

# Professional Distributor

The Mobile Distribution Network Connection

JUNE 2016 • VOL. 24 NO. 5

\$15.00



## SLEEPING GIANT

Independent distributor and owner of Goliath Tools & Equipment, Myron Colley focuses on big ticket sales and proper staff to achieve success.

Page 10

### EXCLUSIVE:

#### 2016 PTEN Innovation Award Nominees, Part 2:

Check out the second round of tool and equipment product nominees for this year's awards. [page 24](#)

#### Show Me Your Truck:

Ricardo Ortiz, Mac Tools. This 24' wide body Freightliner provides extra room for inventory and customers. [page 20](#)

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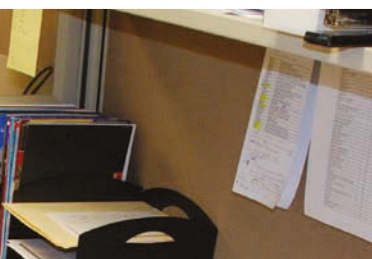
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10

## COVER STORY

### 10 Cover Story: Sleeping giant

Georgia-based independent distributor and owner of Goliath Tools & Equipment, Myron Colley focuses on big ticket sales and proper staff to achieve success.

## JUNE 2016 CONTENTS



20



38



22



46

## EXCLUSIVE

### 24 2016 PTEN Innovation Award Nominees, Part 2

It's back! Check out all the latest and greatest tools introduced to market in the last year.

### 44 In Focus Products

- ProMaxx Exhaust Manifold Repair Kits
- CanDo HD Pro II

### 46 Driving Sales

Product details on hand tools and specialty tools.

### 32 Sneak Peek

Details on new products from Power Probe, Lock Technology, Morgan Mfg., Mayhew Tools, JS Products and more.

### 42 Sales Q&A

Don't fear the unknown: Make a dent in your sales by servicing collision repair shops.

## FEATURES

### 20 Show Me Your Truck

This month, we check out Mac Tools distributor Ricardo Ortiz's new truck, in El Monte, Calif.

### 38 Product Training

Gloves, boots, shirts and other apparel are necessities for technicians. Find out how to stock and sell this product category.

## DEPARTMENTS

### 06 Editor's Note


How do you run a multi-route business?

### 22 Most Wanted


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

### 54 Tales from the Road

Mac Tools distributor Nigel Clarke provides details on his success with selling big-ticket items.

  
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### 2016 PTEN Innovation Award Nominees

We couldn't fit all of the 2016 PTEN Innovation Award Nominees into one issue. For the complete list of nominees, along with additional product details, visit:

[VehicleServicePros.com/2016IANominees](http://VehicleServicePros.com/2016IANominees)



### Featured Video



To watch a video of Information on the CPS Products FX Series of mobile A/C recovery equipment, visit:

[VehicleServicePros.com/12190358](http://VehicleServicePros.com/12190358)

### Product Tool Review

The reviewer was able to use the OTC Locking Collar Wrench to expedite alignment jobs. To read the full review, visit:

[VehicleServicePros.com/12093432](http://VehicleServicePros.com/12093432)



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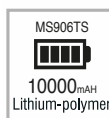
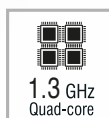
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**AUTEL**



BY ERICA SCHUELLER,  
EDITOR

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# How do you run multiple routes?

More and more distributors today are looking for another area to increase the size of their business.

It's not a rhetorical question. As some successful distributors look for the next opportunity for their business, there are a number of challenges that multi-route operations face.

As a mobile tool distributor, you already wear a lot of hats. When you run a multi-route business, you're adding more variables to the mix.

In addition to increased inventory, sales and cash flow, not to mention larger orders and handling more warranties, you also have to consider alternative products stocked on each truck based on the customers served. Don't forget about managing and tracking that inventory. Plus, consider who to hire for your staff.

Georgia-based Goliath Tools & Equipment owner, and this month's cover story subject, Myron Colley faces a unique set of challenges, because he not only oversees two routes with hired drivers for both, but also operates a storefront location.

Since Colley isn't running his own route, he's constantly on the move visiting the storefront in Metter, Ga., or one of the two routes he manages in Augusta and Savannah, which are both 60 to 80 miles away, in opposite directions. Logistics and communication are key to his operation.

While talking with Colley, there were two distinct challenges I noticed, which can be attributed to any multi-route operation: hiring and inventory tracking.

## Hiring employees


Any successful business operates with the right staff. But how do you recruit and maintain employees? They need to be self-starters, sales-driven and customer service-focused.

You have to consider salaries, bonuses and even benefits. Vetting drivers to ensure they meet your criteria, and will continue to perform even when you're not with them on the route also means finding reliable and trustworthy candidates.

## Tracking and operations

Colley will tell you, it's difficult to have a streamlined means of tracking inventory and sales on the trucks. There's no software available to independent distributors, that he (or I) am aware of that's made specifically for multi-route operations that allows the manager full access to the system, while providing his drivers access to only some aspects.


As an example, inventory management should be controlled only by the business manager or owner.

Your businesses are always changing, and it's thrilling to witness this evolution first-hand. 

## Distributor update

As we go to press, Goliath Tools & Equipment owner Myron Colley has brought on a third driver for another route established in Statesboro, Ga. He also has found a software company willing to help develop a custom business management platform for his business. To read the full story on Colley's business, turn to page 10.

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The Goliath Tools & Equipment building is located at a central intersection in the small town of Metter, Ga. On the left is the newer construction storefront. The middle red-brick portion of the building houses office space, and the building to the right is extra storage for larger equipment and extra inventory.



# Sleeping GIANT

Independent distributor and owner of Goliath Tools & Equipment, Myron Colley focuses on big ticket sales and proper staff to achieve success.

by Erica Schueller, Editor

**G**eorgia-based independent distributor Myron Colley puts his trust in people. He follows the mantra of “doing business on a handshake,” and maintains his small-town routes to establish lasting relationships.

“I’m used to business on a handshake. I do business with you the way I want to be treated.”

Colley got started in the franchise business just out of college, after deciding not to pursue a law degree. He wanted to go into business for himself, and first looked into fast food options like KFC and McDonald’s.

He ended up in the automotive business when he finally bought a Meineke muffler shop franchise, eventually starting his own automotive repair franchise with locations throughout the southeastern U.S. But after the Sept. 11, 2001 terrorist attacks, business abruptly stopped.

“After 9/11, it really affected the economy,” explains Colley. “We had stores that were doing \$3,000 a day, now doing \$100.”

The business went bankrupt and Colley moved back to his hometown of Metter, Ga., where he took on his true passion: raising and selling cattle. Colley still runs the fourth-generation family farm today, in addition to his tool business.

## Getting to know the business

Colley established Goliath Tools & Equipment in October 2014, and in just two short years he has created and maintained two successful mobile routes, and a storefront location for inventory overflow and additional sales.

Distributor Donald Heath runs his Augusta route and distributor Nicolas Kapp runs his Savannah route, while Colley’s wife, Lisa, assists with day-to-day operations at the storefront location in Metter. ➔

## Where in the world is this professional distributor?

Independent distributor Myron Colley operates a storefront location in Metter, Ga., along with two routes: one to the north in Augusta, and one to the southeast in Savannah.



**Myron Colley**  
Metter, Ga.  
Population: 4,130



## Goliath Tools & Equipment Top 5 Tools

1. GearWrench 219-pc Mechanics Hand Tool Set, No. 80940
2. Monster Limited Edition Shop Cart, No. MST3304G
3. Milwaukee M18 FUEL Combo Kit, No. 2896-23
4. Monster Underhood Rechargeable Light, No. MST8006
5. GearWrench 16-Pc Metric Combination Ratcheting Wrench Set, No. 9416

## DISTRIBUTOR PROFILE

### Why ISN?

**Independent distributors need a warehouse distributor in order to stock product. Colley chose ISN.**

Starting out, independent distributor Myron Colley was unfamiliar with the mobile tool industry. He was, however, familiar with ISN.

Before getting into the tool business, Colley would help finance a local distributor on big-ticket items that the distributor was buying through ISN. When Colley went into business himself, he continued his relationship with the warehouse distributor.

Colley likes working with ISN for a number of reasons, including his connection with company representative Jason Pratt.

“I like Jason. Business is relationships, right or wrong. I like Jason and I like doing business with him,” says Colley.

Colley also has an affinity for ISN’s exclusive brand, Monster.

Pratt has told Colley that Goliath Tools & Equipment is one of the top selling distributors to sell toolboxes with ISN. Colley appreciates that the Monster brand is not sold by outside retailers, which gives him exclusivity.

In addition to that, he likes the style of the product. “I love Monster. It’s got eye appeal, curb appeal,” says Colley.



*Colley purchased two trucks for the business, both Freightliner MT45 models. For branding purposes, he took the trucks to a local paint and body shop and had them painted orange. For contrasting color, he selected black for one truck and lime green for the other. “The green pops so much better,” says Colley. “I was afraid of it the first time I saw it. I didn’t have the guts to do it to start with.”*

If Colley isn’t at the storefront or one of the tool trucks, he’s in his “home office,” a 2012 Ford Super Duty pickup truck, where he says he spends 75 percent of his time on the road between routes, the storefront and his farming operation.

When Colley first got started with his own routes, he didn’t understand fully how the distribution channel worked with mobile tool sales.

He attended the AAPEX Show and SEMA Show in Las Vegas to learn about different tool manufacturers, and started out buying direct – but he ran into trouble with warranties and timely responses from some of the companies.

“I didn’t know about the warehouse distributors. I knew ISN existed, but not to the point where all tool truck guys bought from warehouse distributors. I went out there on a fact-finding mission,” he says of his trip to Vegas in 2014.

While Michigan Industrial Tools is one of the manufacturers he went through direct, he still works with that company today, selling the company’s Tekton line. “We still sell a lot of Tekton stuff. Good tools, and quality is good. They have the easiest warranty there is.” For the bulk of Colley’s other tool purchases, he works with ISN.

While Colley purchases larger equipment from ISN, including Monster toolboxes, he



*The back building of the business houses a number of new and trade-in pieces of equipment, including toolboxes, tire changers, balancers and more.*

also sells large equipment such as frame racks, tire changers and balancers through Tuxedo Distributors, and he recently became a Ranger distributor.

### Running multiple routes

On a daily basis, Colley could be in any of the three cities his business services, to provide support in closing sales for shop equipment, dropping off inventory or checking in on his route drivers.

With having employees that are the face of the business, communication is key. “Most of our business is logistics,” explains Heath.

To build a customer base, it’s important to get in front of the customer. Heath and Kapp both make it a point to go into every shop, and to speak to as many technicians as possible. ➔

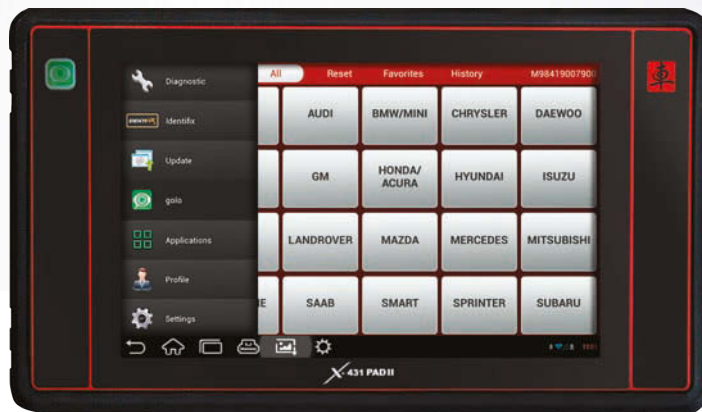
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## DISTRIBUTOR PROFILE

### Distributor mini-profile: Donald Heath, independent

Georgia-based Goliath Tools & Equipment independent distributor Donald Heath services the same area where he grew up.

Augusta, Ga.-based Goliath Tools & Equipment independent distributor Donald Heath grew up playing football in Burke County, the area his route now serves. After missing an opportunity at a full scholarship to Vanderbilt, due to a broken leg prior to the start of the season, Heath shifted his educational focus to vehicle repair.



He got involved with Goliath Tools & Equipment in March 2015, when owner Myron Colley approached him about taking on the Augusta route.

“The more people you know – a lot of people say that’s a curse – me personally, I say the more people you know the better in life you are because you never know when you’re going to need somebody, or when I might come in contact with somebody. It’s all about having good conversation and good people around.”

Heath has steadily built up his customer base by word-of-mouth, and a dedicated approach to each stop he makes.

“If you’ve got a good customer base, it can take you a long way. Just by having great deals and word-of-mouth, I get a lot of new customers,” says Heath.

“When I first started, I maybe had 50 or 60 customers. Now my customer base is 260 to 300 customers. And a lot of it is just by word-of-mouth, by people saying ‘He’s the man. He won’t try to beat you up on price. He’ll work with you for price.’”

Heath doesn’t keep a fully stocked truck, because 75 percent of his business is through special orders.

“Donald has got to the point where he sells a little bit off the truck, but Donald’s customer base now is a lot of order stuff,” says Colley.

Heath also has another hook for getting customers on the truck: his family’s special homemade BBQ sauce and pork skins.

“One thing that’s big in the South, when I first started I didn’t have anything to eat on the truck. I was like, ‘Nah, that’s not going to work out,’” Heath says, about having food available for sale.

“When you get them to come on the truck, then you’ve got them,” he continues. “I started cooking the skins and putting the skins on here. Let me tell you: Business been boom’in’”

While Heath has a more established route, with customers who come out to the truck when he arrives, he will still do this to acknowledge all current and potential customers.

