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A Winning Formula in Rural Ohio

**Quality Craft Tools
combines tool trucks
with farm show exhibits**

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COVER STORY/DISTRIBUTOR PROFILE



*"If you've got a passion, follow it and you'll do well."
— John Streber, Quality Craft Tools, Hillsboro, OH*

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Quality Craft Tools combines tool trucks with farm equipment shows

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EDITOR'S NOTE

Tools Improve Performance; Are You The Best Customer Resource?

The changing weather, a national election and a new selling season all create new excitement and a host of distractions. At the risk of adding to the melee, let me introduce myself, your new editor. As a longtime business-to-business editor at Cygnus Business Media, I bring a nuts and bolts view from the trenches of business life. But enough about me. Today's business realities raise the bar for all service providers. And no service business is more

about service than mobile tool distributors. The technicians that keep our country's vehicles moving need the tools that this magazine's readership delivers like no other group of providers.

Did someone mention technology?

Just as your customers are using wireless diagnostic scanners, many of you are using mobile phones to help customers find product information on the Internet. This is important, since your competitors (other tool trucks, big box stores and Internet merchants) are using mobile devices to reach your customers with special offers and the convenience of placing orders online.

Yes, technology changes the playing field. Competitors who are adept at making

their offerings known to more people faster challenge us to be even better than we are in every conceivable way.

But no other sales venue can replicate the convenience the tool truck provides to the millions of technicians for whom productive shop minutes can be measured in monetary value. There is nothing that can replace the knowledgeable salesperson who can answer questions, face to face, about products.

Professional Distributor and VehicleServicePros.com are here to inform you on ways to meet the challenges of a changing industry. I welcome any suggestions on how we can do a better job. ■



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Elliot Maras

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Distributor **Fine Tunes**

Winning Formula **In Rural Ohio**

Quality Craft Tools
combines tool
trucks with farm
show exhibits

by Elliot Maras, Editor

John Streber, left, and John Rhoads find it more profitable to visit customers every two or three weeks.

Start talking tools with John Streber and it's hard to get him to stop. He is full of stories from his 42 years of selling tools in rural, southwestern Ohio. "I like everything about the tool business," he says.

The animated, 68-year-old Streber remains as passionate about tools as ever. And it shows in the team he has developed around him at Quality Craft Tools Inc. The 3,300-square-foot warehouse located on a 75-acre parcel in Hillsboro, 60 miles west of Cincinnati, supports two tool trucks serving the immediate 100-mile radius, and several truck trailers that travel to farm equipment trade shows across several states.

The combined focus on tool trucks and farm trade shows has proven a winning formula for Quality Craft Tools in a part of the country

"IF YOU'VE GOT A PASSION, FOLLOW IT AND YOU'LL DO WELL."

that has suffered severe economic losses in recent years. In addition to the pressures from the recession, southwestern Ohio took a blow in 2009 when DHL, the international courier, closed its distribution hub in Wilmington, Ohio, laying off 8,000 employees and idling numerous other businesses dependent on the distribution hub. Clinton County unemployment currently stands at 10.5 percent.

Streber is proud of the fact that his tool truck sales have held steady during this tumultuous period. He credits the success to the team he has developed, including his nephew, Steve Streber, office manager, his great nephew, Schuyler Streber, the IT manager, and John Rhoads, his protégé of 20 years who shares with him responsibility for tool truck sales and farm show sales.

The dual focus on tool trucks and trade shows has enabled the company to grow sales in double digits every year since the recession struck in 2008. To support continued growth, Streber recently built a second, 7,200-square-foot warehouse on his property.

Understand the customer's needs

Streber learned early on that by understanding his customers' needs, he could offer the products they need when they need them. "By doing this, we can get a better profit on our products compared to our competitors," he notes.

Years ago, Streber and his late brother, Bo, developed a technique that would serve them well for years to come; packaging small tools in bundles. "We can just sell more if it's bundled. Present it that way and a lot of times they'll take the whole thing."

He developed a "bargain box," in which incomplete sets of products are kept along with slow selling items. "Bargain box" items are sold at a discount.

He made it a practice of passing out wholesaler catalogs with his own company's logo and phone number on it. This way, a customer can call him and place an order. Streber either takes credit card payment over the phone or sends an invoice, then has the wholesaler ship the order direct to the customer. This

way, he doesn't have to inventory the product himself.

Streber does not encourage customer financing; most sales are cash.

Steady growth and challenges

Streber's tool business grew through the 1980s, as many of the service station mechanics he sold to opened their own repair shops.

Business also became more challenging during this period as mass merchants, home centers and super centers expanded their tool



At left, Schuyler, Steve and John Streber represent three generations working together at Quality Craft Tools in Hillsboro, Ohio.

offerings and put many tool dealers out of business.

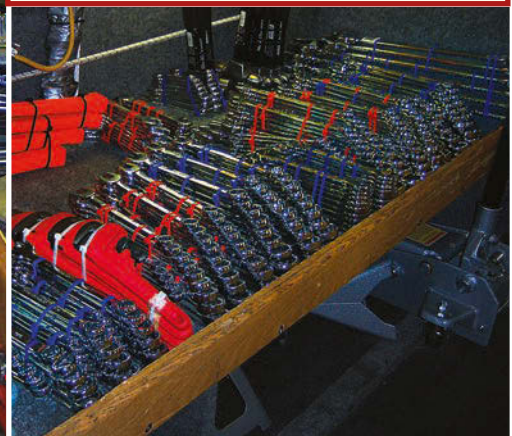
Realizing he needed to cover more territory, Streber invested in a larger truck, and opened a flea market store at Caesar's Creek Flea Market near Wilmington, Ohio. He had his company logo hand-painted on the

CONTINUED PAGE 10



Top 5 Selling Tools

- 1.) Cargo straps
- 2.) Socket sets (Tekton by MIT)
- 3.) Air tools (Ingersoll Rand)
- 4.) Punches and chisels (Sargent Tools)
- 5.) Gloves (B & G Gloves)



Technicians at a farm equipment store examine merchandise in the truck.

truck. The bigger truck allowed him to display more merchandise. Every shelf has its own merchandise groups.

