPMS, the All-Service or the All-Systems service mode from the main screen, the TS608 tablet tool offers an exclusive status screen for quicker repairs, reads and clears codes for all modules in all systems and offers all service options for a complete service tool.

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NO DAMAGE TO THREADS

The **Lang Tools Wheel Stud Installer and Rethreader Kit**, No. 802, works on major domestic and foreign vehicle platforms, including light trucks and SUVs. The installers ensure correct installation of the studs by pulling the stud into the drive without damaging the threads. Existing studs can be repaired or cleaned with the rethreaders. The kit includes the following installers and rethreader die sizes: 1/2-20, M12x1.25, M12x1.5, M14x1.5, and M14x2.0. This product is made in the U.S.A.

Enter #141 at "e-inquiry" on VehicleServicePros.com



AUTO-OFF FUNCTION PRESERVES BATTERY LIFE

The **AME International Accu-Flate XL Handheld Digital Tire Inflator** measures, inflates and deflates tires with advanced precision, according to the company. Equipped with a 6' hose and powered by two AAA batteries, the Accu-Flate XL is sold with blister packaging and features a back-lit LCD screen with an auto-off function to preserve battery life.

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DESIGNED FOR HIGH VOLUME TIRE SHOPS

The **Hofmann Megaplan Megamount 403XL Tire Changer**, No. HOFHM-MM403XL, is a main line tire changer designed for high volume and specialty tire shops. The 403XL is a heavy duty, semi-automatic swing arm tire changer with 28" clamping and 15" rim width capability. The compact swing-arm design minimizes the footprint without impacting the ability to handle any size rim or tire.

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REMOVES RUST AND DEBRIS

The **Ken-Tool Rust Hog**, No. 20167, is an abrasive tool that removes surface rust and debris on studs and flat mating surfaces of wheels, wheel hubs and brake rotor hats. The Rust Hog features a dense, aluminum oxide infused polypropylene abrasive material attached to a 4" hub used with a 1/2" drive electric or pneumatic impact tool. The body is 4.25" long, the abrasive pads have a 2" diameter and the center hole is 2.25" deep. The Rust Hog is safe to use on steel, magnesium and alloy wheels.

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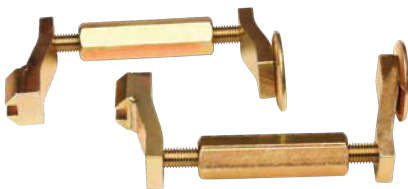
MEASURE TIRE PRESSURE AND DEPTH

The **TPG200** from **Bartec** is a tread depth and tire pressure measuring device. The tool measures tread in three places, showing the tire profile and remaining tread. The TPG200 also measures tire pressure. Once the tires are tested, send the data wirelessly to the computer using wireless Bluetooth. The TPG200 features a rechargeable battery, quick release pressure hose and wireless Bluetooth.



Easily and quickly retrieve tool data wirelessly using the Bartec TPMS Desktop or a POS system.

Enter #146 at "e-inquiry" on VehicleServicePros.com



STOPS WHEEL FROM PULLING INWARDS

The **Mueller-Kueps Wheel Camber Adjuster**, No. 514 300/2, allows a single technician to complete wheel alignments. User places one end of the adjuster on the chassis and the other on the interior rim of the car. When the user releases the camber, the tool stops the wheel from pulling inwards and holds until the job is finished, according to the company. To achieve a more precise adjustment, users can span the camber tool.

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INFLATE STUBBORN TIRES

The **Gaither Tool Co. Bead Bazooka Tommy Gun** is a tire inflation tool with a patent-pending 2" replaceable MIS valve. The grips were redesigned to be more comfortable to operate and allow for better control. Unlike its predecessor, the Tommy Gun is serviceable and covered by a three year warranty. The tool also features a three-point airway for recharging, an interior coating to prevent rust and tank damage and a patented Venturi effect barrel.

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INDIVIDUAL COMPONENTS AVAILABLE SEPARATELY

The **Steelman TPMS Tool Kit**, No. 99466, offers fast and accurate sensor and service. The 10-pc kit comes complete in blow molded case, and individual components are available separately.