“My thing is, you can’t get a customer if you’re not willing to go talk to him. Go say something to him. Majority of the guys, they’re not going to come out to the truck if you’re not going to say anything to them. I go out and go into the shops and talk to the people,” says Heath.

Both drivers are responsible for tracking their own inventory, and letting Colley know what products they may need.

Colley will also readily contact both distributors for pricing questions and suggestions on what to order to restock the truck.

Each route driver has Wi-Fi on the truck, and utilizes a tablet which links wirelessly to a printer to print itemized receipts for customers, that show all purchases and payments.

“This right here, it’s more compact, you don’t have to worry about lugging around a laptop,” explains Heath of the iPad mini he uses.

Colley provides each driver with a base salary, and an additional commission for the percentage of collected sales on the truck. He provides a separate additional bonus on a per-sale basis for big-ticket items.

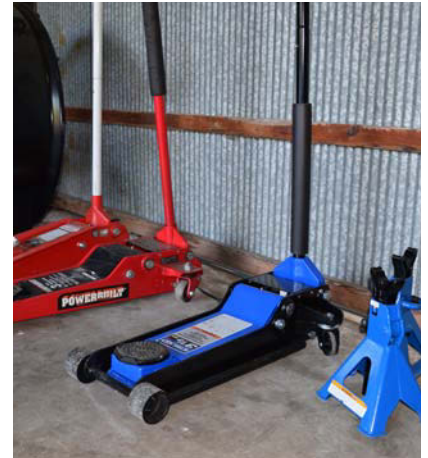
### Emphasis on big-ticket items

While the everyday sales help to sustain business operations, Colley says profits come from toolbox sales and heavy equipment sales.

“That’s what really got me interested in doing this, is the larger equipment,” Colley says, of starting Goliath Tools & Equipment.

Another benefit to selling big-ticket items is the security of the customer base purchasing larger equipment, which is primarily shop owners versus technicians.

Colley utilizes his route drivers to find leads in order to close sales.



Heath has sold numerous jacks and jack stands to this shop, including the Alltrade and K-Tool International brands.



Heath sold this GearWrench toolbox to the shop as a shared “shop box” for all the techs to use in the shop.

“That’s the beautiful thing,” Heath says of Colley, “When he’s close by, we can knock deals out like that and get it done. And it works.

“I do a lot of the smaller sales, the day-to-day sales. When it comes to equipment and stuff, I set it up and he’ll go in and close the deal. That’s been a perfect combination.”

This process also helps Heath stay on task with his route, while Colley can manage additional details of the sale such as trade-ins, financing and equipment drop-off.

“Me and Myron, we’re like a one-two punch. I set the deal up, he comes ➔



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## 13803: AUTOMOTIVE DMM



- CAT III – 600V Auto Ranging
- Dual fuse protection
- 3-year warranty
- 600v AC/DC
- 10A AC/DC
- Resistance, frequency, continuity, diode test, temperature to 1400°F, RPM for 1-8 cylinders and duty cycle/dwell

## 13804: CAT IV DMM



- Cat IV 600V/Cat III 1000V for HEV work
- High accuracy standard DMM
- Fuel injector pulse width testing
- RPM measurements with included inductive pick-up
- Limited Lifetime Warranty

## 13805: AUTOMOTIVE DUAL CHANNEL SCOPE



- 48 Pre-Set Waveforms
- TRMS Graphing Multimeter functions
- "Glitch Snare" mode
- Component Test Modes
- 1  $\mu$ s – 50 second sweep mode
- Inductive pickup/thermocouple probe/test leads/carrying case

## 13810: CAT IV CLAMP-ON METER



- Bluetooth to either Android or iOS devices with 30' range
- Test leads for AC or DC volts to monitor voltage level or drops while vehicle is running
- Standard AC/DC current clamp for starter, alternator, or other higher current measurements to 400A
- Low current AC/DC milliamp clamp for parasitic or other low current measurements with mA resolution
- View trends graphically in real time
- Record thousands of data points (limited by device memory), and then save or e-mail data in .CSV format

## TU-470B: FUEL INJECTION CLEANER



- Two gauges enable a technician to check the vehicle fuel pressure with the left gauge, and then easily set cleaning pressure with the top gauge by referring to vehicle fuel pressure on the right gauge
- Cleans carbon from intake valves, fuel passages, and cylinders with a professional carbon cleaning solution, which will restore the original spray pattern more effectively, giving improved performance, fuel economy, and emission tests

## TU-443: DELUXE FUEL INJECTION PRESSURE TEST SET



- The included adapters, hoses, and fittings cover most fuel injection systems worldwide
- A time-saving quick coupler connection at the end of the gauge hose makes a speedy and efficient coupling possible with the adapters
- Adapters will work with Lang TU-470B for full range of coverage

## CLT-2: CYLINDER LEAKAGE TESTER



- This tester measures the ability of an engine cylinder to hold compressed air using shop air pressure and supplements a compression tester
- The 2-1/2" special gauge has one multicolored band for measuring low, moderate and high leakage, and a scale range from 0-100%. The second gauge is 2-1/2" and has a dual scale dial PSI and bar, which allows the technician to monitor input air-line pressure

## TU-30A: COMPRESSION TESTER SET



- Tests compression on most domestic and foreign cars, and light trucks with gasoline engines, including mini engines
- Set includes: 300 PSI gauge, 1-1/2" PSI gauge (14mm & 18mm thread) for small engine testing, short 14mm hose assembly, long 14mm hose assembly, 12mm & 16mm hose assembly, 10mm short thread adapter, 24" hose assembly with quick coupler, 300 PSI 68mm gauge and hardware assembly



## DISTRIBUTOR PROFILE

### Distributor mini-profile: Nicolas Kapp, independent

**Georgia-based independent distributor and newcomer Nicolas Kapp uses his prior heavy duty trucking experience to connect with customers.**

As a port city, Savannah, Ga., provides a number of opportunities for Goliath Tools & Equipment independent distributor Nicolas Kapp to service semi-truck repair and maintenance operations.



"I go to big equipment shops. Big bulldozers and stuff. I try to orient the stuff on my truck for stops like that," says Kapp. In addition to common inventory, which he sells at these

and traditional automotive repair shops, Kapp also sells heavy duty tools such as 2" sockets and larger wrenches, sometimes up to 50mm.

Now 20 years old, Kapp got his start out of high school working on "18-wheeler tires" before he moved on to a scrap metal company.

He joined Goliath Tools & Equipment in February 2016.

"This is better pay and easier on me. The job before this was hard manual labor," says Kapp. "It's a lot easier than what I was doing."

The route was in poor shape prior to Kapp coming on board. With the help of Goliath Tools & Equipment owner Myron Colley, Kapp took over and has seen steady success.

"We had a lot of people that we had to get back straight to get back on the truck, because people had ruined our reputation down here. I had to build the reputation back up," says Kapp. "If I'm not going to be here, if I'm sick or something, I'll call to tell you I won't be able to see ya'll this week."

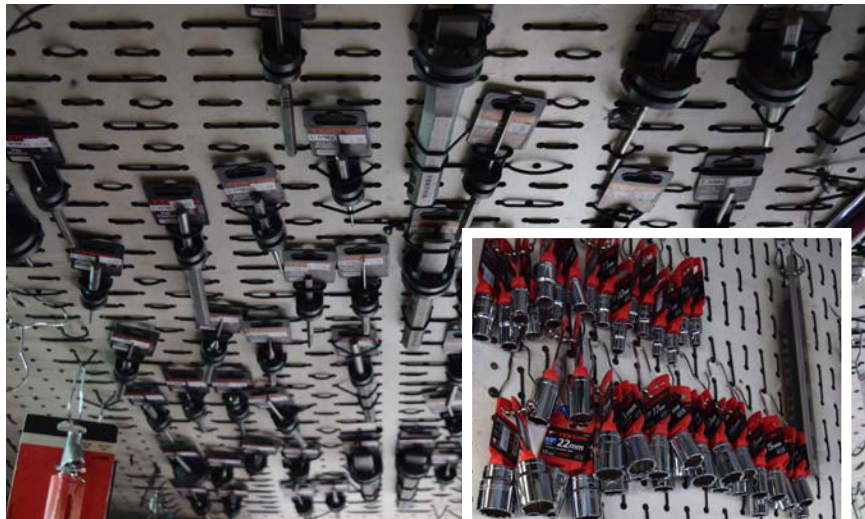
Kapp's approach is to reach out to every current and potential customer in the shop.

"I try to walk through every shop I go to and talk to almost everybody. A lot of tool truck drivers don't do that; they have their clientele already, and just stay out on their truck and wait for them (customers)," he says.

"Most shops I go to, I get out and walk through the whole shop and let everybody know I'm there. That way, if they need something or want something, they come out."

With Kapp's previous professional and personal background of working on his own vehicles, he's able to more readily approach technicians in the shop.

"I feel like I connect with the mechanics, because I understand what they're talking about when it comes to certain stuff. I just talk with them. It makes my day better, it goes faster," says Kapp.



*Colley sells quite a bit of the Tekton brand of tools, which includes wrenches, pliers, bits, punches, chisels and more.*

in and closes the deal. That's the biggest thing about me and Myron in this company. That accounts for having great communication too," says Heath.

With selling large equipment, Colley also takes a number of items on trade deals. While he's able to sell some of these toolboxes and other equipment to customers on the routes or at the storefront, he also lists some of the items on eBay.

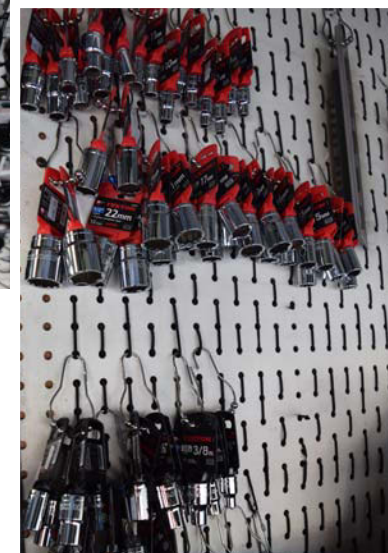
Percentage wise, sales are split evenly with about half held as truck account purchases, and half financed through a local lending business.

### Other business operations

Colley has a number of tasks he must handle on a regular basis, with the help of his wife, Lisa.

"We never intended on opening up a free-standing tool store," says Colley. "It just turned into being a thing where people would come in there and say, 'I see your tool trucks parked here every so often.'"

Colley's storefront used to be a gas station in Metter, where his father pumped gas as a teenager when it was in operation. To expand the storage, Colley extended the original awning on the front of the building, and uses the original building as offices. The garage is



now used for equipment storage.

Some challenges he has faced include finding the right employees to help his business succeed. While Heath established himself early on as a steadfast and reliable employee, Colley had some trouble finding the right fit for a mobile tool truck driver for the Savannah route.

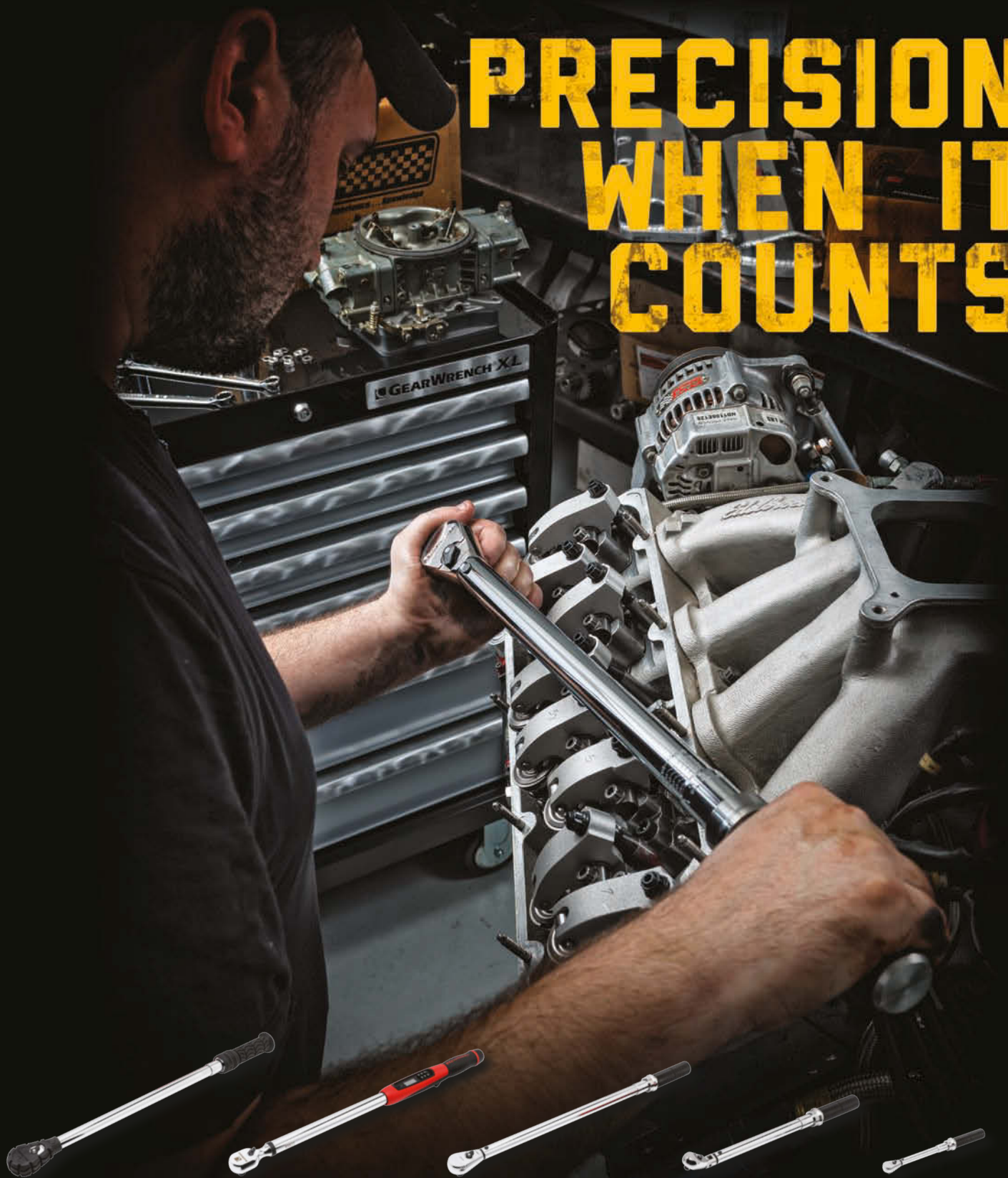
For other aspects of the operation, Colley must be on-hand to collect special orders and warranties – or have the route driver stop by the storefront location.