Expansion into farm shows

In the early 1990s, Streber exhibited at his first farm show. He realized that farm shows offered a new venue to sell at. But there were logistical issues to consider. To haul merchan-

dise to farm shows, trailers and box trucks were needed for carrying pallet jacks and dollies in addition to merchandise.

Depending on when and where a show was held, he had to consider his tool truck route schedule. Streber realized he needed help to continue his existing tool truck business and expand into farm shows.

His nephew, Steve, soon came

on board to help with organizing inventory and managing the books.

In 1992, John Rhoads knocked on his door and asked him if he had any work for him. Streber hired Rhoads to paint his roof. He then gave him other jobs, including helping him assemble merchandise to be sold at the flea market.

Rhoads was reluctant to become a tool truck driver because he didn't

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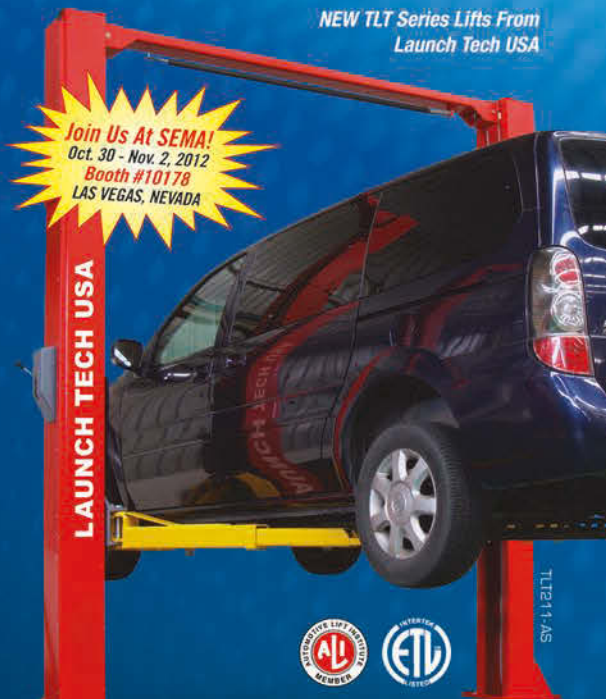
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Steve Streber bundles products in the warehouse.



A customer examines a new pair of pliers.

see himself as a salesman. But he eventually agreed to give it a try.

Streber assigned Rhoads his Ohio routes and continued to run the Kentucky routes himself. He started Rhoads with a cargo van, but progressively upgraded him to larger vehicles.

Streber developed a detailed inventory check list for Rhoads to fill out. Every product has a stock number, cost, starting inventory date, ending inventory date, sale price, taxes, credit card fee (if applicable), insurance cost and profit.

Organization: a tool in itself

Streber and Rhoads each have a total of five tool truck routes. They run each route every two or three weeks. They believe deliveries every two or three weeks is more profitable than visiting customers weekly, as some of their tool truck competitors do.

Rhoads says that as long as the customers know when to expect him and he shows up when expected, he can make more sales. He gives his customers a catalog and tells them what day to expect him next.

Rhoads learned to carry a book with him to keep track of things customers ask for if they don't find it on his truck. "These guys will tell you what they need," he says.

Most customers are automotive repair shops. There are also scrap yards and outdoor power equipment dealers. One of Rhoads' larger customers is a farm equipment store where he not only sells to the mechanics, he also manages a tool display section in the store's showroom.

Expanding from an 18-foot truck to a 22-foot Grumman truck recent-

ly allowed Rhoads to double the number of stock keeping units he carries and allows as many as 10 people inside the truck at a time. He claims his sales have grown as a result of having a larger truck.

Suppliers play a key role

Another key to success, according to Streber, is having good supplier sales reps to work with. For instance, he appreciates the fact that Jody Curry, his sales rep at Neu Tool & Supply Corp., can get him pricing and inventory information quickly over the phone. His main wholesalers also include Ace Tool Co. and ISN.

Rhoads, like Streber, has gained some good repeat customers from the



John Rhoads helps a scrap dealer remove a rim from a jet tire.

farm shows he works. He met a farm equipment dealer at a show in Minnesota who called him one day looking for a way to resupply a farm service truck that had gotten low on tools. Rhoads was reluctant to drive his truck to Minnesota, so he faxed his inventory to the dealer and asked him what he needed. When the dealer indicated he needed at least \$6,000 worth of tools, Rhoads obliged him and drove to Minnesota and was well rewarded for it.

CONTINUED PAGE 14

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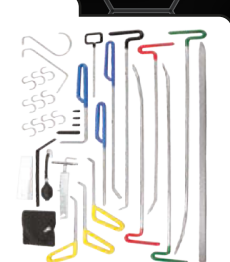
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COVER STORY/DISTRIBUTOR PROFILE



John Rhoads takes a call from a customer.