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Handheld Lithium Jump Starters

POWERFUL

PERFORMANCE TRUE TO ITS PROMISE

<p>BOOST #550 For use on 5.4L and smaller gas engines</p>	<p>ULTRA #590 Works on most engines, including 10L gas and diesel</p>	<p>MAX #560 Jumpstarts up to an 8.1L gas engine and 6.4L diesel engine</p>
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GASKET SCRAPERS



855-100: (1" Face)



855-100P: (1" Face Pull)



855-125: (1-1/4" Face)



855-150: (1-1/2" Face)



855-075: (3/4" Face)



855-1000: (1" Face Offset)



855-050: (1/2" Face)



855-100S: (1" Face Stubby)

855-3ST:

(3-Piece Gasket Scraper Set
3/4" Face, 1" Face, 1-1/2" Face)

- Drop forged from high carbon steel
- Bit extends entire length of handle to the strike cap
- Blade face and scraping ends are precision ground
- Strike protection hard capped handles are ergonomically designed for comfort, secure grip, and durability
- Black oxide finish for corrosion resistance
- Lifetime warranty



WWW.LANGTOOLS.COM

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DRIVING SALES

Tire and Wheel Service

IDEAL FOR SMALL SPACES

The **Cemb-USA EZ1 Wheel Balancer** is designed to mount on a tire changer. The hand-spin, manual data entry, five second cycle time fits swing arm tire changers with round columns. The EZ1 is designed to be high quality, robust, accurate and easy to use. This balancer handles steel and custom wheels with direct location data entry, and allows users to choose from clip-on tape weight and hidden spoke modes up to 30" rim diameter. The EZ1 is ideal for garages, small spaces, racers and mobile transport use. The unit comes fully assembled and includes a 12V Lithium quick charge battery with charger.

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VehicleServicePros.com



REMOVES LOCKING LUG NUTS ON MOST AFTERMARKET WHEELS

The **OEMTOOLS Locking Lug Master Key Set**, No. 24447, is designed to remove locking lug nuts on most aftermarket wheels. This set offers thin wall sockets and extra-long lug keys to help prevent damage or scratching of the wheels and lugs. The double hex-head design fits most lug wrenches, as well as 13/16" and 7/8" sockets. The keys are made of chrome vanadium steel, finished with black oxide and stored in a blow molded case.

Enter #154 at "e-inquiry" on
VehicleServicePros.com



BALANCES A VARIETY OF WHEELS

The **Cartek Bear 80-901L 3D Wheel Balancer** is designed to handle a variety of wheels with rim diameters from 10" to 28", tire diameters up to 35" and rim widths from 1.5" to 20". This balancer offers a 22" color monitor display with an on-screen menu the company says is intuitive and easy to navigate. Two electronic gauge arms help to achieve quick and accurate balancing by automatically entering diameter, distance and width. A guided adhesive weight placement function stops the wheel at the exact position of imbalance.

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VehicleServicePros.com



OFFERS 98.6 PERCENT SENSOR COVERAGE

The **KTi TPMS Pro with OBD-II Module**, No. KTITPSOBD, is designed to program all major leading aftermarket TPMS sensor brands, offering a 98.6 percent TPMS sensor coverage, according to the company. This tool offers vehicle make, model and year lookup and relearn procedures, activates and reads TPMS sensors and provides manual and auto relearn procedure information. The tool also displays all sensor data in seconds, including ID, tire pressure, tire temperature, battery status and more. This kit includes the KTi TPMS Pro, OBD-II module and a softshell case.

Enter #155 at "e-inquiry" on
VehicleServicePros.com

ICON-BASED INTERFACE

The **Hamaton H46 TPMS Programming Tool** features a colored icon-based interface to help guide users through replacing and servicing TPMS sensors. The H46 displays all sensor data, including ID, tire pressure, tire temperature and battery status. With the addition of the optional OBD-II module, users can reset the ECU in less than two minutes, according to the company. The H46 is designed to support all known programmable TPMS sensors and is frequently updated with new features and up-to-date vehicle and sensor coverage.