To place special orders, each driver uses an invoice book with three copies – for his truck, the office and customer copies. He places these orders in a zippered envelope and submits the orders two or three times per week. The envelope is either picked up by Colley on the route, or dropped off by the driver at the storefront, to place the orders. Colley will place his main orders two or three times per week as well.

Colley emphasizes the importance of having a system in place for



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# DISTRIBUTOR PROFILE



*When Colley is at the storefront taking care of business, one of his tasks is to create unique hand tool sets that his distributors can sell on special. In addition to selling the tools separately, Heath and Kapp will sell this 11-pc pliers set as well.*

organizing these special orders, and has yet to find a software program to meet his needs.

“The way I run my business, I need a real-time, on-time system. I can’t have a system that’s on his truck; he’s an hour and a half away from me. I need to be able to get into his system and see what he’s doing,” says Colley, of his route drivers.

“I don’t know (anything) about operating systems, and how that stuff works, but I know what I need. And it’s not out there in the tool business.”

For inventory already on the truck, Colley makes sure to include pricing.

“I believe as a consumer, I don’t want to come on your truck and say ‘How much is this?’ First off, I don’t want to answer it 20 times a day, anyway. Right or wrong,” says Colley.

He continues that there can be additional concerns verbally confirming price without having it on the product, leading to customers hearing different prices for the same item. “I don’t want one customer to feel like he’s getting one price, and another man gets another price. I want everybody on the same playing field.”

He also will create unique sets of hand tools for Heath and Kapp to sell on special.

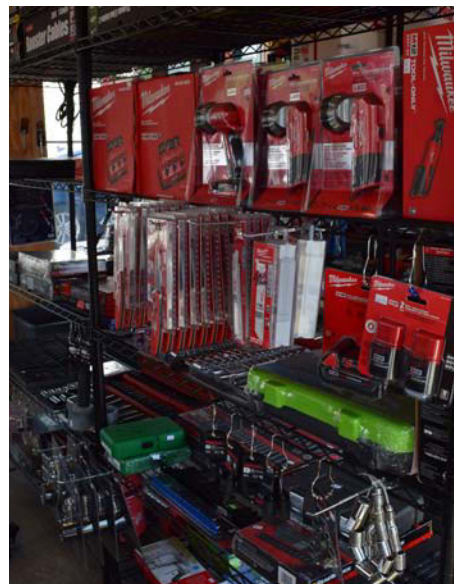
One main focus at the storefront is handling warranties. Colley’s wife, Lisa, has worked to organize this operation through a series of color-coded service writer envelopes used by each truck: black for the Augusta route warranties, and red for the Savannah route warranties.

Once a new tool arrives for warranty replacement, she’ll take the old tool out of the envelope, replace it with the new tool, and send the envelope back to the corresponding truck.

“We don’t ship the new tool back to the manufacturers until we’ve got the new tool in place, in case we ever have to give the old tool back,” explains Colley.

Colley says handling warranties could be a full-time job for any distributor, on top of the other business operations they must maintain.

“If somebody in this industry would start a service for these independent tool operators – I see how much time she (Lisa) puts into it. If there was a service you could pay to have that done, independent owners would do it,” says Colley.



*Colley never intended on opening a storefront location, but the Metter, Ga.-based gas station-turned-tool store has proved successful, and provides a central location between the two routes in Augusta and Savannah.*

He relates to the concerns of warranties being so time-consuming for other current distributors, with all of the other tasks necessary to run a successful business.

“They probably got up at 6 o’clock that morning, running until 6 o’clock at night, then they’ve got to balance up the money. They’ve got to make deposits sometime during the day. And sometimes, they’ve got to talk to ISN for inventory. When are they going to have time to sit down and box that inventory to ship back? On the weekends?”

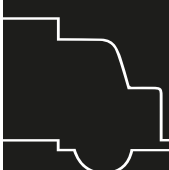
“My wife has done it, plus another employee, and we’re not getting it all.”

## Long-term goals

Colley would eventually like to open his business up to have three or four routes, total. This will, of course, mean hiring more people to help.

Colley previously managed a number of employees with his franchise business, and would prefer to not manage more than a few with his current business.

“I don’t see us growing more than four trucks. Maybe five. And that’s the biggest I see us being, and I’m going to tell you why. I don’t like to manage employees. I know how many headaches come with that,” says Colley. “The third truck’s ready, it’s just not running yet.” **PD**



### Quick facts

- **Franchise:**  
Independent
- **Established:**  
October 2014
- **Route:**  
Rural, Suburban
- **No. of customers on the books:**  
Augusta - 327  
Savannah - 196  
Storefront - 43
- **Average stops per week:**  
Augusta - 100  
Savannah - 100
- **Total weekly windshield time:**  
Augusta - 35 hours  
Savannah - 50 hours





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**Stop the Knock, Eliminate Camshaft Phaser Noise**

Part #	ENGINE	WD	MSRP
24206	4.6/5.4L 3V	<b>500.00</b>	699.99

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**Weight Capacity 55 Lbs.**

Part #	Color	WD	MSRP
24616	Green	<b>68.00</b>	89.99
24960	Black	<b>68.00</b>	89.99

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Part #	Lumen	WD	MSRP
24603	200	<b>30.00</b>	39.99
24605	330	<b>34.00</b>	49.99
25997	600	<b>40.00</b>	69.99
24604	1000	<b>80.00</b>	199.99



**Personal Power Source and Jump Starters**

Part #	LI/mAh	WD	MSRP
24379	8000	<b>68.00</b>	119.99
24370	12000	<b>82.00</b>	179.99
24454	12000	<b>92.00</b>	199.99
24455	18000	<b>120.00</b>	279.99

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# Ricardo Ortiz, Mac Tools

This 24' wide body Freightliner provides extra room for inventory and customers.

By Erica Schueller, Editor

In February 2016, Mac Tools distributor Ricardo Ortiz officially updated his ride to a 2016 M2 Freightliner 24' wide body after working with Summit BodyWorks to come up with a customized design and layout for almost two years.

The truck utilizes many outside compartments for additional storage, including a battery storage slideout, a Cummins air compressor and 8 kW Onan diesel generator, along with an additional 48" lighted external storage box for other items.

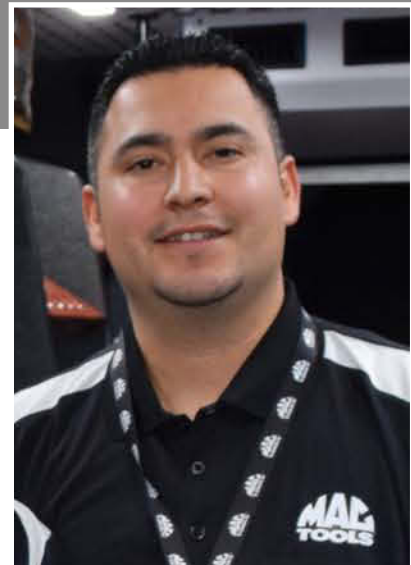
Ortiz's route, based in El Monte, Calif., is a predominantly Hispanic area and nearly all of his customers speak Spanish.

Ortiz got his start fixing cars in high school, where he took automotive classes along with

college courses. "I was doing that to stay out of trouble... I grew up in a hard neighborhood," Ortiz explains. "The easiest way to get an education faster was I would take college classes in high school, and the school would pay for my books, and I would get credits to graduate."

Ortiz worked at a repair shop for two years after high school, until he decided to pursue the mobile tool business. August 2016 will mark 10 years on his route. PD

**Ricardo Ortiz**  
El Monte, Calif.  
Population: 116,631



**Removable storage shelves.** The shelving unit at the back driver-side of Ortiz's truck can be removed to fit an additional toolbox or other larger equipment.



**On-truck air.** Ortiz has an air compressor stored on the outside of his truck, providing him the ability to demo pneumatic tools right on the truck.

**More storage.** "Inside those toolboxes, I have a bunch of extra inventory," says Ortiz. "Shirts, T-shirts, stuff that's on promo that I have multiples of, I'll put it in there."

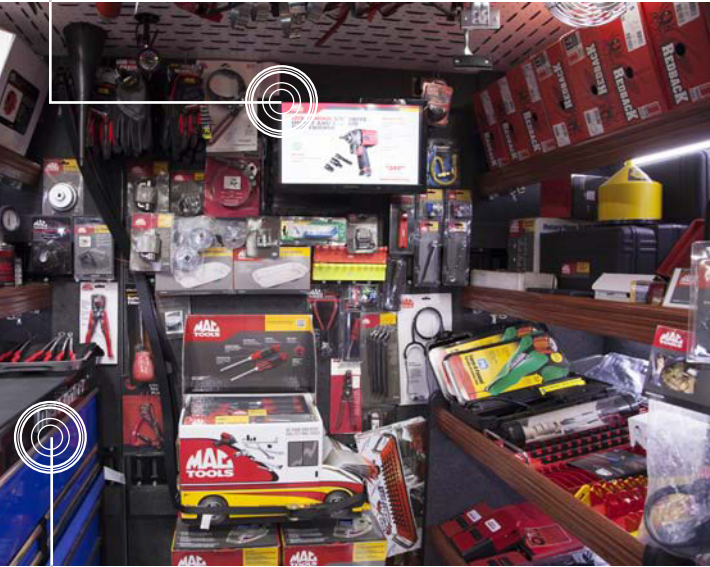


To watch a video tour of Ortiz's truck, visit [VehicleServicePros.com/12207078](http://VehicleServicePros.com/12207078)



- **Rotating videos.** Ortiz regularly rotates the videos featured on this TV monitor, to keep customers engaged while he's servicing others on the truck. "Sometimes I'll get five or eight guys on the truck. I can't tend to everybody at the same time. But if I have a video, they can be watching it, paying attention to it when I'm helping someone. There are spots I can only be there 20 or 30 minutes – guys come and go quick, quick, quick."

## SHOW ME YOUR TRUCK



**Pop-up display.** This pop-up mini-truck display, currently featuring a screwdriver set, showcases a specific product Ortiz has available for sale. He usually complements the specials included in this pop-up by featuring a video about the product on the TV behind the display.



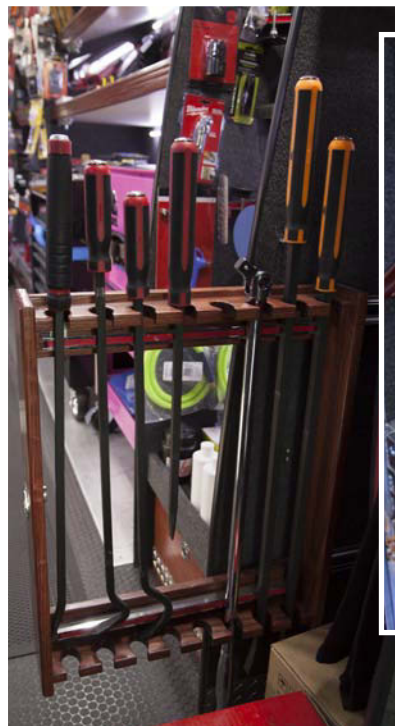
**Magnetic strips hold tools in place.** Ortiz tries to efficiently use every inch of his truck, and the toolbox tops are no exception. He'll utilize the magnetic socket holder bars, seen here in yellow, which firmly attach to the toolbox to keep open blow molded display cases in place. "That same magnet bar, which is a 24-incher, I have those on the roof, with a bunch of extra sockets," says Ortiz.



**Famous autographs.** Ortiz's truck was on display at the 2016 Mac Tools Tool Fair, where a number of celebrities, including car designer Chip Foose and NHRA Funny Car driver John Force, autographed the glass of his knife display (left) and electrical box.



**Front and center product.** Ortiz made sure to position cordless tools on the shelving customers first see when they enter the truck because the product category has been selling well. "As soon as you walk in, you'll notice all the cordless tools. Then to the right of it, you'll see all the air tools, hammers, prybars. I thought that was kind of cool."



**Sliding pry bar storage.** This compact storage solution pulls out to neatly display Ortiz's pry bar selection, and tucks away easily.



**Electrical panel display.** Ortiz says he has since replaced the glass door for his electrical panel. The design attracted so much attention, customers were frequently opening up the panel to take a look inside.

**Diagnostic displays.** Ortiz deliberately places the scan tools and diagnostic items near the cordless tools, at the entrance to the truck. "It's a high-ticket item and guys want to see that. They always want something that will catch their eye," he says.

