

PROFESSIONAL DISTRIBUTOR

The Distribution Network Connection

Something Completely Different

A husband-and-wife team sell to customers in The Badlands
page 8



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NEW! Sneak Peek
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JUNE 2012
VOL. 20, NO. 5



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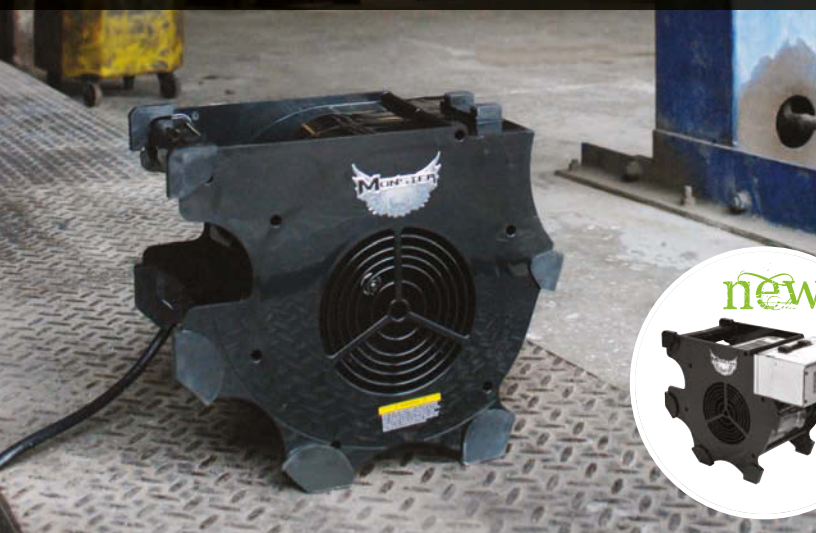
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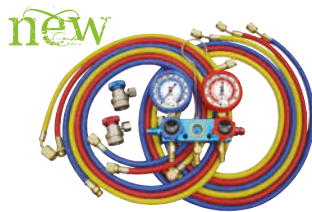
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- Color coded gauge guards



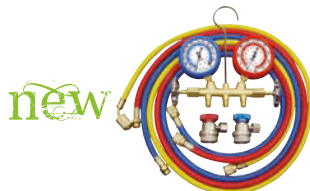
MST289772
134A Aluminum Manifold Gauge Set

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- Heavy duty manual couplers
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- Color coded gauge guards



MST284661
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Bill and Linda sometimes spend an entire day at one customer stop.

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Mobile Distributor of the Year 2013

The second annual 2013 Mobile Distributor of the Year competition is heating up.

Over the past year I had the opportunity to meet with 10 different tool distributors and ride with them during one day of their working life. Most are affiliated with a major flag, but a few are independent.

Their routes range from high-density metropolitan areas to a rural

route so spread out that it literally covers an entire state (Read more on that in this month's cover story, on page 8).

While a 'ride-along' is not walking a mile in their shoes, each of these kind folks has taught me much about the business and the people in it, and I feel privileged to have shared their world even for just one day.

I learned that as professional sales people, tool distributors are an unusual breed. Their never-ending attention to their customers' needs is only partially motivated by profit. There is also a strong social bond between distributors and their customers, sometimes almost tribal. Maybe they see each other so often

that personal relationships are almost unavoidable. But there's a keen sense of duty to the customer that I haven't seen in other sales professionals.

In other ways, the tool distributors I've met are just like other sales professionals, particularly in their instant ingenuity in the art of making the deal. Some are relaxed and easy-going, some are high-energy, but all are completely professional, worthy of the trust their customers place in them. They don't just sell tools, they are what they do; they solve their customers' problems.

try's best, as we begin our search for the 2013 Mobile Tool Distributor of the Year. We're looking for an ambassador, someone who projects a positive image of the profession, someone that people from outside the industry feel comfortable doing business with, and that people from inside the industry would recognize as a true professional.

The contest winner doesn't have to be the top sales person with the highest earnings, but we will look at percentage of growth over the past year. We'll also look at attitude, appearance and a number of other criteria, including involvement in community outside of the profession. A complete list of rules and judging criteria, as well as a link to the nomination form, can be found at www.vehicleservicepros.com/10714796. Over the next few months we'll be taking nominations from subscribers of *Professional Distributor*.

Nominations must be completed and received on or before September 14, and the winner will be notified in late December. The winner will be featured in the April 2013 issue of *Professional Distributor* and will receive a plaque suitable for hanging in the truck.

So if you're a distributor, district manager, or a warehouse distributor representative, and you know a tool distributor who belongs in our search for 2013 Mobile Tool Distributor of the Year, go to the website and fill out a nomination form. If your nominee wins, you'll receive a little something too, just to say 'thanks' for helping us recognize The Best. ■




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Editor

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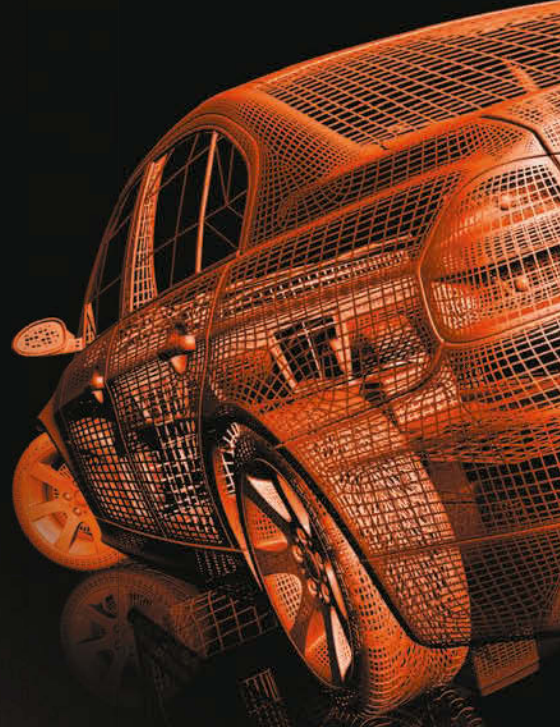


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Something Completely Different

**A husband-and-wife
team sell to customers
in The Badlands**

by Jacques Gordon

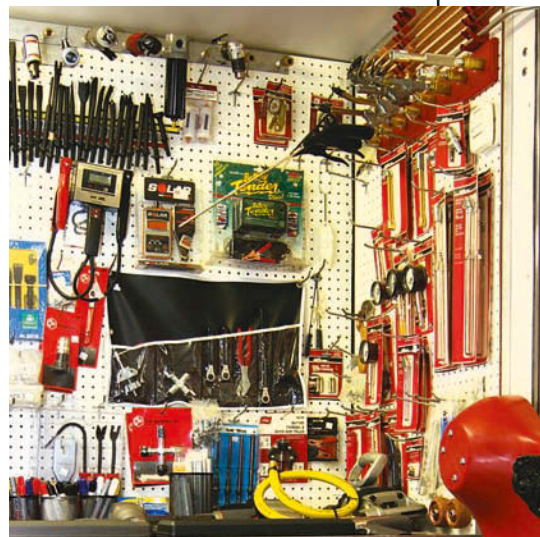
As we pulled into the driveway at our first stop of the day, Linda noted how much the place had changed since they were here last year. "You stop here once a year?" I ask. "Yep," says Bill. "We'll restock his shop supplies for the year."

"Do you have other customers like that?"

Bill replied: "All of 'em." Linda clarified: "Oh, some of them stop by the store once or twice, but 95 percent of our customers we see only once a year. That's why it's better to bring it out (to them) ... because they can run in to their shop to see if they need something rather than being in town and trying to guess."

STORE ON WHEELS

Independent distributors Bill and Linda Assman (pronounced 'Ozzman') sell tools, shop equipment and shop supplies to farmers and ranchers in South Dakota -- all of South Dakota. Their warehouse/store is in Pierre, the state capitol, but they run the business out of a 40-foot trailer, which



As you might expect, they carry a wide ranging inventory.

takes a full year to cover 40,000 miles and see about 400 customers. Each stop takes at least a couple of hours, and some days they make only one stop. For customers 80 miles away, it's an overnight trip, and some are 200 miles

away. Parts of the route require weeks of overnight stays at hotels that have become as familiar and friendly as their customers, returning only on the weekends to restock.

The farms and ranches in South Dakota are huge, and so are the tractors and other machines. Farmers



Linda calls their store on wheels. In business for 29 years now, Linda confirms that "It's hard work, but we've got super good customers, and we've fine-tuned (the business) over the years."

It took about two years for Bill and Linda to build their route, and it

Top 5 Selling Tools

- 1.) Ingersoll Rand impact tools and air compressors
- 2.) Gearwrench hand tools
- 3.) Proto hand tools
- 4.) Milwaukee power tools (corded and cordless)
- 5.) Grey Pneumatic sockets

COVER STORY/DISTRIBUTOR PROFILE



In addition to air tools, they also sell professional-grade air compressors



The Volvo (above) easily pulls the 40-foot trailer to every town shown on the map below.

have always maintained their own equipment right there in their own workshops, so that's where Bill and Linda go to service their customers. One of their most important products, and the one that first got them involved in this business, is a nuts-and-bolts assortment.