Rhoads has also learned the importance of going out of his way to please the customer. There have been instances when customers ask him to replace a faulty tool, mistakenly thinking he sold it to them. If Rhoads thinks the customer sincerely believes he sold the tool, he replaces it. "There's no sense in arguing. It'll cost you thousands of dollars if you don't give it to him. He's going to remember you if you took care of him."

Meanwhile, Streber's goal is to hire more drivers to work with him on a shared profit basis, similar to how Rhoads does. He is actively seeking more help.

Four years ago, the company launched a website, www.qualitycraft-tools.com. The website lists the company's best sellers and allows customers to place their orders by calling a

toll-free number. The company expects the Internet to become a bigger part of the business in the future.

The biggest challenge in the near term for Quality Craft Tools is fuel prices. Not only do they eat into the company's profits; they leave customers with less money to spend on tools.

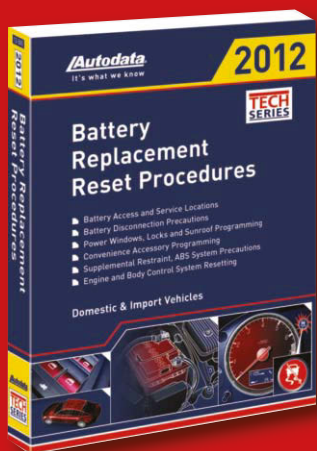
But for Quality Craft Tools, the future remains upbeat. Service technicians need reliable tools to do their jobs efficiently.

Streber's success advice: follow your passion

Streber considers himself lucky to have found a vocation he feels passionate about. For newcomers in any business, he offers the following advice: "If you've got a passion, follow it and you'll do well." ■

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Time for a truck upgrade?

Different display options for products on tool trucks

By Kurtis Keala, General Manager, Summit BodyWorks



Distributors have more options for truck lighting than ever.

At first glance, walking onto a tool truck today doesn't look that different from the trucks 15 years ago. But a closer examination shows some major differences and it looks like even more are on the way.

Displays inside the tool truck evolve

There are many options for distributors who want to upgrade or change the displays on their truck. Already have a truck, and just want some minor upgrades to enhance product and display? Here are some different options and trends.

Consider the lighting

Broken fluorescent fixtures and missing ballasts are probably more common than many distributors would like in today's tool trucks. LED lighting is quickly growing in popularity. The smaller focused light can really bring a new feel to a tool store.

The biggest advantages of LEDs are

that the lights are smaller and, more importantly, they flatter the space they illuminate, which adds space and accessibility to truck displays.

The biggest drawback? Initial cost. But when deciding on LED lighting, factor in the decreased amperage required to power LEDs, along with

the longer luminescent life – LEDs can be a great long-term investment for a tool truck.

LCD video evolves

The continuing popularity and reduction in cost of video display equipment has spawned an increase in these items being utilized in tool trucks. Monitors can now be positioned in multiple locations of a tool truck to run instructional or other promotional materials for products on the truck.

More types of displays

New types of displays are growing in popularity. Hammer/chisel displays will continue to be popular, but cordless tool, diagnostic tools, along with non-traditional style displays (sunglasses, energy drinks), continue to gain space in today's trucks.

Modularity offers benefits

Expect to see more trucks that can be readily modified to fit market demands as well as the inventory the distributor currently has available. Has that 96" toolbox pocket box turned into box storage until the next toolbox arrives?



Lighting and shelving are key considerations.

Photo by Summit Bodyworks

Why not have temporary displays or shelves to fill that space until another toolbox arrives.

Running a special on diagnostics for a month and want that display right in front of the door? Mobile displays that can be moved from space to space are one of many ways to make a tool truck more modular and can help keep the store fresh and marketed specifically for customers.

New truck trends

When in the market for purchasing a new or used truck, consider some of these ideas for display and long-term use of the truck.

Full walkthrough from cab to the back

Why crawl when you can walk? Crawl-through access to the van area of the

CONTINUED PAGE 18



Photo by Summit Bodyworks

LCD video monitors can be positioned throughout the truck for product video demos.

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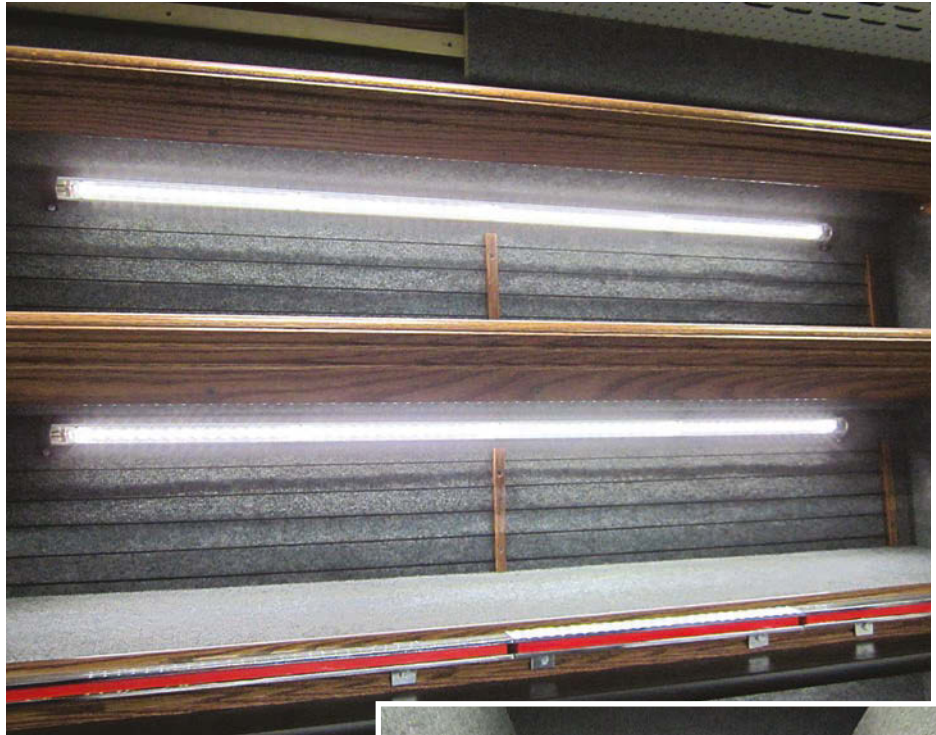
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SPECIAL FEATURE