### Show us your truck

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

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

## MOST WANTED

### A Shadow nitrile powder-free gloves

The **Adenna Shadow nitrile powder-free gloves** are latex- and odor-free. Formulated with 100-percent synthetic nitrile polymer, the black, exam-grade gloves protect and mask against stains, oil and grease. Adenna's proprietary technology makes these gloves softer and more flexible than other nitrile gloves, according to the company. These gloves have a finger thickness of 6 mil.

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### B Freeze-Off Super Penetrant

The **CRC Industries Freeze-Off Super Penetrant**, No. 05002, drops the temperature of the area in direct contact with the spray. The freezing action shrinks seized metal components, creating fissures and cracks through the corroded areas and enables the penetrating solvent in Freeze-Off to work. Freeze-Off also contains a lubricating film that displaces water and helps prevent future corrosion.

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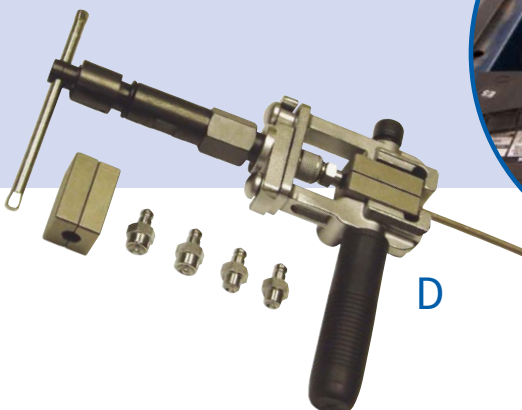
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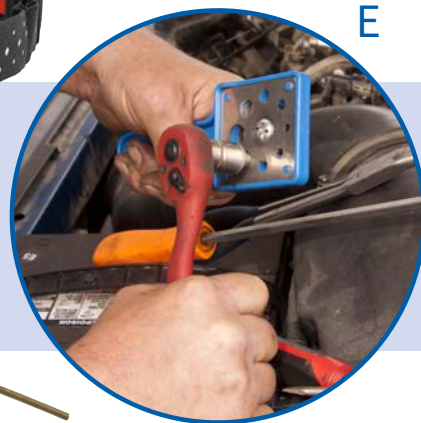
B



C



D



E

### 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 Thread Wizard bolt cleaner

The **Thread Wizard bolt cleaner**, from **GolaTTaylor Tools**, is a patent pending bolt cleaning tool. This tool is housed in a highly durable handle which is specially shaped to be handheld or clamped in a vise. A wire wheel protrudes into size-specific holes surrounding the wheel. When a bolt is turned through the Thread Wizard with a hand tool or power tool appropriate for the bolt, the wire wheel removes all grime, dirt, surface rust and fouling, without the safety issues or hassle of wire brushes, solvents or wire wheel bench grinders. The Thread Wizard is available in SAE or metric sizes.

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### F High Performance Hand Cleaner with Pumice

The **Muck Daddy High Performance Hand Cleaner with Pumice** works to remove oil, grease and grime without stripping or drying out hands. The company's patented grease-cutting ingredient, derived from renewably-sourced sugarcane, replaces petroleum solvents to clean quickly and effectively, but it isn't harsh on skin. The advanced formula also moisturizes and conditions skin, so hands are smoother and appear less cracked. It leaves hands with a fresh-smelling scent.

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### G Transmission Line Repair Master Kit

The **AGS Transmission Line Repair Master Kit**, No. TRK-555, provides connectors, adapters, tube nuts, hose, clamps and pliers in one kit for transmission/oil cooler line repair. The master kit contains components for 5/16" and 3/8" lines for use on most domestic and import applications. The triple-walled rubber hose is pressure rated up to 250 psi.

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## C Wide Angle Headlamp

The **Coast Wide Angle Headlamp**, No. FL60, can illuminate large areas with its ultra-wide circular beam. A conveniently located button on the front of the headlamp allows the user to swiftly change between high, medium and low light outputs. The headlamp, which offers up to 300 lumens of light and as much as 22 hours of run-time, comes with an IPX4 weatherproof rating and safety reflective strap. With a hinged beam, this hardhat-compatible light is also impact and weather resistant, offers a beam distance of up to 95' (29m) and comes with the company's lifetime warranty. It is tested and rated to ANSI/FL1 standards. The 3.3 oz headlamp includes three AAA batteries.

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## D Hydra-Assist Flaring Tool

The **S.U.R.&R. Hydra-Assist Flaring Tool**, No. HFT50, a flaring tool for undercar use, helps users create SAE and DIN flares including 3/16", 4.75mm and 1/4". This flaring tool provides a hydraulic assist T-handle ram, a quick chuck for fast punch change over, an S-lock for quick assembly and a dual-handle placement for ease of use.

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## H Surseat Line Lapper

The **Koul Tools Surseat Line Lapper**, No. P-51, utilizes a diamond dust lapping head to gently lap in a flared tubing end to create a better seal on leaking brake lines. The P-51 includes 37-degree and 45-degree interchangeable diamond dust-coated lapping heads, collets for 3/16" to 1/2" tubing and for 3/16" and 1/4" threaded brake lines. The P-51 comes in a custom carrying case for safe storage.

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

## I Hose Repair Toolkit

The **AirSept Hose Repair Toolkit** offers a universal PEX crimping tool that fits in tight underhood spaces, plus a precision hose cutter for use on rubber tubing. The crimping tool features shorter handles than traditional PEX crimpers, according to the company, and it offers a small footprint. The kit also includes a precision hose cutter with a wide-bottom jaw that positions the hose properly for a 90-degree angle cut every time, even when using only one hand. The razor-sharp blade cuts quickly and evenly, reducing the risk of jagged or frayed edges.

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## J Heat-Block heat absorbing compound

The **Alvin Products Heat-Block heat absorbing compound** is formulated to eliminate and protect metal against heat damage during brazing, soldering, welding and other procedures. Heat-Block protects metal from heat damage and prevents heat from traveling through the metal surface, which can discolor parts and cause damage such as buckling, cracking and warping. To use, apply the heat absorbing paste directly from the container onto the metal and it will absorb and dissipate heat. Heat-Block is a water-based compound and is reusable and is offered in pint, quart, 1-gal and 5-gal sizes. It cleans up with soap and water.

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# 2016 INNOVATION AWARDS NOMINEES Part 2



Every year, the *PTEN* Innovation Awards feature the newest and most innovative products introduced to the automotive aftermarket. For 2016, we received 111 submitted products spanning 26 different categories. Check out the second round of nominees throughout the next several pages. If you missed the first round of nominees, check out the May issue of *Professional Distributor*. For the full list of 2016 nominees with full product details, visit: [VehicleServicePros.com/2016IANominees](http://VehicleServicePros.com/2016IANominees)



**Extreme Tools**  
 RX Series 72" 19 Drawer Roller Cabinet, No. RX722519RC  
*CATEGORY: Tool Storage*  
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**Tech-Life**  
 Tech-Light magnetic worklight  
*CATEGORY: Lighting*  
 Enter 38 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



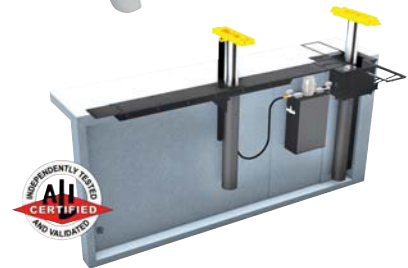
**Chief Automotive Technologies**  
 Self-Piercing Rivet Gun, No. PNP90  
*CATEGORY: Body Shop*  
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**GTE Tools**  
 MasterBead adhesive dispensing gun  
*CATEGORY: Specialty Tools*  
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**Cal-Van Tools**  
 Amp Hound 2  
*CATEGORY: Electrical Systems*  
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**Rotary Lift**  
 70 Series Heavy Duty Inground Lifts  
*CATEGORY: Lifts, Jacks and Stands*  
 Enter 40 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)



**Bartec USA, LLC**  
 Tech400Pro  
*CATEGORY: Tire, Wheel Service*  
 Enter 37 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)

**ProMaxx Tools**  
 Nino Exhaust Manifold Repair Tool  
*CATEGORY: Specialty Tool*  
 Enter 41 at "e-inquiry" on [VehicleServicePros.com](http://VehicleServicePros.com)





2016  
INNOVATION AWARDS  
NOMINEES



**Lisle Corporation**  
19mm Harmonic Balancer  
Socket for Honda, No. 77080  
*CATEGORY: Specialty Tools*  
Enter 42 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**Snap-on Tools**  
4-pc Striking Prybar Set,  
No. SPBS704A  
*CATEGORY: Hand Tools*  
Enter 43 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**Mayhew Tools**  
Pro Ratcheting Hose Clamp  
Pliers, No. 28680  
*CATEGORY: Specialty Tools*  
Enter 44 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**K-Tool International**  
BluBird Oil Shield Air Hose  
*CATEGORY: Air Tools*  
Enter 45 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**Pico Technology**  
PicoDiagnostic NVH Kit  
*CATEGORY: Inspection  
Tools, Lab Scopes*  
Enter 46 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**Autologic**  
Assist  
*CATEGORY: Scan Tools*  
Enter 47 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)

**SKF/Lincoln  
Lubrication Systems**  
Low-Capacity Drains  
*CATEGORY: Fluid Exchange*  
Enter 48 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**ATD Tools**  
SABER Folding Mini Thin Light  
with Top Light, No. ATD-80369  
*CATEGORY: Lighting*  
Enter 49 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**Innovative Products  
of America**  
Micro-Male  
Electrical Pin Cleaners  
*CATEGORY: Specialty Tools*  
Enter 50 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**Snap-on Tools**  
Rechargeable Shop Light,  
No. ECFLED84  
*CATEGORY: Lighting*  
Enter 51 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**Hickok/Waekon**  
Secondary Ignition  
Pickup, No. 75300  
*CATEGORY: Inspection  
Tools, Lab Scopes*  
Enter 52 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**Cornwell Quality Tools**  
3/8" Stubby Impact  
Wrench, No. CAT2138  
*CATEGORY: Air Tools*  
Enter 53 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



# 2016 INNOVATION AWARDS NOMINEES



**Innovative Products of America**  
Professional Diesel Injector-Seat Cleaning Kit  
*CATEGORY: Engine Service and Repair*  
Enter 54 at "e-inquiry" on VehicleServicePros.com



**Autel**  
MaxiSYS, No. MS906TS  
*CATEGORY: Scan Tools*  
Enter 55 at "e-inquiry" on VehicleServicePros.com



**CPS Automotive**  
FX3030 Refrigerant Management Center  
*CATEGORY: Air Conditioning Service*  
Enter 56 at "e-inquiry" on VehicleServicePros.com



**Mac Tools**  
3/8" Drive Axis Comfort-Grip Flex-Head 18" Ratchet, No. XR1890FPA  
*CATEGORY: Hand Tools*  
Enter 57 at "e-inquiry" on VehicleServicePros.com



**Lock Technology**  
Brake Fitting Re-Thread Kit, No. LT993  
*CATEGORY: Brake Service*  
Enter 58 at "e-inquiry" on VehicleServicePros.com



**Drew Technologies**  
CarDAQ-Plus 2  
*CATEGORY: Scan Tools*  
Enter 59 at "e-inquiry" on VehicleServicePros.com



**Snap-on Equipment**  
John Bean Wheel Alignment System, No. V2400  
*CATEGORY: Tire, Wheel Service*  
Enter 60 at "e-inquiry" on VehicleServicePros.com



**ATEQ TPMS Tools**  
VT56 Tire Tread Depth Gauge  
*CATEGORY: Tire, Wheel Service*  
Enter 61 at "e-inquiry" on VehicleServicePros.com



**Phoenix Systems**  
CoolantStrip  
*CATEGORY: Diagnostic Test Equipment*  
Enter 62 at "e-inquiry" on VehicleServicePros.com



**Snap-on Tools**  
14V/18V Multi-Bay Charger, No. CTC123  
*CATEGORY: Power Tools*  
Enter 63 at "e-inquiry" on VehicleServicePros.com



**Milwaukee Tool**  
M18 FUEL 3/8" Compact Impact Wrench with Friction Ring  
*CATEGORY: Power Tools*  
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**General Technologies Corp.**  
Ignition System Analyzer, No. GTC505  
*CATEGORY: Engine Service and Repair*  
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NOMINEES



**AutoMeter Products Inc.**  
BVA-460 Professional Grade  
Handheld System Analyzer  
*CATEGORY: Battery  
Service Equipment*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Thexton**  
Rapid Core Remover,  
No. THX819  
*CATEGORY: Tire, Wheel Service*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Coast Products**  
Rechargeable  
Penlight, No. HP3R  
*CATEGORY: Lighting*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Mac Tools**  
1/4" Medium 90 degree Air Die  
Grinder, No. AG52AH90  
*CATEGORY: Air Tools*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Snap-on Tools**  
Lithium Ion Compact Engine  
Starter, No. EEJP200M  
*CATEGORY: Battery  
Service Equipment*  
Enter 71 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**OTC**  
Hendrickson Suspension  
Bushing Tool, No. 4246  
*CATEGORY: Suspension*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Snap-on Equipment**  
Hofmann geodyna  
8250P Wheel Balancer  
*CATEGORY: Tire, Wheel Service*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Phoenix Systems**  
Ford Heavy Duty  
Reverse Brake Bleeder  
*CATEGORY: Brake Service*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Chicago  
Pneumatic Tool Co.**  
4-1/2" Angle Grinder,  
No. CP7545  
*CATEGORY: Air Tools*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Streamlight**  
Strion PiggyBack Charger  
*CATEGORY: Lighting*  
Enter 76 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**Lock Technology**  
Universal Hub Shocker,  
No. LT830A  
*CATEGORY: Specialty Tools*  
Enter 77 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**Snap-on Tools**  
Precision Pliers, No. P87150  
*CATEGORY: Hand Tools*  
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**Link New Tech**  
QD8 Qwik Draw Brake Flush  
and Bleeder  
*CATEGORY: Brake Service*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Monster Tools**  
All-in-One Master  
Bearing Race and Seal  
Driver, No. MST1108A  
*CATEGORY: Specialty Tools*  
Enter 80 at "e-inquiry" on  
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**Snap-on Tools**  
Mobile Work Station,  
No. KEMW361A  
*CATEGORY: Tool Storage*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Redline Detection**  
Dual Purpose Diagnostic  
Leak Locator  
*CATEGORY: Leak Detection*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Phoenix Systems**  
DOT 3/4 Anti-Rust  
Brake Fluid Treatment  
*CATEGORY: Chemicals*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**ATD Tools**  
SABER 700 lumen  
COB LED Rechargeable  
Tube Light, No. ATD-80377  
*CATEGORY: Lighting*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**AirSept Inc.**  
A/C Flush Machine w/ Dual-Tank  
& Sound Silence Technology  
*CATEGORY: Air Conditioning Service*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Snap-on Tools**  
Multi-Functional  
Thermometer, No. TEMP100  
*CATEGORY: Air Conditioning Service*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**Rotary Lift**  
Extended-Height  
Two-Post Lift, No. SP012 EH3  
*CATEGORY: Lifts, Jacks and Stands*  
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[VehicleServicePros.com](http://VehicleServicePros.com)



**KNIPEX Tools LP**  
Hose Clamp Pliers  
for Click Clamps  
*CATEGORY: Hand Tools*  
Enter 88 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



**Snap-on Tools**  
14.4V Cordless MicroLithium  
Polish/Prep Tool, No. CTPP761  
*CATEGORY: Power Tools*  
Enter 89 at "e-inquiry" on  
[VehicleServicePros.com](http://VehicleServicePros.com)



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## Diagnostic



## Webcast

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- Automated Fuel Trim analyzer
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## 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.