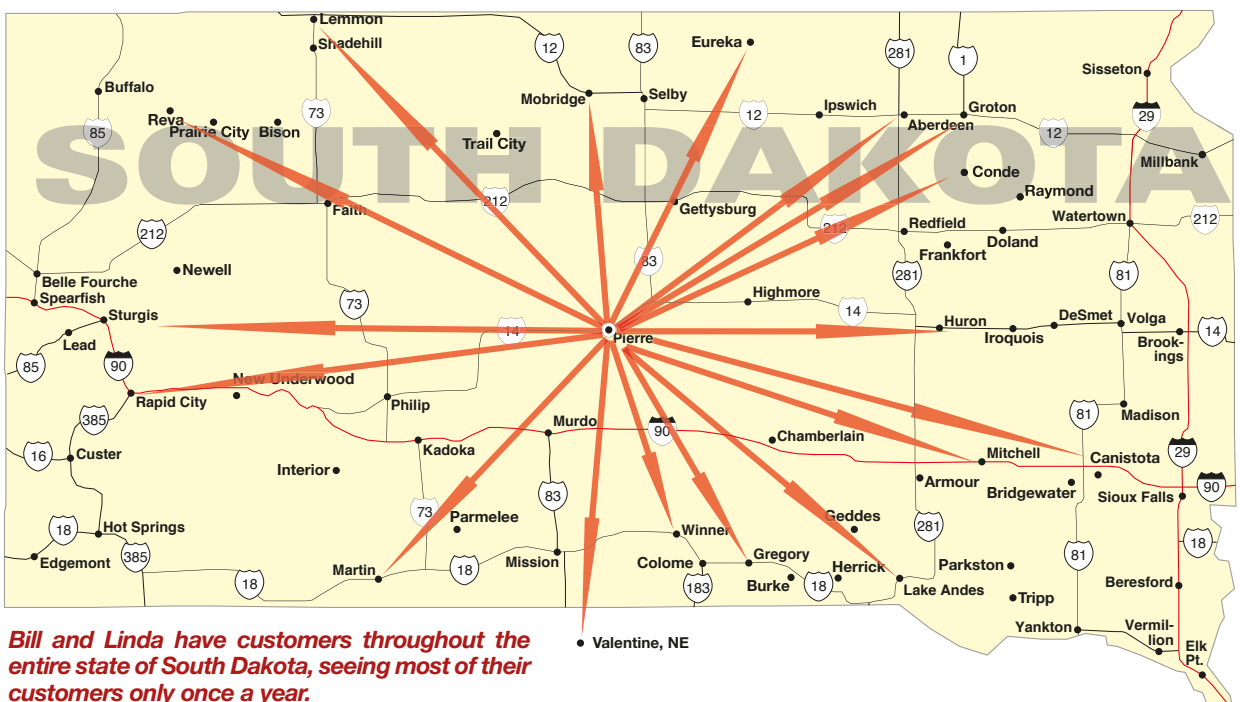
UNIQUE CIRCUMSTANCES

During setup or maintenance of the equipment, a farmer will need to

replace a lot of the same few sizes of nuts and bolts. Bill said after placing a full assortment in their shop, it takes only one season for a customer to recognize how much better it is to have the right sizes on-hand rather than trying to scrounge what they need from a bucket of left-over hardware. When Bill and Linda return the following year to restock the drawers, the customers are ready to look at anything else on the truck.

Bill said he understands what his customers need because he and Linda had been farmers too. "We know you don't go in and sell everything you possibly can and not worry about next year. We want to go back there next year, and we want him to like what we sold him so he'll trust us and buy more. That's really really critical."

Of course, just as critical is standing behind their products. "We absolutely guarantee every tool that goes out that door (because maybe) we don't sell them everything they need, but they rely on everything we sell." Meeting that guarantee is different for Bill and Linda than it is for distributors who see their customers



Bill and Linda have customers throughout the entire state of South Dakota, seeing most of their customers only once a year.

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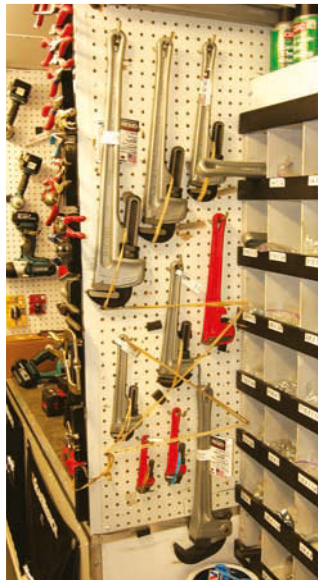
COVER STORY/DISTRIBUTOR PROFILE

every week. Bill explained: "We have to deal with suppliers on the phone who don't really understand what we do. They ask how old the tool is, and we know darn well it's out of warranty, (so) we have no choice but to warranty that tool ourselves." This has made them extremely choosy about which tools they stock.

Another difference with this business is the way they handle special orders. ISN and Oklahoma Rig &

Supply are their main suppliers, but Bill said they also go online to buy tools and equipment. Telephone ser-

vice is spotty over much of their route, so when they are able to call the supplier, "It's absolutely critical that



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It's roomy, but they would like a bigger trailer.

somebody picks up the phone. Then we can order it and have it shipped." Bill said if he calls and gets an answering machine, "I've lost the sale." But

when they have Internet access, they can order from Amazon and the tool is delivered in a day or two.

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COVER STORY/DISTRIBUTOR PROFILE



It all started with selling fasteners.



A customer designed this hot-selling blow gun to fit in between radiators and condensers. There's one exit hole.

right now because it's good for their customers too. Due to a special tax break last year, a lot of farmers built new shops, and some built their first shop. Linda said "It's nice to see guys that didn't have a decent place to work put up a nice shop."

She described a customer who went from a dirt-floor two-bay garage to a beautiful new building where "they can do it all. You can't believe the stuff they go through ... they're an all-day stop for us now. I'll bet 90 percent of what they have in that shop they got from us." They just built two more, and Linda said she's really looking forward to stopping there this fall.

When asked if they have any repair shop customers, Bill said they did stop at garages when they first got started, "but it just doesn't make sense for us." Linda explained: "Garages would like us to stop, but you have to have a lot of patience, and it's nickel-and-dime stuff. We just don't have time to do that."

Indeed. Their farm customers spend a big part of their annual tool and sup-

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COVER STORY/DISTRIBUTOR PROFILE



ply budget all at once, and they pay in full. "And most of them know what we're selling them is stuff they'll use." Bill says, "It breaks my heart to see something we sold last year sitting right where we left it. We enjoy it when they use the hell out of it. It makes you feel good."

They introduced one tool to their customers that gets used a lot: the Makita cordless impact driver.

"Those impact drivers have made us more friends than anything we've sold," says Linda. Bill explained that after each impact, it

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The TLT211-AS (as shown) is a heavy-duty lift that is perfect for lifting the smallest economy cars to the largest SUV's and front-end heavy diesel pickups. The increased productivity to lift both symmetrically or asymmetrically assures maximum service bay efficiency.

TLT210-AS 2-Post Lift • 10,000 Lb. Capacity



The TLT210-AS is a general service lift that is height and width adjustable that will allow you to adjust for the perfect fit for your shop to maximize space and service the smallest cars and large SUV's and trucks.

TLT210-A 2-Post Lift • 10,000 Lb. Capacity



The TLT210-A is a full asymmetric rotated column lift that is height and width adjustable providing you the most service bay space-saving features for fast lift set-up for a full range of today's most popular vehicles.

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TLT211-AS

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Lisle NEW TOOLS



Everything a shop needs.

releases and lets the bit or socket reset on the fastener. "You don't strip the screws. That's how we sold them. We'd give the guy a three-inch screw and have him drive it into a piece of wood with a drill, then drive one in with the impact driver. Every one of them bought the impact driver."

So Bill and Linda are a team and they sell more than just tools, and their customers are not professional mechanics, and it takes a year to cover their route. But there is one way in which their business is the same as any other tool distributor. Linda says, "You have to really care about who you're selling to ... we just want to provide an excellent service." Bill says, "You want to give them something you know they'll get some good out of. When you come back next year and they say 'I love that thing,' that's what makes me happy." ■



57750 WIRE TERMINAL TOOL KIT

For removing wires from terminals without damage. Tools work on conventional terminals, Pack-Con and Weather-Pack terminals found on many GM vehicles. Blue tool fits many Ford applications. Handle slips over the probes for protection and provides extra leverage.



27430 24 VOLT HEAVY-DUTY CIRCUIT TESTER

Works on circuits up to 28 volts including heavy-duty applications on large trucks and implements. Heavy-duty probe, cord, strain relief and clamp. Probe is insulated with high-visibility shrink tubing to prevent shorting.



80380 5 PC. HOSE REMOVER SET

Contains long and short, standard and offset hooks. Used to remove hoses, moldings, clips, clamps, seals, o-rings, cotter pins, gaskets, etc. Long pullers reach 13". Short reach 5". Dual durometer handle for comfort and grip. Heat-treated for strength and plated for durability.