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COMPACT TO FIT IN SMALL SPACES

The **Coats RC-45 Rim Clamp Tire Changer** is designed for general service repair shops looking for a durable and reliable tire changer. The RC-45 offers a compact design and a chassis that fits in shops with limited space. The tire changer features a 1HP motor, manual swing arm, Duckhead mount/demount tool and clamping capacity up to 24".

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INCLUDES 2017 VEHICLE COVERAGE

The **ITM sensorAID TPMS Tool Software Update v.3.72** offers sensor programming and diagnostic features. The update includes more 2017 model year vehicle application coverage, expanded Asian make coverage and expanded European market coverage. ITM TPMS offers a new 24/7 TPMS technical support team. The improved TPMS offers 95 percent coverage, OBD-II relearn and lifetime free updates and tools.

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Toss Your Torch



Switch to Induction Heat

Mini-Ductor® Venom®

The Mini-Ductor Venom uses Invisible Heat® to release metal from corrosion and thread lock compounds without the dangers of open flame and up to 90% faster - 3/4" nuts are turned red hot in seconds.



Applications:

- > Seatbelt Bolts
- > O2 Sensors
- > Fuel Tank Straps
- > Brakes
- > Suspension
- > Inline Connectors
- > and 100's more!



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WORLD'S BEST!



Quick-Release Grease Coupler

4 Hardened Jaws Create Leak-Proof Seal!

LX-1403

Patented Design



- Integrated 1/8" NPT Connection
- Proprietary Locking & Quick-Release Mechanism
- No Lubricant Splash Upon Release
- Multi-Year Service Life

Fits All SAE & Metric Fittings



**Working Pressure: 15,000 PSI
Burst Pressure: 22,000 PSI**

Highest Pressure Rating in the World!



Lumax.com

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DRIVING SALES

Tire and Wheel Service

DESIGNED TO READ ALL TPMS SENSORS

The **ATEQ TPMS Tools VT31 TPMS Sensor Activator and Reader** is designed to accurately read tire pressure and 100 percent of TPMS sensors.

The VT31 can read sensor ID, pressure, frequency, temperature and battery life. Other features include an easy-to-read display, user friendly navigation and command buttons, and vehicle make, model and year lookup.

Enter #161 at "e-inquiry" on VehicleServicePros.com



INDIRECT, MANUAL AND AUTO RELEARN

The **Monster TPMS Sensor and Activation Tool with OBD-II Module**, No. MSTTPMSOBD, includes the Monster TPMS Pro, an OBD-II module and softshell case. This TPMS tool is designed for sensor activation, programming and ECU reset. The tool offers 98.6 percent TPMS coverage and programs all leading aftermarket TPMS sensor brands, according to the company. The tool offers vehicle make, model and year lookup and relearn procedures, and provides indirect, manual and auto relearn procedure information.

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FOLD DOWN DISPLAY WITH LARGE WEIGHT STORAGE AREA

The **GRP Redline 3200** is an economic, full-size balancer with 2D automatic data entry and stick-on weight applicator. This balancer has a hidden weight spoke mode, foot break for precise weight placement and quick-nut standard. The 40mm shaft accommodates flange plates, motorcycle wheels and wide-wheel assemblies. This balancer features a fold-down display with large weight storage area and has several accessory options, including an offset spacer, truck cone, motorcycle adapter and offset spacer and truck cone kit.

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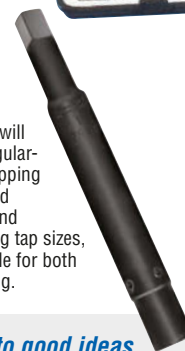
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POWERED BY 1/4" DRILL

The **Ascot Supply Co. Stud and Hub Brush Kit** is designed for cleaning hubs and studs on passenger cars and trucks. The Stud and Hub Brush Kit is powered by a 1/4" drill and includes an adapter to allow the tool to be used with a 1/2" impact wrench. The kit includes two 14mm stud brushes, two 22mm stud brushes, two passenger car hub brushes, two commercial truck hub brushes, a heavy duty plastic tool and a 1/2" drive adapter. The kit comes in a blow molded storage case.