#### ACCEPTS UNIVERSAL 328MM BY 10MM BELTS

The **Dent Fix Finger Belt Sander**, No. DF-FBS16, can access tight spaces while providing 16,000 rpm and 90 psi. An interchangeable belt helps make the tool a multi-use device, depending on what type of belt is added. The sander can accept universal 328mm by 10mm belts.

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#### REDUCED VIBRATION LEVEL

The **Florida Pneumatic AIRCAT Reciprocation Saw**, No. 6350, features an internal vibration absorption mechanism that reduces the vibration level. The 8", 1.25-lb tool provides access to confined areas, offers of a free speed of 9,500 strokes per minute and cuts up to 3/8" diameter rolled steel. The rotational rear exhaust diffuser allows the operator to direct exhaust air as preferred. The saw comes with two 18T, 24T and 32T saw blades.

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#### ERGONOMIC PISTOL GRIP

The **K-Tool International Air Operated Continuous Flow Grease Gun**, No. KT173962, offers an ergonomic pistol grip and an acute angle design. Its heavy duty aluminum die cast head, with internal bore precision, is honed for rapid action. Grease is discharged with every press of the trigger. With a 6" steel extension and coupler, the grease gun dispenses 14 oz per minute and develops up to 4,800 psi (air inlet 40 to 120 psi). With a three-way loading 14-oz cartridge, bulk and suction fill, the grease gun comes with a one-year warranty.

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**INTRODUCING THE PROTAC HL® 4.**

The new ProTac HL® 4 is the brightest flashlight we've ever made. All 2,200 lumens are powered with either four CR123A lithium batteries or two rechargeable Streamlight 18650 lithium ion batteries. Like other ProTacs, it comes equipped with our Ten-Tap® programming so you can customize the modes of operation. Open your eyes to a brighter world with the new ProTac HL® 4.

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### STORES NEATLY UNDER THE SEAT OF MOST VEHICLES

The **GTE Tools LugStrong** compact lug wrench brings the same power of a 24" "cross" style lug wrench but slides together to store neatly inside the spare tire compartment or under the seat of most vehicles. The LugStrong is offered in three configurations that allow the user to custom tailor their use of the tool to the situation at hand. The most common lug sizes—17mm (11/16"), 19mm (3/4"), 21mm(13/16")—are built into the tool. The tool also includes a 1/2" chuck that allows the user to add any other socket necessary, which allows it to be repurposed as an on-the-go breaker bar as well. The exterior of the unit is knurled to prevent slippage, and the whole package fits inside of its compact and quiet storage pouch.

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### STABILIZES FUEL FOR UP TO TWO YEARS

The **Kinetic Fuel Technology K100MG Gasoline Fuel Treatment with Enhanced Stabilizers** stabilizes fuel for up to two years. The bio-based, all-in-one proprietary formulation chemically binds with water, preventing problems associated with ethanol fuels, including water and phase separation, while upgrading and stabilizing fuel quality for easier starts, better mileage and reduced emissions. The fuel treatment is recommended for use in all gasoline fuels, but is especially formulated for ethanol blends. The U.S.A.-made product acts as a water eliminator, fuel injector cleaner, lubricator and octane booster. It is available in 8-oz, 32-oz, 5-gal and 55-gal containers to treat a range of 16 to 14,080 gallons of fuel.

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## SNEAK PEEK

### STAINLESS STEEL HINGES

The **Magnum glasses** from **Gatorz** feature impact-resistant polycarbonate technology, stainless steel hinges and a frame that is both made from 7075 billet aircraft aluminum and adjustable to custom fits. The TRURAY Optics lenses provide 100-percent UV protection and feature anti-scratch coating, according to the company. The Magnus glasses also include a metal "G" logo and the company's classic four-rivet system.

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## 20 Piece Punch & Chisel Set

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## SNEAK PEEK



### REWIND PISTONS WITH 1/4" EXTENSIONS

The **Cal-Van Tools 2- and 3-Pin Adjustable Brake Piston Tool**, No. 723, designed to rotate brake pistons back into the caliper on most domestic and import vehicles with self-adjusting parking brakes, gives the technician the ability to rewind brake pistons using a 1/4" extension. This single tool replaces kits that contain up to 20 parts by having universally adjustable 2- and 3-pin configurations. The tool fits on a standard 1/4" ratchet or breaker bar and works on both right- and left-hand pistons.

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### ANSI CUT LEVEL 3 GLOVE

The **Brass Knuckle SmartCut**, No. BKCR3520, is an ANSI Cut Level 3 glove with a flexible shell and slip-resistant foam nitrile coating. Designed to combine medium-level cut protection with abrasion, slip resistance and dexterity, this glove has a reinforced area between the thumb and forefinger. The glove has a seamless shell made of 15-gauge, high-performance polyethylene (HDPE) composite yarn. The durable nitrile coating on the palm and fingers channels oil away from the surface to provide slip resistance.

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### STORE CORDLESS TOOLS IN OR ON TOOLBOX

The **Killer Tools Cordless Tool Garage**, No. ART55, allows users to store cordless tools in or on the side of a toolbox. According to the company, powerful magnets hold the unit to any steel surface without falling.

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# FLEX HEAD CUT-OFF TOOL

## 3-POSITION FLEX HEAD

**NEW**



**SP-7231** Disc Size: 3"



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### USE IN CONJUNCTION WITH A STANDARD AIR HAMMER

The **Mayhew Tool Shake n' Break Pneumatic Bolt Breaker** is used in conjunction with a standard air hammer, with safety spring, at low air pressures, providing vibrations to loosen rusted, corroded, undercoated, painted, dirty and overly tightened screws. Vibrations shake the screw loose while simply turning the screw. This tool can be used on cars, trucks, motorcycles, boats and agricultural equipment. It loosens stuck fasteners in places such as: wheel openings, bumpers, striker pins, seatbelt bolts, floor pans, motorcycle engines and more. The standard 0.401 Parker shank fits most air hammers, should be used at low pressure and comes in 1/2" and 3/8" sizes.

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### ADJUST AND SET VOLTAGE AT THE POINT OF USE

The **Miller Electric ArcReach remote control technology** has been added to the company's XMT 350 CC/CV, XMT 450 CC/CV and Dimension 650 multi-process welding power sources. ArcReach allows welding operators to adjust and set voltage at the point of use — the weld joint — without the use of control cords. These machines include the Auto-Bind feature as a component of the ArcReach technology, which automatically establishes communication between the power source and wire feeder. Miller is also offering a ArcReach Stick/TIG Remote equipped with remote control technology that is compatible with all three machines.

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## SNEAK PEEK



### TRACES THE DISTANCE AND DIRECTION TO THE SHORT

The **Power Probe ECT3000**, a 2-pc circuit tracer, transmits a signal into an isolated circuit (shorted or open) and traces the direction to the problem. The receiver allows users to see the distance from the wire being traced and the direction to the short. The auto-signal locking feature eases first-time use and eliminates the need to remove interior trims and carpets. The integrated flashlight will illuminate the workspace and the automatic 10-minute shutoff helps users save battery life.

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# SNEAK PEEK



## LAYS FLAT AND WON'T KINK

The **Gates Hybrid Polymer Air Hose** has zero memory so it will lay flat instead of kinking or curling. This hose will withstand high temperatures up to 170 degrees F, a requirement for certain paint booths. It also will maintain excellent flexibility in cold temperatures down to -40 degrees F.

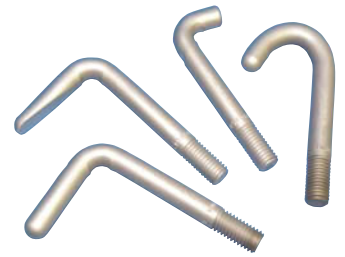
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## THREE-POSITION FLEXIBLE HEAD

The **SP Air Flex Head Cut-Off Tool**, No. SP-7231, is lightweight and features a three-position flexible head for greater access to tight work spaces. The tool has an ergonomic design with a cushion grip handle, rear exhaust, safety throttle lever and a built-in power regulator. It offers a direct drive motor with a graduated trigger and a metal guard for safety. The SP-7231 can cut muffler and radiator clamps, bolts, sheet metal, fiberglass and steel rods up to 3/4". The cut-off tool has an overall length of 8.6", weight of 2.6 lbs, free speed of 18,000 rpm and air consumption of 4 cfm. Made in Japan.

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## FOR USE ON ALUMINUM VEHICLES

The **Morgan Mfg. Slide Hammer Hooks** offer users a 1/2" diameter family of hooks for use on aluminum vehicles. The hard chrome hooks won't cause galvanic reaction with aluminum panels and members. These heat-treated and case-hardened chrome moly steel base metal hooks are for use with aluminum only and offer 1/2 to 13 threads for the BS-16B body. Four designs are included: Small Hook (No. BS-16SA), Large "J" Hook (No. BS-16LA), Round Right Angle Hook (No. BS-16RA) and Round Right Angle Hook with Flat Milled Surface (No. BS-16RFA). These Slide Hammer Hooks are made in the U.S.A.

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tools not included

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A plastic organization board with twist & lock tool hangers to organize, display and hang your tools.

## Quik-Pik Wrench Racks

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### ALLOWS USERS TO CHECK TIRE PRESSURE AND TREAD DEPTH

The **Steelman Pro Bluetooth Tire Gauge** offers users a comprehensive way to check the tire pressure and tread depth on vehicles. The Bluetooth Tire Gauge and corresponding app were designed to be straightforward and simple to use. By either scanning the VIN number with a smart device or entering it manually, the app will auto-populate the make and model of the vehicle. From there, technicians can simply measure the air pressure and tread depth of each tire. The app will tell users what the levels are, and what they should be, based on the factory specifications of the vehicle. The app includes functions to save vehicle tire data for later reporting.

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### HELPS EASILY REMOVE SEIZED OR FROZEN LUG NUTS

The **Lock Technology Lug Ripper II** removes seized or frozen lug nuts off of the rim of a vehicle in 11 minutes or less, without damaging the tire rim of a vehicle. This tool is a specialized drill bit that is strong enough to cut into 4" of steel up to 200 times. The Lug Ripper II is designed for 17mm, 19mm, 21mm and 23mm lug nuts. It is made out of carbide metal strong enough to remove lug nuts multiple times. The cutting head or threads are designed for cutting out the inside of the lug nut only. The center of the shaft is hollow to allow the stud to go inside during the drilling process. The mounting end has a round shaft that will be inserted into a standard low rpm 1/2" air drill.

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### WITH AN ADDED BEAD BLASTER SYSTEM

The **Monster Swing Arm Tire Changer**, No. MSTTC-1, offers an added bead blaster system to help inflate stiff sidewall tires and other difficult-to-inflate tires. The MSTTC-1 provides a clamping range of 9-3/4" to 23-1/4" and is equipped with a 110V motor. A one-year warranty is included on material and workmanship.

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## The basics of apparel

The desire to stay safe and keep comfortable drives technicians to invest in apparel.

**W**hen it comes to apparel, technicians need to know what they are purchasing will enhance their safety and keep them comfortable while they are in the shop and on the job. Mobile tool distributors who are able to provide their customers with product offerings that meet those demands—at the right price, of course—can readily expect to see an increase in sales in this category.

“Technicians are looking for high quality products at a competitive price,” says Alex Barnes, marketing manager, Adenna, a provider of hand protection products for a variety of industries ([www.adenna.com](http://www.adenna.com)). “When a technician decides to buy, it is usually because the product is good quality and readily available at an affordable price.”