30600 OFFSET BOOT CLAMP PLIERS

Crimps ear-type clamps in hard-to-reach areas. The pliers work from the side (head is turned 90 degrees) unlike traditional tools that work from the end. Works on most ear-type clamps except those requiring a torque reading.



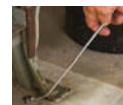
63000 FUEL TANK LOCK RING TOOL

Remove and install plastic fuel tank lock rings from 4" to 7-1/4". Channel design on body allows the legs to adjust to fit a wide range of applications and keeps the drive centered. For new smaller GM serrated and traditional rings.



66540 MINI FLEXIBLE MAGNETIC PICK UP TOOL

Super strong neodymium magnet picks up all ferrous metal objects up to 2 lbs. Telescoping action extends from 4-1/2" to 13" with a 2-1/2" flexible segment to get into tight spots.



39160 FUEL LINE RETAINING CLIP TOOL SET

Compact design fits tight spaces. 3/8" and 5/16" sizes to release nylon fuel line retaining clips used on newer GM and Chrysler vehicles with in tank electric fuel pumps.



49100 T-HANDLE SINGLE SPRING BRAKE TOOL

Quickly and easily releases tension on large and small single spring brakes on GM vehicles. Hook grabs onto the spring while tip is used as a fulcrum to pry the spring free. Can also be used to re-install the spring.



81200 PLASTIC CHISEL SCRAPER SET, 3 PC.

For removing emblems and adhesive backed trim without damage. The one piece high-impact plastic chisels can also be used to remove stick-on weights from aluminum wheels as well as gaskets from aluminum, without marring. Includes 3/4", 1" and 1-1/2" blade widths.



81000 TORX PLUS® BIT SET

Nine popular Torx Plus® sizes for automotive applications. Torx Plus bits will not fit standard Torx fasteners. Common applications: GM transmission bell housing bolts; Ford seat belt anchors; Ford pick-up bed bolts. Includes: TP-10, TP-15, TP-20, TP-25, TP-27, TP-30, TP-40, TP-45 & TP-50.



60660 DELUXE RELAY TEST KIT

Quickly test electrical circuits at the relay box. Includes 8 jumpers to fit most popular relays. Test Lead Kit for easily and securely connecting Relay Test Jumpers to a multimeter. Relay Puller Pliers easily remove electrical relays without damage to the relay or electrical box.



60200 HEAVY DUTY STRAP FILTER WRENCH

Heavy-duty heat treated alloy steel yoke and strong, yet supple, web strap. Use with 1/2" drive to remove or install filters and other objects up to 6-1/2" in diameter. 3-5/8" long yoke fits into tight areas.



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DOES YOUR METER MEASURE UP?

Digital Diagnostic Tools Designed for the Auto Tech

Introducing Lang Tools' new lineup of digital diagnostic tools, designed specifically for automotive applications.

Professional technicians have relied on us since 1932 for the finest professional automotive diagnostic tools like cylinder compression and fuel injection pressure testers, for both gas and diesel engines. Like them, our new digital diagnostic tools have been engineered for today's gas, diesel, hybrid, and electric vehicles...incorporating accuracy, safety, durability, and ease-of-use.

Turn to Lang Tools for the finest digital solutions.



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TOOLS™
Professional Tools For **4 Generations**

www.LangTools.com

Contact your local distributor for more details.
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Digital Diagnostic Tools Designed for the Automotive Technician

Lang Tools has been a leading maker of automotive diagnostic tools for decades, with cylinder compression and fuel injection pressure testers, for both gas and diesel engines. Expanding on that commitment to the professional technician, Lang has introduced a lineup of digital diagnostic tools.

Digital Multimeters (DMM)

Today's auto technicians are looking for a DMM designed specifically to handle automotive applications, not just an electrician's model in an automotive box. So Lang added key automotive features like inductive pickups for measuring RPM, and millisecond pulse width for testing fuel injector function.

Model 13803 – This auto-ranging DMM features an easy-to-read digital display. It can be used to measure 600V AC/DC, 10A AC/DC, 32 MΩ resistance, frequency to 32 kHz, continuity and diode test, and temperature to 1,400°F; for automotive applications, duty cycle and dwell reading, analog bargraphing, along with RPM measurement. The protective rubber boot protects the DMM, and a built-in tilt stand allows for hands-free operation. Included is a carrying case, thermocouple, temperature adapter, inductive pickup, and test leads.

Suggested list price: \$146.99



Model 13804 – High performance automotive DMM, includes CAT IV 600V/CAT III 1000V compatibility for use with hybrid vehicles. It can measure up to 1000V DC/AC, 10A DC/AC, frequency up to 200kHz, along with the same testing applications of the 13803. The unit also includes fuel injector pulse-width testing. The display features a backlit LCD. The

rugged design will withstand a 10' drop! Carrying case, inductive pickup, thermocouple, and test leads are included.

Suggested list price: \$349.99



Infrared Thermometers

Infrared thermometers from Lang Tools are designed to cover the wide range of temperature measurement needs for the automotive service environment. The quicker and more accurate the scans, the easier the troubleshooting and faster the diagnosis.

Model 13801 – This deluxe unit handles a broad range of temperature measurement, from -76°F to 1,022°F, and can display Average, Max/Min and Differential temperatures. Lock mode, last reading recall, and adjustable emissivity make the 13801 the technician's choice. True Spot Dual Lasers provide more accurate target area measurements compared to units with lasers that converge to a point. This provides a more accurate and easier measurement in real-world automotive applications. Model 13801 has been certified to international standards IP54 to protect against dust and water for greater durability.

Suggested list price: \$125.99



Model 13802 – Quick scanning is made simple with this thermometer with Max value capture, fixed emissivity, and high/low alarm.

With a built-in UV worklight and backlit display, the 13802 works everywhere, even in dark measuring conditions, indoors and outdoors.

The included storage pouch helps to protect the thermometer from dust and damage.

Suggested list price: \$111.99



Digital Pocket Thermometer

Model 13800 – This rugged pocket thermometer is ideal for measuring air conditioning temperatures, liquid temperatures, and more. It reads temps from -58° F to 572° F. The large, easy-to-read display makes every reading easy. For hands-free use, simply use its magnetic mount. A pocket clip keeps it close & secure, and a foldout stainless steel probe ensures accurate readings every time. Display functions include Minimum and Maximum readings, and switching between Fahrenheit and Celsius.

Suggested list price: \$23.49



This natural extension of the Lang Tools diagnostic line – digital diagnostics – have been engineered for accuracy, safety, durability, and ease-of-use.

For more information on the new line of digital diagnostic tools from Lang Tools, call 262-554-2300 or visit www.langtools.com

Using Video As A Selling Tool

On-truck, online video can drive more sales

BY PHIL SASSO

Q Are videos really the next best thing to a hands-on demonstration? If so, how can I use video to generate more sales?

As tools and equipment continue to advance technologically and the cost of video continues to decrease, video is definitely a growing trend in tool and equipment marketing.

One-on-one demos and paper literature are not quite dead, yet. But, if you want to connect with customers, you need to be in tune with where things are going, not where they've been. Using video can definitely put you ahead of that curve.

Show and Sell

"Folks in their 20s and 30s ... absolutely want to see interactive content [and] multimedia-type presentations as one of their first methods of learning," says Mike DuBois, Publishing and Editorial Manager at Integrated Supply Network (ISN). "If we want to appeal to the people making buying decisions, then we have to give them information in

the manner that they want to receive it."

In your case, this means using video to supplement literature and, in some cases, to replace one-on-one demos. You could start as small as buying an inexpensive 7" portable DVD player. A quick Google search reveals player prices ranging

from \$60 - \$150.

The more formats your player can play (like MPEG-4, MPG, and DivX), the better -- as you'll see later. Be sure the player has external speakers, not just headset jacks, or you'll need to buy a set of speakers too. But whatever you do, keep the volume to a manageable level. You don't want to be shouting over your video to answer customer questions. Better too low than too loud.

Set your media player on a shelf at about eye-level. I realize that's prime real estate in your truck, but I think you'll find over time that these videos will sell enough product to be worthy of that position. Eventually, if video proves to work for you, you may find yourself mounting a larger video monitor in a predominant place on your truck. (Consider planning space for a 20" video monitor or larger with a nearby power inverter outlet if you're buying a new truck anytime in the future.)

Using on-truck video is like being in two places at once. While you are writing up an order, your customers can be watching a training video you're selling, or better yet, a video showing features and benefits of some of your newest or more technical tools.

Lights. Camera. Action!

You can produce your own video, says DuBois. It doesn't have to be fancy. Just put a video camera on a tripod and do a series of three to five-minute pitches.

Don't have a video camera? Borrow one from a friend instead of buying one, until it proves profitable. Also, try to present to a live person when recording so you sound more relaxed and natural.

Video lets you do things you can't do in a normal hands-on demo like show a product in-use on a vehicle. You might want to record a new video every month just to keep it fresh.

If video stardom isn't your thing, or if you want more polished videos, look to your flag, WD or vendors for help. Many have DVDs and/or YouTube vid-

eos. Zamzar.com lets you type in a YouTube URL and download a video in over a dozen video file formats including MPEG-4, MOV and AVI.