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FOR ROADSIDE AND WORKSHOP SERVICE

The **Rotary R560 Mobile HD** is designed for both roadside and workshop service. This tire changer is easy to use and suitable for closed vans or small workshops, according to the company. The standard roller can be used for tube tires and the hydraulic clamping and table top can be used for agricultural tires. The R560 has a maximum tire width of 37.4" and a maximum diameter of 51".

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REMOVES FRONT HUBS ON DODGE PICKUP TRUCKS

The **Cal-Van Tools Dodge Wheel and Hub Removal Adapter**, No. 90300, is designed to remove the front hubs found on 3/4-ton (2500 series) and 1-ton (3500 series) Dodge pickup trucks. This tool helps users cut the flat rate for changing out U-joints, front differential service, ball joints and any front hub service. According to the company, on average it takes 3.4 hours to do both sides using a sledge hammer, torch or heavy duty slide hammer, and with this tool, it takes about one hour to do both sides.



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**BY DAVID BRIERLEY,
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Meet the Cornwells

Scottie Pouncey, his wife, Kelly, and their son and daughter are all involved in the family tool business.

Scottie Pouncey and his wife, Kelly, are a Cornwell tool dealer team based in Spring, Texas, just north of Houston. Their son recently started driving his own Cornwell truck, and their daughter also helps out with the family business while attending college. This family really means it when they say they “bleed blue” for Cornwell.

In 2013, Scottie decided he’d had enough of being an automotive technician. He was having rotator cuff problems and wanted to do something a little less physically taxing. His choice for a new career came down to two options.

“I’m a private pilot, and I had a choice: either go to an airline or get a tool truck,” he says. “I actually chose the tool truck.”

His wife, Kelly, joined him “pretty much from day one,” Scottie says. They each play a role at every stop.

“I go in the shop and talk to the technicians and the shop owners, and get everybody out to the truck,” he says. “She is there [on the truck] to accept payments [and answer questions].”

While working together may sound like a recipe for disaster to some couples, this husband and wife of 29 years seem to genuinely enjoy it.

“He’s not off doing his job and I’m not off doing my thing – we get to do it together,” Kelly says. “Now we brought our son into it – now it’s a family business.”

“We’re dual-franchise owners with Cornwell, now,” Scottie explains. “This is a new program that Cornwell is kind of experimenting in.”

Just over a month in, the Pounceys’ son, Nathaniel, is doing well as a tool dealer.

“He’s knowledgeable on the mechanic side as well because he was an airplane mechanic in the Navy,” Kelly says of their son. “After he got out of the Navy, we wanted to secure a good future for him and his family, and we just have a fabulous time doing this. He was interested, so we did whatever it took to get him in the business and help him out.”

“On Facebook we call him ‘the Cornwell Kid’ because he’s only 26,” Scottie adds. “Next year our rally is at Disney World and it’s [Cornwell’s] 100th anniversary. I’m trying to get my son to work a little



Kelly and Scottie Pouncey are a husband and wife tool selling duo based in Spring, Tex.

extra hard so [we] can be the first father-son team to walk the stage in the top 100 in the nation.”

The Pounceys also mention that their 23-year-old daughter, Emily, helps out with advertising, social media, running errands and shipping packages.

“I’m trying to get her to help with some of the business end of it,” Scottie says of their daughter. “She’s at the local university for business.”

As for their current business, the Pounceys say their route is a mix of rural and urban. It nearly reaches to downtown Houston, and includes a variety of stops from tire shops, to diesel shops, to custom restoration shops.

Though they put in a lot of hard-working hours, the Pounceys are happy with their decision to become a tool dealing duo.

“We have no regrets,” Scottie says. “This was one of the hardest decisions we ever made, but we love it. We have such fun. It’s a lot of work; there are days that you want to just run and hide under the bed, but it’s very rewarding.”

When asked about other family members involved in the family business, Scottie says “Just my grandbabies. I’m hoping I can get them started early and we’ll have a whole Cornwell family.” **PD**

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