LED lighting is quickly growing in popularity, using smaller-focused light to illuminate the truck.

tool truck is quickly becoming a thing of the past. More and more distributors are opting to go with a full walkthrough to easily get from the driver's seat to the back of the truck.

Medium duty diesel trucks

It's important to know how to drive (and care for) a truck to be a tool distributor. The area with the most change over the past five years has been with the trucks themselves. The year 2007 brought many changes to how trucks were built, and more specifically, the emission standards for diesel burning engines.

Emission add-ons lead to some issues with performance and mileage for the medium duty trucks that are so popular with distributors. Many of the growing pains with emission standards have been fixed, but pre-2007 trucks are still popular because they are free of the emission add-ons.

Chassis manufacturers

At Summit Bodyworks, employees are often asked what type of chassis a distributor should choose. The company's answer is almost always, "Whichever one will give you the best service."

Photo by Summit Bodyworks





There are a wide array of product display options available for trucks.



If deciding to purchase a truck, know where that truck will go for service before deciding on a manufacturer. Distributors may have a particular manufacturer on their route. Or, they may not have one for 200 miles. Before a purchase, also try to visit the manufacturer's service facility and talk to them about their service process and a pending tool truck build.

Size and upfit

Distributors should also consider their plans for the truck five years, 10 years and beyond. Is this the last truck until retirement? Or something that may need to be replaced in four years? If it's your last truck, make it a dream truck. Want that 30' truck with cotton candy machine? Go for it! But if re-sell value is a consideration, stay in the zone: 18' to 24', with plenty of display space, areas for toolbox storage and nothing crazy. ■

Summit Bodyworks is a manufacturer of specialty vehicles that has been making it possible for various types of industries to take their products directly to their customers for over 20 years. For more information on Summit Bodyworks, call 303-301-7485 or visit summitbodyworks.com

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How To Get Customers To Buy More, Faster And More Often

Here Are Some Quick, Hands-On Promotional Strategies That Get Results

BY PHIL SASSO, CONTRIBUTING WRITER

Q I attended a general marketing workshop last week. I expected to get a bunch of great ideas to use on my truck and start making more money. Instead, I've got a headache. The speaker talked about branding, merchandising, public relations and more stuff I don't remember, and couldn't figure out how to use in my business. I just want to do something to bump up sales next month. What do you suggest?

A Sounds like the workshop leader talked more about textbook marketing than real-world marketing. And, as you and I both know, mobile tool and equipment distribution is anything but textbook. It is very different from any other business — it's part salesman, part retailer, and part collections agent.

Since you were attending a marketing seminar, I'll assume you were looking for marketing ideas. Sales promotion sounds like it might fit the bill. Sales promotions are quick, short-term marketing programs intended to create an immediate boost in sales. A consumer marketer loves promotions because the results of a promotion are fairly easy to measure. If a program is successful, you can run it again and again (think McDonald's annual Monopoly promotion). If it falls flat, you know right away and can avoid it in the future.



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.

Here are a couple creative promotional strategies I think adapt well for mobile distribution.

'Buy Now!'

A price promotion is a discount with a deadline. It's all about creating a sense of urgency — it's the old "call before midnight tonight" tactic. Nobody likes to miss out on a good deal, so if they really want that bright shiny tool, they'll do all they can to buy it before the offer expires.



Coupons are perhaps the most common consumer price promotion. They are a great way to draw sales from both new and existing customers.

Think of your monthly flyer as one big coupon. The key to success is to get them into the hands of both current customers and prospects. And be sure to remind them again and again that those deals end at the end of the month.

Sale-ing

Another price promotion tactic is holding a sale. We don't use the word "sale" in mobile distribution, instead we say "special." So, imagine you want to move an excess inventory of torque wrenches this month. One way to do it is to put a sign up in your truck that says "Model

XYZ Torque Wrench. Special \$199.99 — while supplies last." The good price and the short supply should serve to move product off the truck and cash into your pocket.

The key to many successful promotions is to make them fun. One fun way I heard of to promote your clearance items is to create a "Garage Sale" or "Yard Sale." It's a fun, easy, ongoing promotion you can run year-round. Simply get a remnant of carpet (preferably green) and line a section

of shelf with it. Put up a "Yard Sale" sign and rotate in your clearance items. You'll be surprised how many guys will rifle through these items looking for deals.

Be aware that price promotion will mean discounting. That money has to come from somewhere. It's fine if you're getting a discount on items from your flag or

WD, or if you need to quickly dump overstock to free up cash. But any other discounting means you're giving away part of your margin — so use it with discretion.

Precious premiums

Remember as a kid begging mom for a box of cereal for the prize inside? Or collecting boxtops for a super-duper-decoder-ring? That's the basic idea behind premiums: people love to get free and/or exclusive stuff.