USING VIDEO CAN DEFINITELY PUT YOU AHEAD OF THAT CURVE

Look over these formats (<http://bit.ly/zamzar-video>) before buying a player so you know it's compatible with at least one format. You can download converted files up to 100MB for free. Several levels of subscription service are available that allow you to convert files up to 1 GB -- but you shouldn't need files that big.

DuBois also suggests you consider launching your own YouTube channel so customers can watch demos and longer training-type sales videos on their own schedule. It's easy to set-up a channel (if you have a Gmail or Google account, you're halfway there). You can also incorporate and post these videos onto your social media sites. (For more on using social media



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

for your business, read the Sales Q&A March and April 2012 two-part series on social media.)

A YouTube channel is good for several reasons: it lets you post original videos and “subscribe” to video feeds for distributor and/or manufacturer videos, it’s fairly easy to use, it’s search-engine friendly, and, best of all, it’s free.

There are also other video services like Vimeo and Flickr, but YouTube is currently the most popular. In fact, it’s so popular that YouTube searches are very near eclipsing Google searches, says DuBois.

If you don’t want to invest a lot of time managing online videos, *Professional Distributor’s* online Media Center archives hundreds of tool and equipment videos from many manufacturers. Visit [\[vicepros.com/media-center\]\(http://vicepros.com/media-center\) to view them all.](http://www.vehicleser-</p>
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Micro Broadcasts

DuBois has another suggestion to take you leaps and bounds into the future of video: use QR codes (bar codes made of tiny squares that smartphones “read” and automatically take users to an online page) to bring customers from the real world to “cyber video.”

“Everybody’s carrying a smart phone,” says DuBois. If you put QR codes on products, shelves or display boxes on your truck, your customer can be watching a short video on his phone about the exact product he’s interested in. This allows you to present interest-specific demos on-demand to several customers at once. Now it’s not like just being in two places at once – it’s like being in a virtually

unlimited number of places at once -- doing sales pitches or relying on professionally produced videos with the most up-to-date technical details.

You can also emblazon your literature with QR codes (see goqr.me) and/or shortlinks (see bit.ly) linking to online videos, says DuBois. (Both sites offer free services.)

To juggle all this information, you might even consider keeping a spreadsheet of your most popular tools and equipment with links to video and PDF literature. When a customer asks for a specification sheet or product literature, you can easily email him both the PDF and a video link.

I agree with DuBois that harnessing the power of video is smart. It can help you spend less time researching and answering technical questions, and more time closing sales. ■

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Do *you* stock it?

The following products are among the most requested tools and equipment from recent issues of PD's sister publication, *Professional*

Tool & Equipment News.

Perhaps you've already received requests about some of these items. They are definitely products

you should take a closer look at stocking for your customers. ■



ID and inspection

The Ullman LED MG-2LT is a telescopic magnifying glass. The MG-2LT contains two high-intensity LEDs that make this tool ideal for reading small print, parts or serial numbers in dark, hard-to-reach areas. This tool has a 2" viewing diameter, with a 4x magnifying strength. With its 37-1/2" telescopic reach, it is sure to become a mechanics favorite tool for identification or inspection. Enter 58 at "e-inquiry" on vehicleservicepros.com



With C4 LED technology

Streamlight introduces the SL-20L and SL-20LP rechargeable flashlights. Both of the new full-sized, professional-grade lights use a C4 LED to deliver up to 350 lumens measured system output, and 60,000 candela peak beam intensity for long-range beam distance. The lights also feature a deep-dish parabolic reflector, which optimizes peripheral illumination while providing a tight, focused beam. Each of the lights offers three microprocessor-controlled, variable intensity modes, as well as a strobe setting. Enter 60 at "e-inquiry" on vehicleservicepros.com

EVAP testing made easy

Redline Detection introduces the EasyEVAP universal filler neck connector and capless gas tank adapter. Using the EasyEVAP adapter with the Smoke Pro diagnostic leak detector gives technicians the ability to leak test automobiles with this new OEM fuel technology. EasyEVAP capless gas tank adapter opens the filler neck of capless EVAP or fuel systems and the EasyEVAP universal filler neck connector creates an air-tight seal with any filler neck in seconds. Compatible with any smoke machine, EasyEVAP fits 100 percent of vehicles to ensure EVAP testing is quick and easy. Enter 59 at "e-inquiry" on vehicleservicepros.com



Fast and accurate

Fast and accurate, the Midtronics GRX-3000 Battery Diagnostic System can determine, often in less than five minutes, the difference between a recoverable battery and one that is not. Defective batteries with open welds and shorts are rapidly identified and recoverable batteries are safely and quickly charged. Diagnostic charging sessions are customized and controlled. Charging stops as soon as batteries can be returned to customers, or are determined to require replacement. The GRX diagnostic station delivers efficiency in the shop and more accurate preventative maintenance decisions by helping to eliminate guesswork and wasted time charging defective batteries. Enter 61 at "e-inquiry" on vehicleservicepros.com



Non-toxic and environmentally friendly

LiQuifix Filtered Lubricants are a series of premium lubricating compounds formulated with the highest purity oils on the market. This "green" lubricant contains a premium additive package to ensure maximum performance under a broad range of industrial applications. LiQuifix Filtered Lubricant penetrates and lubricates all surfaces including aluminum, nylon, and rubber without pitting by creating a corrosion-resistant barrier and forming an ultra-thin, non-drying, anti-static film. This formula is non-toxic, odorless with no noxious fumes and protects against rust and corrosion. Works at temperatures as low as -35 degrees F, and has a high flashpoint of 275 degrees F. Enter 62 at "e-inquiry" on vehicleservicepros.com





Releases nylon retaining clip

The Lisle Fuel Line Retaining Clip Tool Set (No. 39160) helps users release the nylon retaining clip used on the fuel lines of newer GM and Chrysler vehicles with in-tank electric fuel pumps. To use, slide the tool on to the plastic retaining clip to compress the tabs. Pull fuel line from fuel filter or fuel pump. Comes in two sizes: 3/8" and 5/16".

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Save time on ball-joint work, alignments

The Excentric Turn Chuck from Mueller-Kueps has a unilateral opening that allows universal usage for wheel alignment as well as easy ball joint and inner tie rod replacement. This specialty tool offers a clamp that can be opened, a 50mm radius and universal usage. Key features include:

- Maximum grip on hardened surfaces.
- Minimum space needed around the inner tie rod.
- Easy mounting and demounting due to the lock pen.
- Easy ratchet function due to excentric construction.
- Even more features when used with a 1/2"-drive extension.

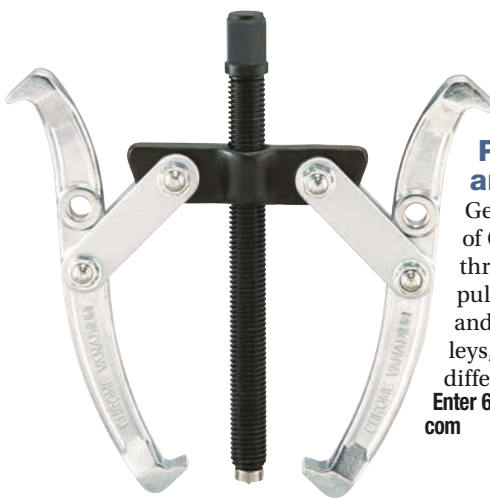
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Updated air hammer ball joint R&R tool

The SP Tools 68600A Air Hammer Ball Joint R&R Tool saves time by utilizing an air hammer to remove and replace ball joints. Save about an hour of labor time on many Honda/Acura models, as well as other vehicle makes. The tool has two main parts that attach to the air hammer: a remover and installer. The remover easily fits over the lower end of the ball joint to drive the old ball joint out of the steering knuckle. The installer has been designed to fit around the upper portion of the steering knuckle enabling a straight push for the new ball joint. The installer couples with one of three different sizes of installer heads that drive in the new ball joint without damaging it.

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Remove pulleys, wheels and ball bearings

Genius Tools now offers a selection of Gear Pullers, available in two-jaw, three-jaw and two-arm styles. These pullers are made of chrome vanadium and can be used to quickly remove pulleys, wheels and ball bearings. Seven different sizes available.

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Stretch fit belt kit

The PBT USA Stretch Fit Belt Kit, No. 70990, provides coverage for all vehicles equipped with stretch fit belts. This patented tool kit contains two tools: a universal installation tool and a universal removal tool. The installation tool suits all vehicles equipped with stretch fit belts and does not require adjustment to use. The removal tool allows the technician the ability to easily remove and reuse a stretch fit belt that doesn't require replacement. An instructional DVD is included in the kit, along with a vacuum formed tray for easy storage of both tools.

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Diagnostic Test Equipment

Diagnostic test equipment and scan tools can be some of the most complicated tools you sell. Stay up-to-date on new products and take advantage of training from your WD or company flag too.