### Safety first

High-quality shop apparel is designed to hold up in a work environment where technicians regularly come in contact with tools, equipment, chemicals and other items that could cause them harm. In addition to embracing best practices and following appropriate safety protocols, technicians need to concern themselves with what they are wearing while conducting vehicle maintenance and repairs. According to Barnes, a desire to ensure personal safety is often the number-one reason technicians decide to invest in new apparel. Gloves, for example,



*Technicians desire apparel that they know will keep them safe and comfortable while in the shop and on the job.*  
Photo courtesy of Adenna

help prevent technicians from sustaining common work-related injuries such as cuts, scrapes and burns. They also help with long-term safety, she says.

“Many technicians are much more educated when it comes to using different solvents and chemicals, and they know now that these can have an effect on their health down the road if they do not use the correct protective apparel,” states Barnes.

Understanding the importance of safety in the workplace is critical, says Cory Houston, marketing, Mechanix Wear, a provider of work gloves for a variety of applications ([www.mechanix.com](http://www.mechanix.com)). He says that, according to the data compiled by the National Safety Council, the average cost of a hand injury is \$20,000 or \$21,000 in medical costs and missed time from work.

“That’s a hefty cost and, when it comes down to it, a pair of gloves is a pretty low-cost safety measure,” he adds.

### Comfort and durability matter

Proper footwear also provides significant benefits for technicians. According to Charlie Arroyo, general manager, Redback Boots USA, a provider of work boots and safety footwear ([www.redbackboots.com](http://www.redbackboots.com)), the average technician spends anywhere from 10 to 14 hours a day on his or her feet. In some cases, footwear is adversely affecting comfort and productivity. Those technicians who wear boots on a regular basis, says Arroyo, should seek out wider fitting offerings that provide significant comfort, ASTM/OSHA certified safety features that allow for work to be done safely and efficiently, as well as a durable design to ensure they are up to the task day after day.

“Technicians’ feet take a beating, so (they have to) make sure they are in quality footwear to keep them comfortable and safe at work,” he says. ➔



**BY MIKE SCHMIDT**  
MANAGING EDITOR

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### Upcoming topics:

Look for information on stocking and selling the following categories:

Multimeters and voltmeters (Aug.)

Leak detection (Sept.)

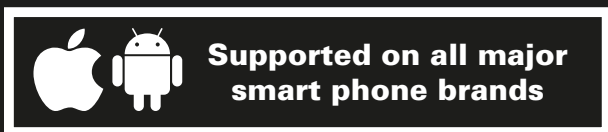


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APPAREL PRODUCTS



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Redback Boots Easy Escape Steel Toe with Scuff Cap Slip-on Boot, No. USBKSC

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Red Kap Work Shirt, No. SP 14/24

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Honeywell Products Uvex Livewire sealed safety eyewear

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MadGrip Pro Palm glove

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"Good footwear does not make you tired," Arroyo continues. "A tired tech can make mistakes, and that can cause workplace injuries. A good choice of footwear will provide comfort, safety and durability."

**Looking professional**

Cleanliness is an often-overlooked apparel purchasing consideration, but it is a significant one for any technician looking to come across proper and professional in certain situations. When a job requires talking with a customer or filling out paperwork in an office setting, the dirt, grease, grime and chemical residue from the shop come along with him or her.

"Many customers will notice if the front of a shop is just as dirty as the back, or paperwork has grime and smears all over it," says Barnes. "And they may take that into account when deciding which technician is right for the job."

**Selling strategies**

One of the most effective ways a mobile tool distributor can motivate technicians to invest in apparel is by having various products and sizes readily available on the tool truck for them to see, feel and try on at a moment's notice. When it comes to gloves, says Barnes, customers looking to make a purchase often have questions that require answers, and they also want to know how one brand's offering compares to others in terms of price, material and thickness.

It is critical for mobile tool distributors to determine what sort of apparel purchases their customers have made in the past and their level of satisfaction with those particular offerings. It is also important to make sure those offerings do not sacrifice anything in the way of comfort, safety or durability. Furthermore, distributors must make an effort to ensure customers are pleased with the prices they are paying for their current apparel.

"If the technician brings up that their gloves rip easily, deteriorate in the solvents or chemicals that they use or their hands don't fit well in their current gloves, these are all cues and openings for a mobile tool distributor to show a comparable glove from Adenna to the technician and start selling," she adds.

Houston says it is very important to find out what type of work the customer is doing, as Mechanix Wear offers products that have a variety of different features meant for specific applications.

"What's happening is that gloves are getting more specialized," he continues. "And from a tool distributor's perspective, I think they need to be more educated on gloves to help a customer find the right pair."

**In stock**

Many apparel brands have different styles of apparel available for purchase, so distributors need to be aware of that fact when stocking


their truck. In addition, they should keep a few options or sizes of each type of apparel so they do not run out of samples for technicians to try on when considering a variety of options.

"We have found that samples of our product and being able to test and try on our gloves makes the sale that much easier," says Barnes. "If a technician can try on the glove that a mobile tool distributor is trying to sell, then they can feel the difference first-hand and even take that sample back into their shop and try it out."

Arroyo points out that having a choice of footwear offerings on the truck helps stir up technician interest and shows that a distributor is able to meet their individual needs and wants.

"Consumers are all about instant gratification," he says. "Having the popular sizes in stock is so important to capture any interested technician."

Lastly, how the apparel is packaged should not be overlooked by distributors when trying to incite technician interest in making a purchase, as it is a critical element to securing a sale.

"If a mobile tool truck can display the glove boxes so that they are in the line of sight of the technician, then the product packaging will catch the eye of the technician and start conversation about our product with much more ease than having to bring up the topic by asking sales questions," says Barnes. 



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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](http://philsasso.com/blog)



# Making a big dent in your sales

Body shops: The under-tapped tool market

**D**o you purposely spend very little time calling on body shops? Feel a bit intimidated by their unusual tools and equipment? Don't think there's any money to be made?

You may be passing up one of the best new business opportunities on your route.

Body shops need the same items you sell every day: hand tools, power tools, personal gear and more. But it's selling their unique products that earn you a lion's share of sales that other mobile dealers aren't going after.

The body shop market is much bigger than it looks. And changes in insurance metrics, business models and technology are shifting things in your favor.

**Q.** Aren't body shops just a small niche?

**A.** There are more than 34,000 body shops across the country says Todd D'Angelo, VP of U.S. sales for MEDCO and a 40-year body shop veteran. Considering there are 79,000 general repair shops in the U.S., that's one body shop for every two repair shops.

But the dollars make the difference in this comparison. The average body shop brings in a whopping \$798,559 a year compared to \$481,347 for the average auto repair shop (Source: 2016 Auto Care Association Factbook). So, the average body shop rakes in \$317,000 *more* annually than its repair shop cousin.

**Q.** I've called on body shops. Those techs don't buy anything. It's a time waster.

**A.** You're right - in part. The average body shop tech has a much smaller collection of tools than your repair shop tech customers. But that's changing.

"Most body shop work is done through insurance," says D'Angelo. "Insurance companies are starting to measure body shops on cycle time, that is how fast they're getting the cars back (to the owner)." Currently cycle time averages about 11.5 days. Every day a shop can shave off cycle time saves the insurer rental costs. This creates a happier insurance company and more insurance referrals for the shop.

So, the body shop employee isn't the big customer here. They may never buy as much as a repair shop tech. But the body shop owner or manager may buy more shop tools and equipment from you than a general repair shop.

**Q.** Don't body shops just farm out mechanical repairs?

**A.** Traditionally, body shops didn't have all the tools or talent needed to do mechanical work, says D'Angelo. So, they'd sub out work to local shops. But this can add a day or more to cycle time.

"A lot of the smarter shops, to

reduce their cycle times, are now doing more in-shop repairs," says D'Angelo. This translates into the need to get tools for jobs like resetting airbags, fixing A/C systems or even basic diagnostic work.

Some shops are hiring dedicated techs to do mechanical work. This keeps the workflow flowing, contains costs and can put a little extra cash in the coffers. That tech needs many of the same tools as any general repair shop tech.

However, many body shops currently get their specialty tools from a local parts store, says D'Angelo. Service and follow-up fall far short of a tool professional.

"A mobile guy can provide a lot of value by just coming to the shop," says D'Angelo. "Shops need to reduce cycle time. The mobile guys can help reduce cycle time. If they just get in the shop, I think they could have some great success." A few minutes talking to shop management about tools can open doors.

**Q.** What should I promote? What are the top-selling body shop tools?

**A.** First and foremost, sell what you already know. Get the bodyman and management out to your truck. They need hand tools to disassemble and reassemble vehicles. Demo your best-selling air tools like impact wrenches, DA sanders and polishers. They all need personal gear.

"A lot of times these guys run out to Lowe's and Home Depot

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and buy tools there,” says D’Angelo. Think about that. You’re driving right past these shops and they’re buying tools at a big-box store across town instead of getting professional service from you without having to leave their shop.

Rather than top tools (a hard number to get since a lot of that business is currently going to parts stores, big-box retailers and PBE suppliers), I decided to look at the most overlooked opportunities.

Here are five body shop tool and equipment segments to promote according to MEDCO’s D’Angelo (and one from me):

- **Aluminum Repair** – As aluminum vehicles like the new Ford F-150 get in accidents, the shop will need the tools to fix them. I-CAR (i-car.com) provides aluminum-welding training and certification. You just need to provide the tools. This is a brand new field and a wide-open sales opportunity.
- **Plastic Repair** – Since the early 1980s, companies like Polyvance (polyvance.com, formerly Urethane Supply Company) provide tools and equipment for repairing plastic bumpers, grills, dashboards, fan guards, radiators and overflows. This is a shop equipment purchase with on-going supply sales. (I-CAR also offers plastic welding and plastic adhesive training.)
- **Air Bag Resetters** – More and more body shops are buying resetters. You may have sold many of these to repair shops.
- **Air Conditioning System Repair** – Front-end collisions often damage the A/C system. Mobile A/C requires a bit of training for the technician, but you probably already sell A/C tools and equipment.
- **Body and Trim Repair** – Specialty trim kits, dent pullers and body hammers are a bodyman’s stock-in-trade. Just listing them could take a full page. I suggest handing a catalog to your customer and letting them lead the way.
- **Paintless Dent Removal (PDR)**

– PDR is a small niche. It requires extensive training and talent to do well. It’s mostly used to fix hail damage. I added this to the list because although a small segment, it requires a lot of specialized tools.

There are many other tools like spray guns, clamps, plasma cutters, air compressors and welding equipment that I haven’t even touched on. But this should give you a solid launch pad. The key is to start somewhere and grow from there. **PD**

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# PROMAXX Exhaust Manifold Repair Kits

These tools help technicians remove and repair exhaust manifold bolts in Dodge, Ford, GM and Isuzu engines.

The **ProMaxx Exhaust Manifold Repair Kits** are designed to help technicians remove and repair broken exhaust manifold bolts in Dodge, Ford, GM and Isuzu engines. The tools are designed to provide technicians the utmost accuracy in drilling manifold mounting bolts/studs perfectly on center, and perpendicular.



## Application

These tools are well suited to deal with broken exhaust manifold mounting bolts and for exhaust manifold repair.

## Selling points

- The ProMaxx offerings serve to turn a usually unprofitable repair into a simple, profitable one.
- According to the company, technicians can see up to a 70-percent reduction in repair times and a near immediate return on their investment (approximately two uses pays for the device).
- The built-in drill depth gauge reduces risk of drilling into the cylinder head/cam journal.
- The tools excel at removing a broken extractor without the need to remove the cylinder head.

## Features and benefits

The ProMaxx Exhaust Manifold Repair Kits are engineered to assist the technician in effective and successful removal/repair of broken exhaust manifold bolts in Dodge, Ford, GM and Isuzu engines. The tools provide the technician utmost accuracy in drilling a damaged manifold mounting bolt/stud perfectly on center, and perpendicular. Due to the extreme accuracy, the technician removes the risk of drilling into the cylinder head.

## Manufacturing specs

- ProMaxx Exhaust Manifold Repair Kits are precision machined from American-made 6061 aluminum with U.S.-manufactured hardened and ground steel bushings that are made for life.
- The tools are engineered flat and wafer-thin to allow the professional automotive technician to gain access and provide repeatable accuracy within 0.003".
- The tool is lightweight at only 1.6 lbs.



## Origin

The idea came about to assist the technician in the challenging and frustrating task of repairing exhaust manifolds. The tools are designed to take the repair time of three or four hours in most cases without the tool to just under 90 minutes with it.

The problem with drilling free-hand is complicated due to limited access to the damaged bolt/stud; difficulty in drilling case-hardened steel that is angular; and a surface that is corrugated or jagged, making drilling on center and straight nearly impossible.

ProMaxx tools help provide the perfect alignment and perpendicularity in drilling and subsequently removing a damaged bolt or stud.

## Storage and display

ProMaxx recommends at least one kit on the truck for display and demonstration purposes. Kits are shipped via UPS in cartons of one, two, or four, or in multiples of two. Placing next to air or electric drills, air or an electric ratchet is ideal.



## Suggested retail price

\$249.95 - \$595



## For more information

412-347-4041

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

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To watch a video demonstration of the ProMaxx Manifold Repair Kits, visit [VehicleServicePros.com/12093503](http://VehicleServicePros.com/12093503)



# CANDO HD Pro II

In addition to scanning and clearing diagnostic trouble codes, this tool can perform DPF regenerations and forced regens.



## Application

In addition to scanning and clearing diagnostic trouble codes, the HD Pro II is able to perform diesel particulate filter (DPF) regenerations and forced regens. Driveability diagnostics is further enhanced by the ability to perform bi-directional tests such as cylinder and injector cutouts and power balance tests. Injector programming is also available, along with the ability to set parameters such as idle speed and max speed. Transmission and brake services also can be completed. Off-highway equipment such as sky lifts now come with DPFs – the HD Pro II has complete coverage for these off-highway machines.