There are several ways you can use a premium to reward your customers. Maybe you want to sell more creepers and creeper seats. Rather than discount the price, you can throw in a hat, shirt or some other giveaway to stimulate December sales. The shirt with your

flag's logo on it may cost you \$9, but to the customer it may seem to be worth much more.

I know what you're thinking: who really wants another t-shirt? Don't underestimate the power of a free t-shirt. A former marketer for a tool manufacturer told me that years ago when they repackaged a boring old product with a t-shirt, their product sales spiked. They sold what they normally sold in two years in about six months!

"THE KEY TO MANY SUCCESSFUL PROMOTIONS IS TO MAKE THEM FUN."

Giving to get

You can also use a premium to stimulate collections. Try a "double your payment" promotion one week. Just pick an inexpensive but interesting giveaway. If your customer doubles his payment that week, they get a prize and you increase your cash in hand. This isn't a contest with only one winner. It's a giveaway where everyone can be a winner.

There are a couple of benefits of using branded promotional items as premiums. First, you can buy them relatively cheap, but they usually don't look cheap. Second, you turn your customers into walking billboards for your brand. You can't beat that.

I've also heard of dealers that pay their flag and/or WD with a rewards credit card. They then cash in their rewards for a great gift — like an iPad, and use the iPad to promote more sales. That's another great way to get giveaways at no out-of-pocket cost to you.

Fun 'freemiums'

Another inexpensive premium is called a self-liquidating premium. You don't give it away. Instead, you sell it at close to your cost. These can be tools or toys you can

buy at wholesale. Tools are a great incentive. But many have told me that toys like beach towels, bag chairs, coolers and radio-controlled helicopters can generate much more interest.

How would you use a "freemium?" the same way you would a premium. Say you want to get more customers to come out to your truck. You give every customer a rubber stamp on a special card when they come out. Once they hit a certain number of stamps (like 10) they get a chance to shop in your "prize closet" where you have a dozen or more items you're selling at a deep discount. The idea of a self-liquidator is that it costs you nothing and customers are more than happy to pay you for it.

Drawing in sales

Sweepstakes and drawings are big attention getters — just ask Publisher's Clearing House. One fun drawing that's big in the mobile dealer circles is a penny raffle. Here's how it works: pick up a roll of two-part tickets. Put the numbers 1 through 500 in a big jar.

When a customer makes his payment he gets to draw a number (or more if he wants). The number he picks is the number of pennies extra he pays on his account that week. So, for example, if he picks 333, he pays an extra \$3.33. He keeps half the ticket and the other half is put in a drawing container.

Once you've given away the last ticket, you draw for your prize(s). I suggest you staple the winning ticket(s) to a wall in your truck so the winner has to come back on your truck to see if he's won. If you use up all the tickets, you've just collected an extra \$1,252.50! It makes it worth getting that LCD TV on sale at Best Buy as a prize.

More than just a quick sale

As you can see, beyond just generating an immediate sale, sales promotions are a great way to get customers to start new habits like paying on time, increasing their payments, or just coming out to your truck to look around. ■

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2012 PTEN Innovation Awards Winners

Each year, tool and equipment manufacturers come up with the best and brightest new products to help automotive technicians complete their jobs more quickly and efficiently. This year's Innovation Awards nominees were no exception.

Professional Tool & Equipment News will be holding a special ceremony for all 2012 PTEN Innovation Awards winners dur-

ing the 2012 AAPEX Show in Las Vegas, Oct. 30-Nov. 1. Watch for live updates and show coverage from the show floor at VehicleServicePros.com/AAPEX.

Thank you to all the companies that participated, and a special thank you to our panel of Innovation Awards judges. Congratulations to all of the winners!



PRODUCT: RELAY BYPASS SWITCH SET
COMPANY: INNOVATIVE PRODUCTS OF AMERICA
CATEGORY: DIAGNOSTIC TEST EQUIPMENT

Visit www.vehicleservicepros.com/10668515 for full product details
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PRODUCT: MULTISPOT MI-100CONTROL SPOT WELDER
COMPANY: ELEKTRON
CATEGORY: WELDING

Visit www.vehicleservicepros.com/10565081 for full product details
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PRODUCT: EASYVAP UNIVERSAL FILLER NECK CONNECTOR AND CAPLESS GAS TANK ADAPTER
COMPANY: REDLINE DETECTION
CATEGORY: EMISSIONS SYSTEMS

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PRODUCT: EFX60 IN-GROUND SCISSOR LIFT

COMPANY: ROTARY LIFT
CATEGORY: HEAVY DUTY

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PRODUCT: RX-3000 BATTERY DIAGNOSTIC SYSTEM

COMPANY: MIDTRONICS
CATEGORY: BATTERY STARTING/CHARGING

Visit www.vehicleservicepros.com/10673432 for full product details
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PRODUCT: IN-LINE FLARING TOOL
COMPANY: HORIZON TOOL/CAL-VAN TOOLS
CATEGORY: BRAKE SERVICE

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PRODUCT: DF-800BR HOT STAPLER
COMPANY: DENT FIX/SPITZNAGEL
CATEGORY: BODY SHOP

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PRODUCT: HYDRAULIC BUSHING TOOL, NO. 11000

COMPANY: SP TOOLS/SCHLEY PRODUCTS
CATEGORY: SUSPENSION

Visit www.vehicleservicepros.com/10240053 for full product details

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PRODUCT: RTL30 LED LIGHT
COMPANY: ALERT STAMPING & MANUFACTURING CO. INC.
CATEGORY: LIGHTING