Technician-requested enhancements

OTC has enhanced capabilities to the Genisys System 5.0 platform, including the latest technician-requested productivity enhancements: Code-Assist is now available as a searchable database, and a new "Maintenance Tests" information screen. Unlike the traditional list of theoretical potential causes provided by service manuals, Code-Assist provides more than 4.5 million experienced-based Confirmed Fixes for vehicle specific, OBD II Diagnostic Trouble Codes (DTCs), now searchable for users. The new "Maintenance Tests" information screen includes six major categories of maintenance services to include TPMS Registration, Service Light Reset, Steering Service, Brake Service, Battery/Charging, and Suspension Service; and provides specific tests by year, make and model.

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Integrates OBD II and wireless

The Injectronic CJ100-BW Scan Tool integrates OBD II with wireless capabilities, allowing this tool to communicate with the computers of the vehicles to retrieve diagnostic information such as trouble codes, freeze frame data, live data and more. A "pass thru" function allows the CJ100-BW to work as an interface between the vehicle and personal computers, iPads and Android tablets for real-time monitoring. This tool features a 128 x 128 illuminated screen that displays numeric and graphs of live data retrieved from OBD II and CAN compliant vehicles. Includes free software updates.

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Advanced code reading

Mac Tools introduces an advanced new way in code reading with the Mac Tools Task Series.

- The TaskConnect Trilingual OBD II, CAN and ABS Scan Tool (No. ET1505AN).
- The TaskPlus Trilingual OBD II/EOBD and CAN Scan Tool (No. ET1205AN).
- The TaskCode Trilingual OBD II/EOBD and CAN Code Reader (No. ET105AN).

These scan tools offer exclusive features and body design, working efficiently and effectively to prioritize troubleshoot, pinpoint problem components, and get fast, accurate code reads. These code readers have an online database of top repair fixes, which are linked to each code, and the online updates are free.

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If you know how to use it, Mode \$06 is fast and powerful.

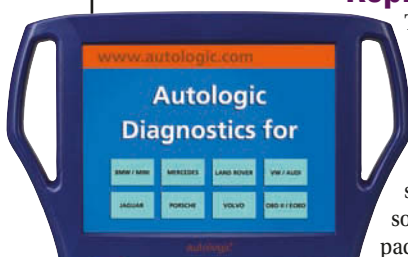
Q: What is Mode 6?

A: Mode 6 is a diagnostic mode built into OBD II that performs on-board monitoring of test results for non-continuously monitored systems. Mode 6 data is real-time and unrecorded, so it can reveal a lot of information about system faults like ignition misfire, fuel control and other engine management details. This means that Mode 6 data may be able to reveal a problem before it trips the MIL or sets a DTC. Albeit helpful, Mode 6 data may not be available on all scan tools or vehicle systems. Within the last several model years, the carmakers have boosted Mode 6 availability, functionality and the importance of its data.

Replicates OEM tools

The Autologic Diagnostic System is designed to replicate the functionality (including coding and programming) of OEM tools used by automotive manufacturers. This system offers complete diagnostics for BMW, Mercedes-Benz, Land Rover, Jaguar, Volvo, Porsche and VW/Audi. Information is displayed on a large touch-sensitive screen through a simple menu structure, supported by extensive help screens. Autologic software packages are available independently or as multiple packages run on the same Autologic hardware base unit.

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Tech support and training are important features of a scan tool.



WiFi-enabled global diagnostic system

With the Launch Tech USA GDS (Global Diagnostic System), users have OE-level access to domestic, European and Asian manufacturers, for reading/clearing codes, live data graphing/recording, bi-directional testing and module coding. Modules for

a 4-channel oscilloscope, ignition analyzer, sensor simulator and multimeter are also available. The GDS offers speed and depth of coverage, and is also WiFi-enabled, allowing users access to favorite websites for troubleshooting and repair information. Another new feature include a one-button update which allows users to download carline software with the simple push of a button.

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Diagnostic Kits

The Ansed Diagnostic Solutions Kit features the Kane handheld 4 or 5 gas analyzer and proprietary Ansed software designed to diagnose engine, fuel, ignition, exhaust and catalytic converter problems effecting vehicle drivability, performance and efficiency. The Ansed software interprets the gas analyzer readings, providing the technician with a top down list of potential solutions. The software stores test results for future reference.

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Every shop needs one general purpose OBD II scan tool.



Hardware for new model coverage

AutoEnginuity introduces ProLine VCI hardware, which is slightly larger than previous models, to accommodate the electronics needed for new model coverage, including Fiat CAN for Ferrari, Fiat and Maserati. This PC-based scan tool hardware also features a new expansion port, as well as the integration of the security dongle. The new expansion slot can be used to insert various wireless solutions such as Bluetooth EDR or WiFi. Usability and durability are improved with the addition of a semi-clear hand grip and light pipes for better viewing of the connector's LEDs.

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A scope doesn't lie, but it takes training and practice to understand what it's saying.

Q: Since I already have a digital multimeter and an oscilloscope, do I really need a scan tool?

A: Retrieving Diagnostic Trouble Codes is the most common need for a scan tool, so it's a definite yes. The codes usually trigger the Malfunction Indicator Lamp inside the vehicle. Code chasing has taken on additional relevance and significance with states adopting OBD II checks in place of tailpipe testing for state emissions programs. As important as codes are, they simply indicate the area/system of a fault, but not the fault itself. Here's where additional scan tool functions, and your other equipment, come into play. Again, be sure the scan tool you're considering is capable of providing sufficient details for the vehicles you service.

Press and Pull Sleeve Kit

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German Automotive Tool Innovator

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DRIVING SALES

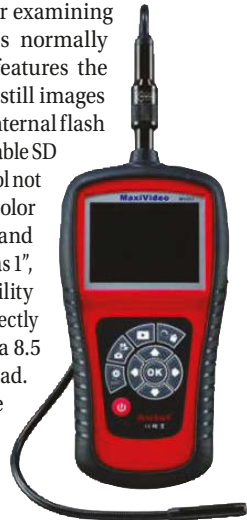
When considering diagnostic software, price an industrial-grade laptop too.

Q: Is it better to go with a PC-based scan tool, or a dedicated hand-held version?


A: It all depends, as there can be advantages to each. For instance, a PC-based scan tool may be the ticket if you have a laptop available that can be piggybacked for vehicle diagnostics. The expandability of the PC platform, along with dropping hardware costs makes this platform a compelling choice. PCs also have larger displays than most handheld scan tools, so that's a plus. Some manufacturers also make scan tool software for handheld PDAs and smartphones. Handheld, dedicated scan tools, used to provide scan tool-only functions, but that's all changing. Newer models have built-in oscilloscopes and multimeters, bridging the gap between pinpoint test equipment and the scan tool. Finally, while one platform may seem to be a better choice for you than another, first make sure that it can handle the vehicles you need to service. Applications come first, platform second.

Digital videoscope

Use the Autel MaxiVideo digital videoscope, No. MV201, for examining difficult-to-reach areas normally hidden from sight. It features the ability to record digital still images and video either on its internal flash memory or on the removable SD cards. This ergonomic tool not only features a 3.5" full color LCD screen, auto-focus and viewing capacity as close as 1", but also offers the capability to stream digital video directly to a PC. Available with a 8.5 mm head or a 5.5 mm head. A built-in rechargeable Li-ion battery provides 5-6 hours of continuous use, and the tool can be used while charging battery.





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Updated diagnostic scanner

Autoland Scientech launches the iScan-II WT diagnostic scanner with dealer-level capabilities and coverage for over 40 global vehicles, as the next generation of the original Autoland iScan-II. Special functionality includes BMW Offline Programming that programs the models after E65, E60, E90, E70; an Interface Module Simulation System (IMS2) Interface with dealer scanner software including Mercedes-Benz, BMW, Porsche, Volkswagen, Volvo, Toyota, Land Rover, Ford, Jaguar; and DOL (Diagnostic Online) accessible through the Internet. Technicians always get the latest information via built-in Bluetooth technology and report information for programming and reflashing. Enter 76 at "e-inquiry" on vehicleservicepros.com



The humble vacuum gauge still provides vital diagnostic information.



With advanced Pirani sensor

The Tracerline TP-9365 PRO-Vac Vacuum/Micron Gauge, with its technologically advanced Pirani sensor, accurately displays the vacuum level at every stage in the evacuation cycle, from atmosphere down to one micron. The PRO-Vac features a large LCD for easy viewing, even in direct sunlight. It has a wide operating range from 760,000 microns down to 1 micron, and can display readings in microns, Pascal or millibars. The unit works with any standard vacuum pump. Enter 77 at "e-inquiry" on vehicleservicepros.com



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Make notes of what you can't do with your current scan tool so you can figure out what you need in your next one.



Stay current on diagnostics

Drew Technologies' CarDAQ-M now makes it possible for independent and dealer-level repair shops to keep the most current tools for J2534 reprogramming and diagnostics without the fear of the tool becoming obsolete in the coming years. With the "M" standing for modular, The CarDAQ-M gives users the opportunity to expand their existing tool with the latest module for tomorrow's repair industry. As J2534 is updated and added to by the OEM new modules will become available for purchase.