The **CanDo Diagnostics HD Pro II** offers technicians an upgrade from the original model with a highly intuitive interface, a color screen and increased ease-of-use. The HD Pro II features commercial transportation and agricultural/industrial machinery and equipment to its already broad Class 4 to 8 heavy duty coverage. This tool also offers newly added lines, including Bluebird, Sterling, Komatsu, Doosan and John Deere.

## Selling points

- Class 4 to 8 vehicle coverage, along with off-highway agricultural and construction equipment coverage—all in one scan tool with no extra software or components to buy.
- One easy-to-use interface for all manufacturers and all systems.
- Auto-IDs the vehicle and all available modules.
- Updates are done frequently and are available online for download 24/7.
- The unit is sleek, rugged and portable, and packs into one easily transportable case. There is no need for an external laptop.



## Origin

The HD Pro II was born from the need to have one HD scan tool that encompassed not only your typical class 4 to 8 vehicles, but also added deep coverage for agricultural and industrial machinery and equipment – at no additional cost. Typically, to add this coverage, separate software and components need to be purchased.

## Manufacturing specs

The HD Pro II's software is developed in North America for North American applications. Its global application software is also installed in the unit. The HD Pro II's hardware is manufactured in China. The tool itself weighs 3.4 lbs.

## Features and benefits

- OEM-level functionality without the costly subscription.
- Now with agricultural, industrial and commercial coverage.
- Reads and clears codes and live data with graphing.
- Changes and sets parameters such as idle speed, max speed and more.
- DPF activation, regeneration and forced regeneration.
- Cylinder cutout and balance test.
- Injector cutout and read/write programming.
- DPF/NOX reset.
- SCR/DEF functions.
- Diesel hybrid access.
- Two-year warranty and two years of free software.

## Storage and display

The HD Pro II ships in a blow molded case that contains the scan tool and all cables and connectors. The blow molded case is then packaged in a retail carton. For placement in a mobile tool truck, consider displaying alongside all other diagnostic equipment, or next to tools and equipment for the heavy duty customer.



**\$ Suggested retail price**  
\$4,295



**For more information**  
marketing@candointl.com  
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**VehicleServicePros.com**



**To watch a video demonstration of the CanDo HD Pro II, visit**  
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## DRIVING SALES

Hand Tools and Specialty Tools

### Hand Tools and Specialty Tools

There's a never-ending introduction of new hand tools and specialty tools for techs. Throughout the next few pages, you'll find a number of products you can stock to assist shops every day.



### ELIMINATE BREAKAGE DURING FORD SPARK PLUG REMOVAL

The **OTC Ford Spark Plug Removal Kit**, No. 6918, helps eliminate plug breakage upon removal, speeding up the process of removing and replacing plugs for notoriously difficult-to-remove Ford three-valve engines that feature a two-piece spark plug design. It locks the plug porcelain core to the protruding hex head and uses a collet assembly to lock onto the top of the plug, allowing the plug to be removed as one complete unit. If the plug has already broken off, an optional adapter can still pull the majority of broken plugs quickly and easily, via the plug hex. Applications include Ford's 4.6L 3V, 5.4L 3V and 6.8L 3V engines found in the Mustang, F-Series, Expedition, Explorer and Lincoln Navigator.

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### REMOVES THREE-FINGER AND FOUR-FINGER CAPS

The **Radiator Cap Wrench** is a light-weight, ABS plastic wrench designed to remove the radiator cap on the Behr cooling package. This tool can remove both the three-finger and four-finger caps associated with these radiators without causing damage to the cap or threads on the plastic header tank.

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### ELIMINATE NEED TO REMOVE STEERING BOX

The **SP Tools/Schley Products Pitman Arm Remover**, No. 11880, helps techs safely and efficiently remove large Pitman arms on 3/4- to 1-ton pickup trucks. Constructed of large, forged components and quality material to resist corrosion, this tool design remains secured and locked in place when in use. The forged design requires less torque and space compared to current tools and methods, according to the company, often eliminating the need to remove the steering box. With less force required, techs also do not need to use an impact gun for the procedure. For use on Ford F-250/350, Dodge 2500/3500 and Chevrolet/GMC 2500/3500 vehicles. This tool is also available in a low-profile version, No. 68800, which works on most GM trucks and SUVs model years 1988 to 2000 and later and most C and K chassis with a steering gear box/Pitman arm.

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### THREE RATCHET DESIGNS AVAILABLE

The **Craftsman Industrial** line of ratchets are made to exact tool-specific standards for professional use. The line features a **Premium Grade Ratchet**, which offers 84 teeth and provides a 4.3-degree ratcheting arc. The **Round Head Ratchet** offers a smooth round handle with knurled end that provides improved gripping power when needed. This tool features 45 fine-tooth teeth, offering an 8-degree ratcheting arc, and a high torque design for ratcheting strength. The **Quick-Release Teardrop Ratchet** features 38 teeth, offering a 10-degree ratcheting arc. The round handle with finger notch gives users control and the one-hand, quick-release button and reversing level provides speed without sacrificing precision.

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### GRIPPING CAPACITY OF UP TO 7/8"

The **KNIPLEX Pliers Wrench Mini** uses the versatility of a wrench with the functionality of a pliers, in one 5" tool, for gripping, holding, pressing and bending applications. The combination tool eliminates the need for SAE or metric wrenches. The Pliers Wrench has a full-surface gripping capacity of up to 7/8", and its smooth, parallel jaws will not round off bolts or nuts and will not damage the workpiece. The tool has a push-button adjustment and ratcheting action, so the tool stays in place for fast turns on repetitive tasks. The tool is forged and oil-hardened and constructed from German, chrome-vanadium electric steel. Additional sizes are available up to 16".

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### SHORT-HANDLED TOOL

The **AirSept Universal PEX Crimping Tool** features shorter handles than traditional PEX crimpers, according to the company. It offers a small footprint that fits in tight spaces and allows users to make repairs on the spot, without having to remove entire hose assemblies from the vehicle. Unlike crimping tools that require dies, the PEX design does not need to wrap around the tube being crimped, making it easy to use in confined spaces. AirSept's Universal PEX Crimping Tool works with stainless steel PEX clamps from 5/16" O.D. to 3/4" O.D. It also works with any ASTM F1807 crimp fittings.

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**WORKS WITH  
3/8" DRIVE  
TOOLS**

The **Assenmacher  
Double-Sided Oil Filter  
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has six flat sides and works with 3/8" drive tools. This 32mm and 36mm double-sided wrench can be used on 2011 to 2016 Volkswagen TDI and 2009 to 2016 Touareg and VR6 motors; 2015 to 2016 Audi Q3 and S3 with 2.0T gas motors, 2007 to 2010 Q7 and 2014 to 2016 A6 3.0T motors; 2009 to 2011 BMW 335d, X5 35d and 1994 to 2005 BMW 6- and 8-cylinder engines; 2007 to 2014 Volvo models; 2007 to 2014 Chevy Cobalt, Impala and Malibu with 2.2L and 2.4L engines; and 2009 to 2016 Porsche models. The 23236 weighs 11 oz and is made in Taiwan.

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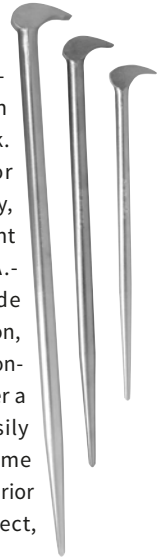
**SPIRAL DRIVE  
FASTENER DESIGN**

The **Ken-Tool 5-pc MorTorq socket tool set**, No. 30260, designed for use on MorTorq fasteners, offers a "spiral drive" fastener design where the driver engages into the four curved "wings" in the fastener head and allows the driver head to have complete contact with the fastener's recessed drive head. These features allow for uniform torque delivery, combating tool slippage, and fastener head and drive tool rounding out. This set has a 3/8" driver and M0, M1, M2, M3 and M4 drive heads and a steel storage rail. The MorTorq driver and drive heads are made from chrome-plated premium-grade tool steel alloy and hardened to 60 Rockwell, providing shock resistance and durability.

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**WITH A PROTECTIVE  
FINISH FOR EASY CLEAN-UP**

The **Mayhew Tools Line of Plated Pry Bars** include rolling head and alignment pry bars sold both in sets as well as open stock. Specifically designed for use during vehicle assembly, disassembly and adjustment operations, these U.S.A.-made, professional-grade plated steel bars pry, position, lift and align, especially in confined areas. These bars offer a protective finish that easily sheds grit, grease and grime with a quick rag wipe down prior to storing for the next project, according to the company.



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## DRIVING SALES

Hand Tools and Specialty Tools

### DESIGNED WHERE TORQUE-PLUS-ANGLE IS NEEDED

The **ACDelco Line of Digital Torque and Angle Electronic Wrenches** are designed to meet the needs of the automotive professionals where torque plus angle is required, according to the company. This line offers new additions including: seven models of angle wrenches, four models of interchangeable wrenches and three models of digital wrenches. Angle Wrenches perform accuracy of CW +/- 1.5 percent CCW +/- 2.5 percent and they can record 30 sets of torque value. Interchangeable wrenches allow users to switch from a square driver to an open-end driver. These wrenches also feature a vibration/audible/LED flashing alert, auto shut-off and a backlit LCD. Selections ranging from 1/4" drive at 1.11 ft/lbs to 1" drive with maximum 738 ft/lbs, which allow use on a truck, car, bike, motorcycle and for TPMS. Calibration Certificate included.

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### REMOVES CORROSION FROM MALE ELECTRICAL CONTACT PINS

The **Innovative Products of America Carbide Tube Pin Cleaners**, No. 8076, are designed for quick and safe removal of corrosion from large male electrical contact pins. The pin cleaners include 10 different diameters. The set sizes range from 0.217" to 0.750" in diameter. Other sizes are available up to 3". According to the company, the internal, No. 240 grit carbide surface lasts 10 times longer than common sandpaper and safely removes corrosion without damaging pins, insuring repeatable good connections while increasing the lifespan of harnesses.

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### ADDITIONAL TOOLS INTEGRATED INTO HANDLE

The **Irwin Vise-Grip Locking Multi-Pliers** combine locking pliers with three additional tools integrated into the lower handle of the pliers. Available in the company's 5WR, 5CR and 6LN jaw types, its features include a stainless steel serrated fold-out knife blade and a fold-out screwdriver that includes a 1/4" bit holder with No. 2 Phillips and six to eight slotted bits. The 5CR model features a self-energizing lower jaw for improved gripping power, and is suited for gripping and torquing multiple surface shapes; the 5WR model features a built-in wire cutter and the jaw shape puts pressure on four points of any style nut or bolt head; and the 6LN model offers a 6" long nose for precision work. The Locking Multi-Pliers, available in September 2016, are backed by a lifetime guarantee.

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## DRIVING SALES

Hand Tools and Specialty Tools

### FOR 3.7L AND 4.7L ENGINES

The **ProMaxx Tool Myra ProKit** is designed for exhaust manifold repairs on 3.7L and 4.7L six- and eight-cylinder engines like those found in Jeep Grand Cherokee, Dodge Dakota and Dodge Durango vehicles. The tool's slim design helps it address limited access areas, and it uses three precision-ground guide bearings to facilitate precise boring of the damaged studs while keeping the tool within the envelope of the cylinder head. A built-in drill depth gauge helps reduce potential cylinder head damage. The kit includes the company's ProCutter deburring tool, spline extractor, specially formulated drilling fluid and other accessories. The Myra is manufactured in the U.S.A. and comes with a limited lifetime warranty.

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### FIVE DIFFERENT SETS AVAILABLE

The **GearWrench Single-Size Socket Sets** offer a selection of different style sockets, all in the same size, on a portable socket rail. Available sets include 5-pc 1/4" 8mm Set (No. 80102), 10-pc 1/4" and 3/8" 10mm Set (No. 80319), 10-pc 1/4" and 3/8" 12mm Set (No. 80576), 5-pc 3/8" 14mm Set (No. 80945) and 5-pc 3/8" 15mm Set (No. 80946). Each set includes standard, mid-length and deep chrome sockets, a universal chrome socket and a magnetic impact socket. The sets are packed on a standard GearWrench socket rail and ship in a full color carton.

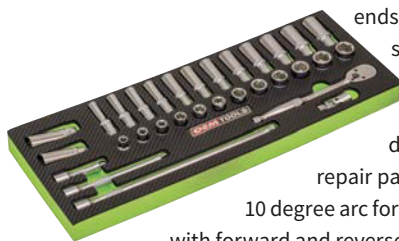
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### HARD CHROME SET WITH SMOOTH SATIN FINISH

The **OEM Automotive Tools 31-pc 3/8" Drive Mechanic's Set**, No. 23998, includes deep and shallow 6-point sockets, wobble extensions, universal joint, spark plugs and a ratchet. This set features a hard chrome, smooth satin finish. The sockets are thin-walled with chamfered ends, a Posi-Grip No-Slip design that gives users more socket-to-fastener contact and they have deeply marked sizes for quick identification. The ratchet is designed with a sealed head to keep dirt and debris out, the heads are fully re-buildable and repair parts are available. The 36-tooth count provides a 10 degree arc for smooth gear operation and increased durability with forward and reverse, one-hand action. The set comes in an EVA tray with hi-vis green cuts of each tool. The tray is designed to fit into any tool cart.