Visit www.vehicleservicepros.com/10270131 for full product details

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PRODUCT: PIG GRIPPY MAT
COMPANY: NEW PIG CORP.
CATEGORY: SHOP ENVIRONMENT

Visit www.vehicleservicepros.com/10364564 for full product details

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PRODUCT: M12 CORDLESS 1/4" RATCHET
COMPANY: MILWAUKEE ELECTRIC TOOL CORP.
CATEGORY: POWER TOOLS

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PRODUCT: SHOCKWAVE LIFT SYSTEM
COMPANY: ROTARY LIFT
CATEGORY: LIFTS

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PRODUCT: MACSIMIZER POWER DRAWER TOOL BOX

COMPANY: MAC TOOLS
CATEGORY: TOOL STORAGE

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PRODUCT: 18V LITHIUM-ION GREASE GUN

COMPANY: ALEMITE
CATEGORY: OIL & LUBE

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PRODUCT: SCANTOOL VERSION 10.0

COMPANY: AUTOENGINUITY
CATEGORY: SCAN TOOLS

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PRODUCT: EEFF500 DATA BUS FAULT FINDER

COMPANY: SNAP-ON
CATEGORY: ELECTRICAL SYSTEMS

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PRODUCT: MOBILE HYDRAULIC PRESS TOOL WITH AIR POWERED HYDRAULIC PUMP NO. 11000A

COMPANY: SP TOOLS/SCHLEY PRODUCTS
CATEGORY: SHOP EQUIPMENT

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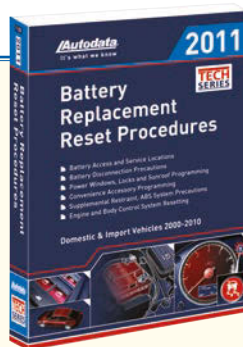


PRODUCT: TPMS TIRE INFLATOR

COMPANY: ATEQ CORP.
CATEGORY: TIRE, WHEEL SERVICE

Visit www.vehicleservicepros.com/10633072 for full product details

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PRODUCT: BATTERY REPLACEMENT RESET PROCEDURES MANUAL

COMPANY: AUTODATA PUBLICATIONS
CATEGORY: REPAIR INFORMATION SOURCE

Visit www.vehicleservicepros.com/10239813 for full product details

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PRODUCT: PRO1000 BORESCOPE

COMPANY: MATCO TOOLS
CATEGORY: INSPECTION TOOLS, LAB SCOPES

Visit www.vehicleservicepros.com/10327257 for full product details

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PRODUCT: SMOKEPRO AIR COMPLETE DIAGNOSTIC LEAK DETECTOR

COMPANY: REDLINE DETECTION

CATEGORY: LEAK DETECTION

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PRODUCT: LOW PROFILE PITMAN ARM PULLER

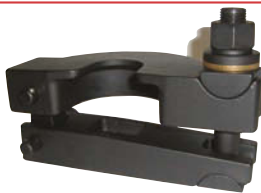
COMPANY: SNAP-ON

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PRODUCT: WRENCH CONNECTION SET

COMPANY: E-Z RED CO.

CATEGORY: HAND TOOLS

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PRODUCT: LEXUS ENGINE SUPPORT NO. 10700

COMPANY: SP TOOLS/SCHLEY PRODUCTS

CATEGORY: ENGINE SERVICE & REPAIR

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full product details

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PRODUCT: CLICK LOCK A/C SECURITY SYSTEM

COMPANY: AIRSEPT

CATEGORY: AIR CONDITIONING

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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. ■



CAR OPENING MANUAL

Access Tools has released a **car opening manual** in a cloud-based digital format accessible from mobile phones and devices with Internet access. The manual features every vehicle from passenger cars to heavy trucks and semis from present day back to 1979. With detailed instructions, diagrams and pictures to aid the opening, each lockout is

researched and tested extensively for accuracy. The car opening manual features a tool ID system to identify the proper tool, and is updated yearly, allowing for the latest vehicles to be added. The manual is available in three formats: print, CD-ROM and digital. Circle 54 at "e-inquiry" on vehicleservicepros.com



CORDLESS GAS SOLDERING IRON KIT

Portasol offers the **Professional Multi-Function Cordless Gas Soldering Iron, No. P-1**, which is also available as a kit (No. P-1K). The Professional's ultrasonically welded gas tank prevents gas leaking on exposure to impact, UV light or hot or cold temperatures, and butane compatible nylons and acetyls (plastics) ensure reliability and safety. Features include a cordless flint ignition; adjustable power from 10-60 watts; 60-minute run-time between refills; a gas level window; a short tip to grip; a refill time of 10 seconds; and a selection of 11 nickel- and iron-plated soldering tips available with a maximum temperature of 752 degrees F (400 degrees C). Circle 55 at "e-inquiry" on vehicleservicepros.com



INNOVATIVE FLEX-HEAD

The innovative flex-head **Ratcheting Flare Nut Wrench**, from **GearWrench**, allows users greater access and speed for flare nut applications. The double-ended wrench features a ratcheting six-point open end for increased speed and a low-profile flex-head for access in tight spaces such as power steering and brake line applications. Finished in full-polish chrome vanadium, the Ratcheting Flare Nut Wrench is available in a 5-pc fractional set including sizes from 1/4" to 7/8" and a 6-pc metric sets including sizes from 9mm to 21mm.