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Troubleshoot ABS and SRS issues

The Equus Pro CarScan Line of diagnostic tools will help diagnose and repair "check engine" problems on 1981 to current vehicles; and troubleshoot anti-lock brake system (ABS) and supplemental restraint system (SRS) problems on newer model OBD II vehicles. Each tool features a processing chip that makes diagnosing vehicles faster than ever, a newly designed button configuration and user interface, and more. These tools also provide live data graphing, and the addition of Honda OBD I, SRS and ABS coverage as well as coverage for model year 2010 and newer OBD II-compliant diesel and medium duty trucks.

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5.5 CFM vacuum pump

The Uniweld 5.5 CFM Vacuum Pump can be used for deep vacuum service on appliances, A/C, automotive and commercial systems using CFC, HCFC and HFC refrigerants in conjunction with mineral oil, ester oil, alkybenzene oil and PAG oil as lubricants. The large sight glass makes checking oil levels quick and easy. The large capacity oil reservoir has a readily accessible oil drain and the wide mouth oil port prevents unnecessary oil spills. The dual intake fitting includes 1/4" male flare and 1/2" acme with tethered caps. Oil capacity: 450 ml. Unit weighs 22 lbs.

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Q: We see a fair number of cars with failed vacuum motors. Is there a tool that can help us check out vacuum motors quickly?

A: Yes, one of the handiest tools for diagnosing vacuum motors and other vacuum-related components, is the handheld vacuum pump. Vacuum motors may contain one or two diaphragms to push or pull and are used in heating and air-conditioning system ducts, heater control valves and more.

Checking a vacuum motor is easy. Connect the pump to the fitting on the motor and apply at least 10 in. Hg. of vacuum. The motor's actuator should move. Once the actuator stops moving, watch the gauge on the pump to check for diaphragm leaks. If the diaphragm is OK, the vacuum should hold for one minute. Replace the motor if the actuator fails to move or the diaphragm leaks.

Two-stage rotary vane pump

The INFICON QS5 Vacuum Pump's two-stage rotary vane pump provides the ability to quickly pull a deep, 15 micron vacuum. An anti-backflow on the inlet prevents oil from flowing back to the system if there's a power disruption, and a gas ballast allows pumped water vapor to be exhausted to the atmosphere instead of accumulating in the oil reservoir. An internal oil pumping design lubricates the pump chamber and bearings. The oil drain and inlets include tethered caps so users can't drop or lose them. Fan directs airflow for maximum heat transfer, keeping pump cooler. Aluminum housing provides maximum durability and a thermally protected motor ensures safe operation.

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Broad vehicle coverage

Matco Tools' MD1072 ScanAdvisor offers broad vehicle coverage, from chassis, body and power train to SRS (safety restraint system) and ABS coverage. The MD1072 translates terminology used in OEM tools into language that everyone understands. The extra-large screen allows technicians to view and access data, even multiple graphs, at the same time. The MD1072 works on the majority of vehicles sold in the U.S. over the last 30 years with OBD I coverage, and provides bi-directional/service mode 8 EVAP testing and enhanced live data. Aftermarket support provided by certified ASE technicians is available, to answer any questions during setup and use.

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Updated, extensive coverage

With the AutoEnginuity ScanTool Version 10, AutoEnginuity offers not only updated 11MY support but a focus on depth of coverage, as well as speed and ease of use. Updated coverage includes: Ford-based "As Built" data, Power Balance with injector disabling, TPMS programming, occupancy and seat mat calibrations, in-depth hybrid support, and more. This tool no longer auto detects protocols. Instead the technician immediately selects the vehicle, and the correct protocol is initialized in the background. The user-interface now includes larger, color-coded buttons, making it easier to use touchscreen devices.

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In-depth vehicle coverage

Bosch's Mastertech VCI (M-VCI) scan tool now provides greatly expanded, in-depth vehicle coverage, especially for European vehicles with its ESI[tronic] 2.0 diagnostic software, which complements the scan tools' Mastertech Scan Test software. A complete PC-based mobile diagnostics solution developed specifically for North America, the M-VCI scan tool features:

- Industry-standard SAE J1962 16-pin connector with no special "keys" or adapters required for OBD II vehicles.
- Operates with a Windows PC through either 802.11 wireless, Ethernet or USB connection.
- Fully OBD II compliant, including Controller Area Network (CAN) protocols.
- Includes USB WiFi adapter that offers innovative and simple wireless connectivity to the M-VCI and allows internet access while performing vehicle diagnostics.
- J2534 compliant with OEM ECU reprogramming applications for Ford, General Motors and Honda vehicles.
- Designed for new M-VCI vehicle software architecture utilizing M-VCI D-PDU API (ISO-22900-2).

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Extensive coverage

Cornwell offers the OWC3874 Tech/Force Deluxe Kit 5.0. This kit includes coverage for Domestic 2011, Asian 2011, European 2010, with ABS Software and InfoTech 2006 Software with Smart Cable, Domestic OBD I cables, ABS cables with Deluxe Carrying case. This kit also offers one-year extended warranty (EPP), for a total of three years. Plus two-month trial for Identifix.

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AUTOMOTIVE MECHANIC COMBO KIT

PART NUMBER 20476

The Automotive Mechanic Combo Kit includes a variety of popular tools used for servicing driveline and suspension components on light to medium duty cars and trucks.



Kit Includes:

- 10104 Intermediate Universal Joint Puller
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Killer Tools Regulator Activator

For body shops when completing vehicle window repairs

Killer Tools introduces the Regulator Activator, No. ART13, providing technicians with complete control of window regulators without jumper leads. This tool reverses the polarity with

the rocker switch and activates other 12V systems. The headlight helps illuminate dark areas. This set comes complete with probes, crocodile clips and wire piercing clips. Designed and built in the USA.

Features and benefits

With one hand, the user can operate a window regulator motor, controlling the window's up and down movement, while keeping the other hand free to make sure there are no obstructions in the window track.

Origin

This idea came from watching collision technicians inserting hot wires from a 12V jumper box to the window regulator motor to test the repair job they



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had completed. The technicians had to make the affected window go up and down, and therefore needed to bring power to the regulator motor. The car is not the ground in this situation, so a Power Probe tool will not work properly, as the technicians need to change the motor polarity at will. Plus the technician needs to make the window go up and down, all the while keeping one hand free to make sure that there are no obstructions as the window travels up and down in its track.

This tool will make the task of testing this kind of repair job easy, without risking damage to other components.

Specs

The Regulator Activator was designed, built and tested in the USA. It operates off a 12V power source with a 10-amp resettable thermal fuse to protect other electrical components.

Selling points

The end user will find that by using a professional tool designed for this particular job, his testing will be quicker and more effective while protecting other components that are impacted when hot wires are inserted into a somewhat blind environment.

- Complete control of window regulator without jumper leads.



- One-handed operation for powering changing polarity of regulator motor.
- Will activate other 12V systems (Car fans, etc.).
- Kit comes complete with probes, crocodile clips and wire piercing clips.
- Headlight illuminates dark areas.

Suggested retail price

\$97

For more information

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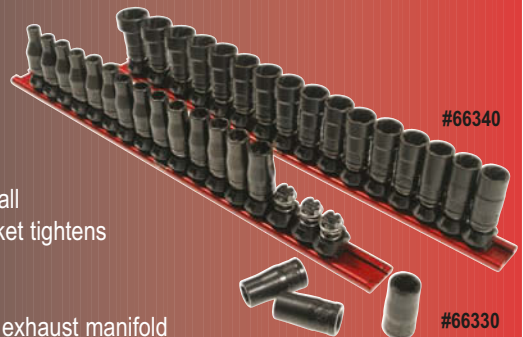
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IN FOCUS

Guardair Mac Vac

Pneumatic-powered vacuum saves floor space by mounting to any vertical surface.

The Guardair Mac Vac, No. MV2000, cleans debris, metal chips, dirt, dust and even finer materials such as powders or talc, with the high-efficiency power of a pneumatic vacuum. This vacuum system saves floor space by compactly mounting on any machine, pole, wall or vertical surface, and reduces overall plant noise, by operating quietly at just 86 dBA.

Features and benefits

Users can vacuum in wet or dry applications. This system features a liquid shut-off and drum drain. This system runs entirely off compressed air, which translates to:

- Low maintenance.
- No moving parts to wear.
- No electrical motor to burn out.
- No sparking.
- No power cords.

Origin

The idea of the Mac Vac came from user demand. There was a gap between the handheld gun vacs and drum-mounted pneumatic vacuums that sit on the floor.

The Mac Vac features a 5.5-gallon container, and has the ability to mount on any vertical service. Having this product provides efficiency in space and effectiveness in use.

Providing a unit that is compact and easily mountable up off the floor is ideal in an operation where workspace is limited.