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### FULLY HOLLOW HANDLE DESIGN

The **Klein Tools Heavy Duty Nut Drivers** feature a fully hollow handle design, which allows for fastening nuts on unlimited lengths of threaded rod. The nut drivers have magnetic tips to help retain the nut while driving, and wrench assist for additional torque. The heavy duty shaft has a cushion grip handle, and each nut driver end is color-coded to assist identification. The nut drivers are available in six individual sizes - 1/4", 5/16", 3/8", 7/16", 1/2" and 9/16" - as well as 4-pc and 6-pc sets.

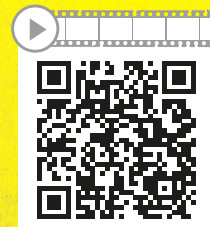
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## EXPANDS COVERAGE TO MORE VEHICLES

The **Steck Manufacturing Antenna Wrench II**, No. 21650, works in conjunction with or independently from the company's original Antenna Wrench (No. 21600). The Antenna Wrench II is laser cut from rugged steel then grit blasted and plated to give it a strong and polished finish. It measures 4-1/2" by 1-1/2" by 0.4". Its design expands coverage to more vehicles,

such as the removal of Dodge pickup antenna, which can be difficult due to the raised hood design. The Antenna Wrench II, which is made in the U.S.A., works as a two-, three- and four-notch bezel nut wrench of any diameter.

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## OVAL HEAD HOUSES A 90-TOOTH GEAR

The **KTC Tools Nepros 6.3 sq. Ratchet Handle**, No. NBR290, offers an oval head, which houses a 90-tooth gear, 7-level claw driving mechanism. With a feed angle of only 4 degrees and an overall length of 5", this compact ratchet handle is ideal for working in tight spaces. This ratchet offers smooth motion and light return travel. The tool's union mechanism ensures that the socket will not disconnect from the ratchet unless the button is pushed. A repair kit with gear and claw replacements is available.



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## REMOVE GASKET RESIDUE FROM HEADS AND MANIFOLDS

The **Lisle 5/8" and 1-1/4" Carbide Scraper Set**, No. 81800, is designed to remove gasket residue from steel and aluminum heads and manifolds, along with carbon buildup and rust. The Tungsten carbide tips are attached to the steel blade that is molded into the 6" long handle. Two blade widths, 1-1/4" (No. 81600) and 5/8" (No. 81700) work on many applications, and the tips remain sharp and are precision ground.

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## NEW PRODUCTS!



### 147 18 Pc. Micro 64 Test Connector Kit

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**WITH RECENT UPDATES**

The **Wilde Tool Angle Nose Pliers**, Nos. G251P.NP and G251FP.NP, were originally invented in 1928, but have recently been updated. These slip-joint pliers offer a shear cutter and red grips, a 3/4" jaw opening and are 6-3/4" in length. These pliers are offered in an original version (No. G251P.NP) and a Flush Fastener version (No. G251FP.NP). These are made in the U.S.A.

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**REMOVE FLOWER-DESIGN LUG NUTS**

The **Beta Tools Impact Sockets**, No. 720MRC, are 1/2" drive and have a polymer sleeve for non-marring performance when removing lug nuts with the flower-design on Mercedes Benz vehicles. The sockets are forged from high-strength alloy steel, and they come with a lifetime warranty. The tools are designed for Mercedes Benz models, including C-Class and GLK-Class, E-Class, SKL-Class, ML-Class, CL-Class and S-Class.



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**UTILIZES THE SAME FACTORY PART NUMBERS**

The **Lock Technology VW/Audi Wheel Lock Bolt Kits**, Nos. LT4150 and LT4155, are an alternative to factory-produced kits, utilizing the same factory part numbers to replace the originals. These kits are machined and laser cut from high quality tool steel. The VW/Audi Wheel Lock Key Kit (No. LT4150) is designed to work on first generation wheel locks while second generation wheel locks can be serviced with the VW/Audi Second Generation Wheel Lock Master Key Set (No. LT4155).



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Part #21730

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**Antenna Wrench** Patent applied for Part #21650



Part #23240



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## DRIVING SALES

Hand Tools and Specialty Tools



### USE ON DAMAGED FLARE NUTS

The **OTC 6720 Flare Nut Pliers** are designed for use on new or damaged flare nuts that have been rounded or rusty. The pliers fit standard or metric nuts and bolts and range in adjustment size from 1/4" or 6mm to 5/8" or 16mm. The angled jaw allows for clearance around frames and bulkheads, making it an ideal tool for brake or hydraulic lines. With more grip, the Flare Nut Pliers provide more support than a standard open-ended flare nut tool and prevents stripping for an overall easier job.

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### SET INCLUDES 40 PIECES

The **Sonic Tools 3/8" Combination Ratchet Set** offers a 40-pc socket, bit socket and ratchet set enclosed in a metal box. The foam inside the case and lid secure the tools while in transport. Durable and ergonomic, the box contains an ABS tray, a firm metal retractable handle and a professional metal locking mechanism.

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### AVAILABLE IN 6", 8" AND 10" MODELS

The **Zipp Tool Pneudraulic Alligator Squeezers** are available in 6" (No. Z3280-1), 8" (No. Z3280-2) and 10" (No. Z3280-3) models. These industrial-grade compression rivet squeezers are made for installing solid rivets. The compact, lightweight squeezers provide constant force over the entire stroke range, which decreases operator fatigue and improves the quality of the work.

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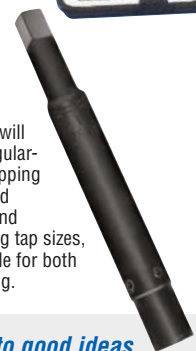
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## Success selling large-ticket items

A focus on selling toolboxes and tool storage solutions has paid dividends for Chesapeake Va.-based Mac Tools distributor Nigel Clarke.

It took some time, effort and experience, but Nigel Clarke found his way in the mobile tool business.

The Chesapeake Va.-based Mac Tools distributor has made significant strides since getting his start a little more than three years ago and, despite having no previous automotive repair experience, he seems poised to build a long-lasting career selling tools.

“The first couple of years were a very, very big learning curve,” says Clarke, one of five individuals in the Chesapeake area who make up Big Boy Tools, a collection of distributors managed by veteran tool salesman Buddy Weaver. “To come into it not knowing anything about the industry was definitely overwhelming.”

However, Clarke’s inaugural trip to the Mac Tools Fair a couple of years back provided the novice distributor with a much-needed boost of confidence to continue on in the business. After networking with other mobile tool industry professionals and receiving both support and encouragement from the Mac Tools staff, he left re-energized and ready to work toward achieving his professional goals.

“And I would say the business has definitely grown in the last year,” says Clarke. “I’ve focused a lot more on the large-ticket items... to increase my cash flow.”

One such large-ticket item product category that Clarke has found success selling is tool storage. He employs a software program that allows customers to



Chesapeake Va.-based Mac Tools distributor Nigel Clarke (on right) has excelled at selling toolboxes and tool storage solutions during his time in business.

configure and design their own tool storage solutions on his truck and see what they will look like on a wall-mounted television monitor nearby. He also uses the screen to display slides of toolboxes he sold in the past to help inspire visiting customers to consider evaluating their own tool storage situations.

“Listening to what the customer wants (is critical),” he says. “It’s easy to go and try to sell the biggest toolbox, but that’s not always what they can afford.”

Clarke approaches potential toolbox sales by first assessing the prospective buyer’s tool storage needs and wants. The information he gathers helps him identify the most suitable course of action.

“Then I usher in the customization and go the extra mile for them, making it completely (the person’s) own toolbox,” he says.

According to the Chesapeake-based distributor, his customers are often looking for a wealth of storage space and a good value when inquiring about tool storage upgrades.

“They want plenty of drawers, and they want the drawers to be big enough to put all of their tools in them,” says Clarke. “They are also looking for the biggest box they can get for the best price.”

Thanks in part to his ability to find success selling tool storage solutions, Clarke has made a lasting connection with both existing and potential customers. Financing a toolbox that costs thousands of dollars certainly goes a long way toward earning appreciation and future business, he says.

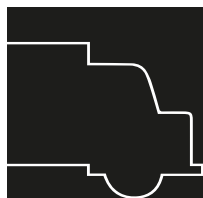
“My customers have built a lot of trust up with me, as I have with them,” he continues. “The future is very bright.” **PD**




BY MIKE SCHMIDT  
MANAGING EDITOR

920-568-8394

Mike@VehicleServicePros.com



**What's your story?**  
Have an interesting experience to share with your fellow distributors?  
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Contact Managing Editor Mike Schmidt by email at Mike@VehicleServicePros.com.



Clarke and his fellow distributors were featured in the December 2015 issue of *Professional Distributor*. Read the full story online, at: [VehicleServicePros.com/12131998](http://VehicleServicePros.com/12131998)





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 3/8" Dr.: 7/32"-3/8"

80898 13 Pc. 1/4", 3/8", & 1/2" Drive Stubby Torx Bit Socket Set  
 1/4" Dr.: T8-T30, 3/8" Dr.: T40-T50  
 1/2" Dr.: T55-T60

80744 6 Pc. 3/8" & 1/2" Drive Triple Square Stubby Bit Socket Set  
 3/8" Dr.: 8mm, 1/2" Dr.: 10-18mm

80874 5 Pc. 3/8" & 1/2" Drive Long Triple Square Bit Socket Set  
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81196 10 Pc. 1/4" & 3/8" Drive Stubby Torx Bit Driver Set  
 1/4" Dr.: T10-T40, 3/8" Dr.: T45-T50

81100 9 Pc. 1/4" & 3/8" Drive Stubby Triple Square Bit Driver Set  
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80994 5-Pc 1/4" Drive Universal Stubby Torx® Bit Socket Set  
 1/4" Dr.: T20-T40

81052 11-Pc 1/4" & 3/8" Drive Universal Stubby Tamper Proof Torx® Socket Set  
 1/4" Dr.: T8-T30, 3/8" Dr.: T40-T55

81070 8-Pc 1/4", 3/8" & 1/2" Drive Universal Stubby Triple Square Socket Set  
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81088 7-Pc 1/4" & 3/8" Drive Universal Metric Stubby Hex Socket Set  
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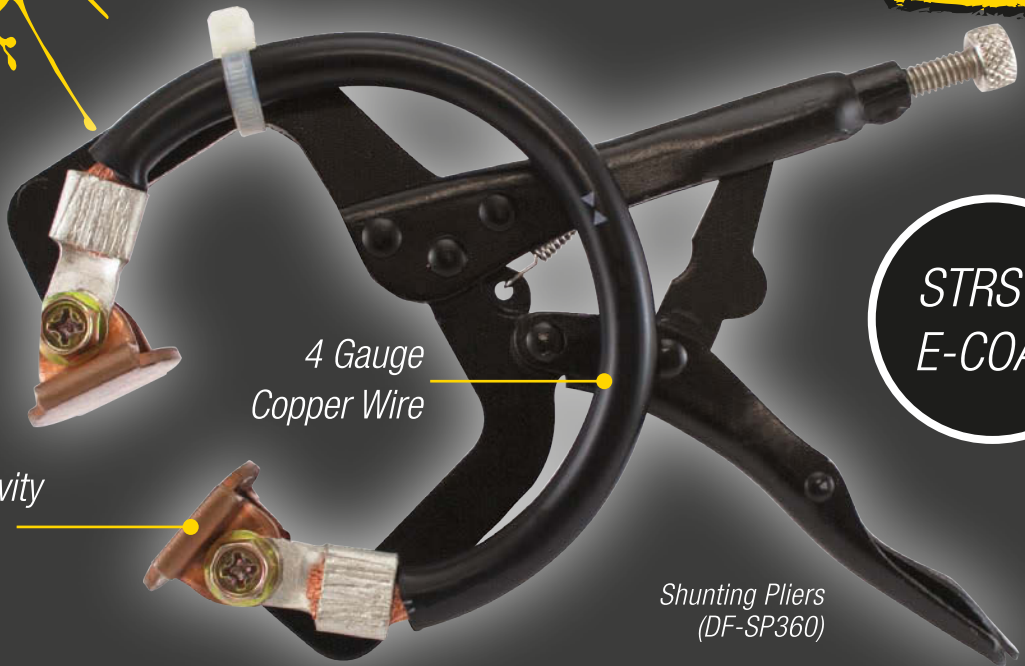
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# Shunting Pliers

DF-SP360



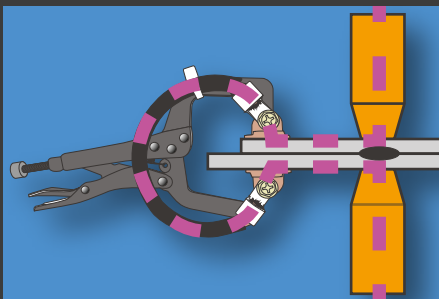
4 Gauge  
Copper Wire

STRSW  
E-COAT

High Conductivity  
Copper Pads

Shunting Pliers  
(DF-SP360)

**S**queeze-type resistance spot welding (STRSW) panels sometimes requires additional measures to create a successful spot weld. This is due to the non-conductive coatings on steel such as E-Coat, a corrosion-resistant primer applied to parts by the manufacturer. Without shunting pliers the panel requires removing the E-Coat on the mating surfaces to achieve a spot weld. This timely step can be skipped and the E-Coat on the mating surfaces can be saved when STRSW with the use of the DF-SP360 Shunting Pliers.



Simply remove the coating from the outside surfaces, position the shunting clamp at the spot weld site, and the spot weld is made at the adjacent site. The current chooses the path of least resistance when confronting the non-conductive E-Coat, the shunting pliers facilitates the electrical current from one side to the other. The E-coat at the mating surface burns away. The process is quick and despite most of the current flows between the electrode tips the current detour was brief but necessary. On to the next one!

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