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PLASTICS PAINT

Specially formulated for use on most flexible or rigid plastics, **PlastiKote's Trim Paint** is ideal for window trim, windshield trim, rearview mirrors and wiper blade arms. Its coverage varies depending on the surface color and porosity. PlastiKote Trim Paint dries to the touch in one hour and provides excellent protection from the elements.

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AUTOMATICALLY LOCK ON ANY SIZE

C.H. Hanson introduces its **Automatic line of locking pliers, groove pliers and clamps**. Developed from the Lockjaw line of tools the company acquired in 2009, these tools automatically lock on any size without having to adjust the tool via a knob. The "set and forget" feature allows users to set the desired clamp pressure from slight to extreme, and the jaws of the tool automatically adjust to any size with equal grip pressure.

Circle 58 at "e-inquiry" on vehicleservicepros.com



12V JUMP STARTER

Clore Automotive offers the **Jump-N-Carry high-capacity 12V jump starter, No. JNCXF**. The JNCXF has the ability to deliver 770 Crank Assist Amps, and comes equipped with an X-Force battery, which features pure lead construction to deliver extreme starting power, long shelf life, faster and easier recharging, and

greatly reduced sulfation build-up between recharges. The No. JNCXF features extra-long, 68" cable leads made of No. 4 AWG welding cable to easily reach the starting points of even the largest vehicles. It also features industrial-grade Hot Jaw clamps, which penetrate corroded battery terminals and provide maximum power transfer to the vehicle.

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REMOTE AREA LIGHTING SYSTEM

The compact, highly efficient **9420 Pelican ProGear Remote Area Lighting System (RALS)** is designed to help make any area workable. Its removable, rechargeable, lithium-ion battery provides users with hours of use and its twin LED swiveling head shines up to 1,000 lumens, making it perfect for easily focusing light where it's needed. This system features a high and low water-resistant switch to ensure functionality in all types of weather. Also available is the 9420 RALS Kit which offers several additional accessories that include an AC and DC battery charger, an extra rechargeable lithium ion battery and a protective case with carrying strap.

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FOUR-STATION MAINTENANCE CHARGER

The **PulseTech QuadLink battery charger and multiplier** turns any brand 6V or 12V DC battery charger into a four-station maintenance charger, automatically splitting and distributing all of the charger's capabilities into 10-minute sequencing charge segments. QuadLink can distribute charges simultaneously to up to four AGM, gel-cell, VRLA inducing or deep cycle for marine, standard automobile and truck and even small motorcycle batteries. The four-way switcher is capable of charging the batteries whether they are individually connected or connected as a group in a 24V, 36V or 48V series.

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MOLD AND MILDEW STAIN REMOVER

Permatex Spray Nine Mold & Mildew Stain Remover prevents mold contamination and quickly removes mold and mildew stains. The aqueous-based cleaner cleans and deodorizes without harsh chemicals. Spray Nine Mold & Mildew Stain Remover kills 99.9 percent of bacteria with just 45 seconds of contact, and fungus in only three minutes - offering a substantial advantage over conventional cleaners that may require up to 10 minutes to be

effective. Spray Nine Mold & Mildew Stain Remover is also an EPA registered disinfectant.

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CORDLESS TOOLS WITH ELECTRONIC TORQUE CONTROL

ACDelco introduces a line of professional **cordless tools** that incorporates Electronic Torque Control (ETC) to enhance efficiency and precision in tightening torque. Each tool in this line has six levels of digitally pre-configured torque settings that will enable users to accomplish jobs more effectively by eliminating the requirement of re-torquing every bolt tightened. Each tool is designed with extreme power, efficiency, durability and ergonomics. All tools are equipped with two lithium-ion rubberized batteries and a quick charger to enable uninterrupted operation in shops. Additional tools are already planned to be added to the line.

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in the short year since we introduced you to MIGHTY SMALL...MIGHTY POWERFUL...MIGHTY-SEVEN, over 30,000 techs around the world have added this terrific little impact wrench to their tool assortment and over 300 USA distributors are stocking our product (see some of our favorites on the next page). Join the M7, King Tony America team and add any or all of our 2800 unique hand and air tools to your offering.



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Help with hand tools

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Reversible combination speed wrenches

King Tony America offers the 15-pc Reversible Combination Speed Wrench Set, SAE 12PT. Sizes in the kit include: 5/16", 3/8", 7/16", 1/2", 9/16", 5/8", 11/16", 3/4", 13/16", 7/8" and 15/16". Set also includes a 1/4" bit adapter, and a 1/4", 3/8" and 1/2" socket adapters. These tools are fashioned from chrome vanadium steel, polished to a mirror finish and guaranteed for life against defects in material or workmanship. All tools are stamped with over size markings for easy identification. Set comes in a plastic carrying case. Enter 89 at "e-inquiry" on vehicleservicepros.com

Silent ratchet action

Spec Tools, a division of Skew Products, Inc., offers the professional quality RGO-5412 Overdriver. This 1/4" hex screwdriver provides direct silent ratchet action, or the gear knob can be held for four times speed without batteries. Enter 90 at "e-inquiry" on vehicleservicepros.com

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AAPEX Booth 858

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Reduced cam-out effect

Wera's Kraftform Plus screwdrivers enable a higher transfer of force with less effort and relieve the entire hand-arm system - even in the case of intensive use. The Kraftform Plus range includes the following profiles: slotted, cross recess (Phillips and Pozidriv), Torx, Torx Plus, hexagon socket, hexagon headed bolts, screws and nuts, square socket, TRI-WING and TORQ-SET. Available in a variety of lengths - from stubby screwdrivers to 250mm blades. The Kraftform stainless and Kraftform Plus screwdrivers feature Lasertip technology to help prevent tool slippage. The extremely rough surface "bites" into the screw head ensuring that the screwdriver is held securely in the screw. As a result of the reduced cam-out effect, much less axial pressure is required.