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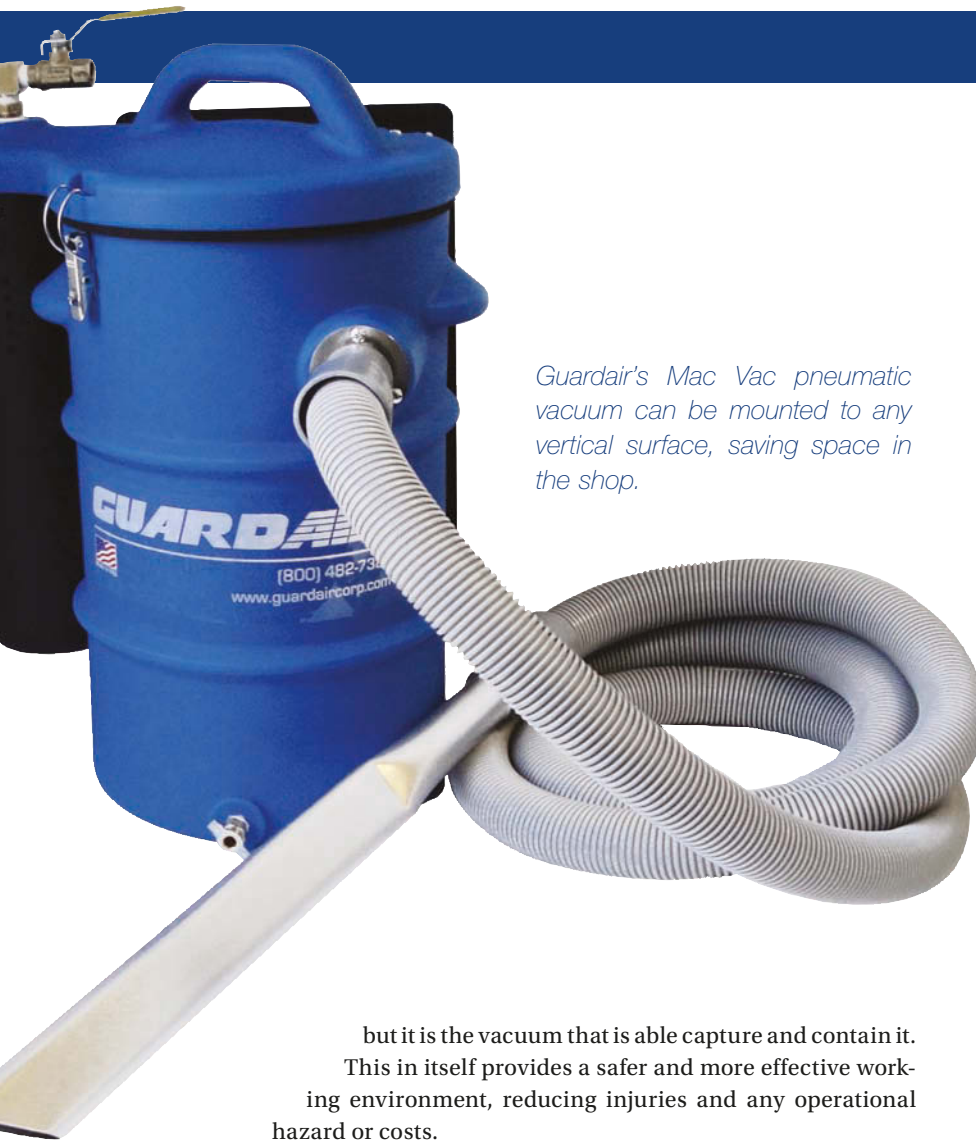
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Guardair's Mac Vac pneumatic vacuum can be mounted to any vertical surface, saving space in the shop.

but it is the vacuum that is able capture and contain it. This in itself provides a safer and more effective working environment, reducing injuries and any operational hazard or costs.

Specs

- Made in the USA.
- 5.5 gallon polyethylene container.
- Weighs 13 lbs.
- Includes powdercoated steel wall bracket.
- Includes 10' of standard vacuum hose with 1-1/2" inlet.
- 3/8" FNPT inlet.
- Requires 21 CFM air consumption.
- Delivers 73 CFM.
- Backed by Guardair's Forever Warranty.

Selling points

- Vertical mounting system saves floor space.
- High-efficiency vacuum.
- Runs off of compressed air.

Suggested retail price

\$876.72

For more information

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IN FOCUS



SP Air Super Fast Mini Impact Ratchets

Mini impact ratchets work safely and efficiently in tight, space-restricted areas.

SP Tools Inc, a division of SP Air Corporation, offers the 3/8" Super Fast Mini Impact Ratchet, No. SP-7722A, with an average speed of 200-250 RPM, a maximum speed of 500 RPM, and an average torque of 20-25 ft/lbs, with a maximum torque of 55 ft/lbs. This impact features a patent pending reaction-free impact mechanism for reduced damaged to the user's wrist and knuckles, and to absorb shock to the hand. Comes in a compact size



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- restricted areas.
- Patent pending unique, impact ratchet mechanism.

For more information

SP Tools Inc.
 (614) 529-6600
 sales@sptoolsinc.com
 www.sptoolsinc.com ■

Suggested retail price

\$209

to safely and efficiently reach tight, space-restricted areas. The 1/4" Super Fast Mini Impact Ratchet, No. SP-7720A, is also available.

Specs

- Made in Japan.
- Drive size: 1/4" and 3/8".
- Maximum torque: 50 ft/lbs (SP-7720A) and 55 ft/lbs (SP-7722A).
- Free speed: 500 RPM.
- Overall length: 6-1/8".
- Net weight: 1.32 lbs.
- Average air consumption: 2 CFM.
- Vibration level: 2.4 m/s².
- Sound level: 83.6 dB.
- Required air pressure: 1/4" NPT.
- Hose size: 3/8" I.D.

Selling points

- High speed: 500 RPM.
- High power: 50-55 ft/lbs maximum torque.
- Reaction-free: Absorb shock to the hand.
- Compact size: Good for tight or space-



Deconstructed view of the internal clutch, for the SP Tools Inc. Mini Ratchets.

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AGS Company Hexforce Wrap-Around Wrench Set

Provides a wrap-around grip on the fitting to help break it free.

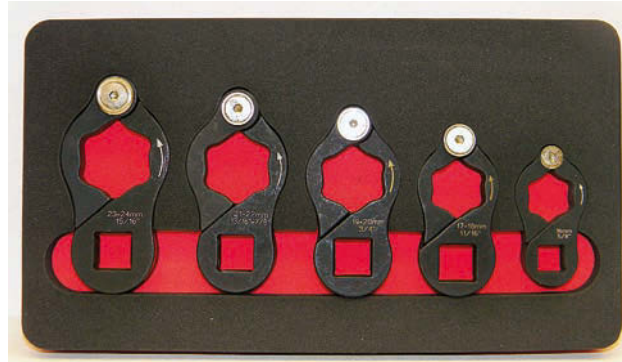
The AGS Company HFK-2 5-pc Hexforce Wrap-Around Wrench Set features a unique pivot/hinge/clamp action for 360-degree contact. This tool will not slip off, even on the most damaged hex surface. With socket-like gripping on captive fittings, these tools attach to standard 1/2" or 3/8" ratchet drive. This set contains the following wrench sizes:

- 15/16" (23-24mm)
- 13/16"-7/8" (21-22mm)
- 3/4" (19-20mm)

- 11/16" (17-18mm)
- 5/8" (16mm)

Origin

The concept for this tool was developed by the company's European tool designer as a way to get all the way around a captive fitting. A fitting that is inaccessible to a socket because of its unique installation location can be difficult to remove, especially if it has become rounded and worn.



The AGS Hexforce Wrap-Around Wrench Set, in foam packaging.

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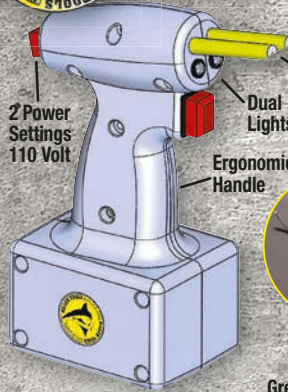
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Many chassis, front-end and suspension components have fittings with this problem.

The Hexforce wraps itself around the fitting like a socket and provides a wrap-around grip on the fitting to help break it free. The Hexforce provides the distributor and the user with a unique solution to a common problem.

Specs

- Made of Chrome Moly steel to meet and exceed ANSI/ASME torque requirements.
- Packaged in EVA foam tray with a color-printed sleeve and shrink-wrapped.
- Wrench size laser-etched in tool body for easy recognition.
- Made in Taiwan.

Selling points

Hexforce tools have the slogan - “Fits like a wrench - grips like a socket” because these tools offer three times the gripping surface. The Hexforce provides a full wrap-around gripping surface that open-end wrenches cannot provide, even on captive fittings where sockets don’t work. Perfect for the professional installer working on chassis, suspension, alignment, front-end, air conditioning and tube nut applications. Worldwide patents pending.

- Grips worn fittings and does not slip off.
- Works where open-end wrenches fail.
- Standard square-drive socket wrench can be attached.
- Saves time removing worn, corroded, and rounded fittings.

Suggested retail price

\$99

For more information

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SNEAK PEEK

BRUSHLESS TOOLS



Makita 18V LXT Brushless Tools feature the efficient Makita BL Brushless Motor, which is electronically-controlled to optimize battery energy use. Electronic controls constantly monitor the changing demands of each application, regulating and adjusting the flow of current to the BL Motor in real-time and delivering optimum energy output from the battery so users get increased RPM and torque when necessary. And with no carbon brushes, the BL Motor runs cooler and more efficiently for longer life. BL Motor tools are part of Makita's 18V LXT line-up, with over 50 tools powered by one 18V lithium-ion battery. **Enter 86 at "e-inquiry" on vehicleservicepros.com**

SAFELY DE-POWER HIGH-VOLTAGE BATTERIES

The Midtronics GRX-5100 Hybrid/EV Battery Station safely de-powers high-voltage batteries and also enables service for the battery system at the module level, reducing manufacturer warranty costs and repair time, and expense for customers. The GRX-5100 was developed to perform full battery pack service, including balancing, charging in no-start situations and full de-powering. The de-power capability enables packs in vehicles that have been involved in severe collisions to be de-powered to a safe level for storage, recycling or shipment. The GRX-5100 features a versatile electrical harness between vehicle batteries and communication systems via unique adapters for each vehicle model.



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EXTRA TORQUE EXTENSIONS

Instead of using rusty, greasy cheater bars, King Tony America offers the Bust-A-Bolt extensions to lock-on safely when users need to double the torque. Bust-A-Bolt comes complete with a 1/2" drive reversible ratchet with quick release, a 105-degree L-handle, an 11" adjustable ratchet extension and a protective foam tray to hold the set. The extension safely locks onto either the ratchet or the L-handle to deliver extra power where and when needed. Like all quality KT Pro hand tools, Bust-A-Bolt comes with a lifetime warranty.



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NITROGEN GAS REEL FOR TIRE INFLATION

Reelcraft Industries recognizes the growing demand for nitrogen tire inflation and now offers a hose reel designed specifically for dispensing nitrogen gas.

The reel is equipped with 50' of special green 3/8" I.D. hose. The green nitrogen hose easily differentiates the reel from other air, water and oil reels that may be located in the same vicinity. The Series RT hose reel incorporates a resilient powdercoat finish that keeps the reel looking new through years of use.

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STRAP WINDER TOOL

Ken-Tool releases the unique, patented Strap Winder tool, No. 39760. Over-the-road truckers will find the Strap Winder tool to be time-saving and very useful to secure nylon straps to the winches attached to a flatbed deck. The 19" Strap Winder weighs 2.1 lbs (1kg). It is made of durable, high-quality, blue powdercoated steel and has a weather-resistant foam rubber grip that provides operator comfort and convenience. The Strap Winder handle is also highly useful as a "cheater bar" to provide added leverage during the final tightening of nylon strap ratchet assemblies, as well as a handy tire "knocker." Made in the USA.

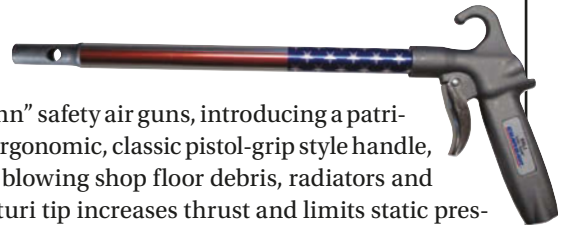
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PATRIOTIC AIR GUNS

Based on user feedback, Guardair has added color to their "Long John" safety air guns, introducing a patriotic color scheme. Featuring an ergonomic, classic pistol-grip style handle, users can use these air guns for blowing shop floor debris, radiators and engine compartments. The Venturi tip increases thrust and limits static pressure to less than 30 psi when the tip is blocked. Constructed of durable aircraft cast aluminum body with a hanging hook. Available in all three 12" extension Classic+ models. 1/4" FNPT inlet. Meets OSHA Standards.

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SNEAK PEEK

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Autodata's Quick-Reference PRO covers over 4,200 vehicle models, with the most comprehensive coverage available. Available online and sold on a one year subscription basis, Autodata provides monthly updates that enable users to work on the latest models soon after their release. Various menus are clearly laid out and simple to navigate, using Autodata's unique style of clear, standardized text and data tables. Manufacturer's service schedules that list service operations required for each vehicle can be printed for workshop and customer use. Estimates can be created showing parts and prices, company details and additional work.

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HIGH-TORQUE IMPACT WRENCH



AIRCAT introduces the 1150 Killer Torque 1/2" Impact Wrench with 1,295 ft/lbs of loosening torque, 1,400 Blows Per Minute and a torque range of 200-950 ft/lbs. Weighing 4.5 lbs, this tool features lightweight all-black composite body with a patented ergonomic AIRCAT handle. AIRCAT's patented tuned exhaust system gives this tool an extremely low decibel level of 86 dBa, with no loss of power. The 1150 is assembled in the USA with a two-year Parts and Labor warranty.

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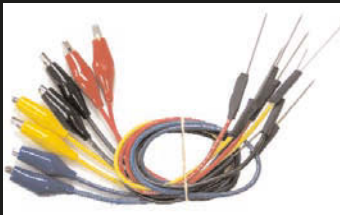


DIE GRINDERS

Ingersoll Rand announces the addition of air die grinders to the MAX family of products and a refresh to its existing vehicle services die grinder product. Featuring a powerful 0.4 hp air motor, the Air Angle Die Grinder, No. 5102MAX, delivers 20,000 RPM and the Air Straight Die Grinder, No. 5108MAX, delivers 25,000 RPM for faster material removal. These die grinders feature a lubricant-free design to eliminate oil contamination, and an enhanced grip design to reduce hand fatigue.

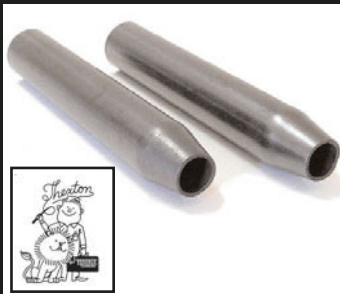
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Forecast Says...

Review your personal and business outlook to prepare for expected (and unexpected) conditions.

See ya this Friday” are the last words spoken as the phone call ends. You have just talked with a friend to finish planning an annual long-weekend fishing trip up north.

A checklist, more mental than physical, has been discussed at least twice in the last couple of days, and now the countdown begins through the last week before The Trip. It’s what you think of each morning when you wake and each night when you turn out the light. You’ve heard the fishing is so good that it will be hard *not* to catch fish, and as anticipation builds for this much-needed getaway, it is difficult to contain your excitement. That excitement, and years of experience with these annual trips, convinces you that everything is ready and nothing has been overlooked.



JOE POULIN

Joe Poulin is a district manager based in Gray, Maine, for Mac Tools. Send any comments or feedback you have for Joe by e-mail to dpoulin2@maine.rr.com.

Storm Clouds

It’s 5 AM as your buddy closes the door to your truck. After a good-morning handshake, you shift into drive and The Trip finally begins. It is not long before a comment is made about the dense fog, but not much is thought of it even though the gloom burns off much later than normal.

With so much catching up and shop talk, it is three hours before it’s quiet enough to hear the radio. The music ends and the DJ says “stay tuned for news of the upcoming storm.” The truck becomes silent, as both of you

internally, silently scream “NOOOOOO!!” After the commercial break the meteorologist reports a storm front over the Atlantic has turned east, bringing torrential rains for most of the weekend. The weather forecast ends with a small craft advisory.

Well this is a first. Who would have thought that the weather on The Trip would be anything less than favorable? For as many years back as memory serves, this weekend has always been beautiful, and what it will be like now just doesn’t seem to compute: this has never happened before. The plan is changing quicker than it began, regardless of all the preparation.

Accurate Predictions

Checking the weather forecast is something most of us do often, almost without thought. Why do we seek this information daily, even several times a day? What hangs in the balance that could make this information so crucial? Our lives are fairly straight forward, simple even, but that forecast has a power that draws us each day like a kid to a mud puddle. I find it odd that even if the forecast is totally wrong, we are back at it again tomorrow, checking in with Chief Meteorologist Mr. Could B. Wright as if we were checking our stock prices.

Meteorologists have quite the task: forecast the upcoming weather with a reasonable degree of accuracy, then deliver that information in such a way that a meteorology degree is not needed to comprehend it. This doesn’t seem all



that difficult... right? (I wonder if the forecast would be more dependable if their pay was pro-rated on accuracy?)

There is a lot to be learned thinking about the science (or art) of forecasting. Who would want that job, predicting something that is so intangible, so unstable? It may seem like a stretch to think that you would ever, under any circumstances, accept that position. But have you ever considered what forecasting can do when applied to your life or business?

Looking Ahead

Every day in some form we should try to forecast the next couple of days, weeks or even months, so that the results we seek might be achieved, and those we don’t seek are not a surprise.

To some degree we do this, but how often? The weather for the fishing trip had always been favorable, which in our minds made a forecast seem unnecessary. But even if everything is going well, isn’t the need for forecasting still there?

Tomorrow when you check the weather forecast, check your personal or business forecast too. With practice this gets easier, and these forecasts will have a far greater impact on the quality of your life than the weather! ■

THERE IS A LOT TO BE LEARNED THINKING ABOUT THE SCIENCE (OR ART) OF FORECASTING



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