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“Sometimes a stubby wrench is the only tool short enough to get the job done in small spaces.”

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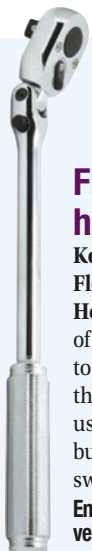
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KNIPEX – Tools Designed With Your Profits in Mind

Flexible head ratchet

Koken Tools USA offers the 3/8" Flexible Head Ratchet with New Head Lock Button. The position of the Head Lock button is moved to side of the joint part to reduce the possibility of hooking the users hand on the Head Lock button during use, and also when switching the reverse lever.

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Double-X Pliers

Designed with a patented compound joint that allows the jaws to open wider than the handle, the **GearWrench Double-X Pliers** minimize handle movement for superior access in the most restricted spaces. These pliers feature serrated tips for precision gripping and a dual-dipped cushion grip handle for increased comfort and grip. Several varieties are available, including straight tip, 45-degree, duck bill, internal/external snap ring and hemostat.

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Access recessed areas of vehicle

The **Cal-Van Tools Recessed Body Clip Pliers (No. 56)**, are designed with the ability to remove push pins and body clips from bumpers and other areas of the vehicle that are recessed or have limited access. This tool features a long reach with specially designed ends that help pop the clip off, so that the user does not need to damage the clip by twisting or prying. The handles are constructed of glass-filled nylon to prevent scratches. Works well on almost all push pins or body clips.

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Diagonal cutters

The **Knipex TwinForce High Performance Diagonal Cutter, No. 73 71 180**, features a patented, double-pivot design that allows for superior two-stage cutting of hard materials. This tool can be used for repetitive cutting work. The TwinForce easily cuts all types of wire as well as steel tape. Cuts 50 percent easier than other high-leverage diagonal cutters of the same length, according to the company, creating a low cutting impact on tendons and muscles. Perfect for both tough and very precise cutting applications, this tool has forged-in axles that provide a high degree of stability and durability. Forged from chrome vanadium heavy-duty steel; oil hardened.

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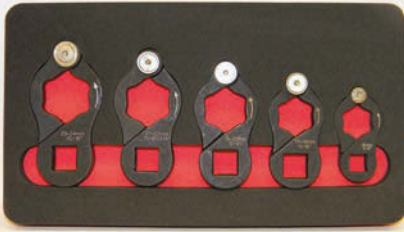
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Wrap-around wrench set

The AGS Co. 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 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) and 5/8" (16mm). Perfect for the professional installer working on chassis, suspension, alignment, front-end, air conditioning and tube nut applications.

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"I prefer my vise grips to be spring-loaded instead of having an opening lever."



For hand tools

Durston Mfg. introduces the U-Joint Metric Hex Drivers, No. UJM400. This set includes 3mm through 10mm hex, with 1/4" drive. Situated on a 4" Magrail TL base, these drivers are constructed of S2 steel and fully heat-treated. Other features include a universal joint, swivel body and stubby half cut hex. For hand tool use only. Comes with a limited lifetime warranty.

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Low-profile wrench torx set

The E-Z Red Super Low Profile Wrench Drive Torx Set, No. T1000, fits on any 10mm, 12mm, and 17mm wrench. The ball detent and bottoming shelf securely holds the bit into the drive wrench and the low-profile design allows the user to reach into confined areas to remove fasteners. This 12-piece kit comes in a blow-molded case for easy storage. Bit sizes: T10, T15, T20, T25, T27, T30, T40, T45, T47, T50, T55, T60a.

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Stripped screw extractor set

The Lisle Corp. 4-pc Stripped Screw Extractor Set, No. 62110, includes six lobed spiral bits which are designed to

remove rounded or stripped fasteners with internal drive heads. Four sizes of extractors fit Torx and Torx Plus sizes T-40 to T-55; internal hex sizes 1/4" to 1/2" and 6mm to 13mm. This set will also work on other stripped or rounded internal drive screw heads. Made of heat-treated alloy steel for durability.

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Spud-end alignment wrench

Martin Tool & Forge introduces a new 16" adjustable spud-end wrench intended to ease the process of doing an alignment. The wrench has an adjustable 1-1/2" jaw capacity and a 12" alignment spud. The ground end spud allows for quick, easy alignment of holes and fasteners. One notable feature of this tool is its large knurl with lead-in for better access while adjusting. The wrench's black oxide finish provides corrosion resistance for an extended life.

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Compact bit driver set

The OEM Automotive Tools' Compact Bit Driver Set, No. 25945, has 10 of the most common 1/4" bits. The auto slim-lock bit extension holder features an ultra-narrow profile that allows for access to confined areas where previous traditional bit holders cannot reach. The all-in-one set features an ergonomic case that converts to a driver and stores all components neatly inside. Components included are: Phillips bits: #1, #2 and #3, Slotted bits: 3/16", 1/4" and 5/16", Star bits: T15, T20, T25 and T30 and a magnetic extension.

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"I look for quality in a wrench, mainly how it feels and weighs."



Ratcheting wrench set

The ATD Tools 4-pc XL Ratcheting Wrench Set, No. PLT-99750, includes eight SAE sizes. These All Platinum Tech sets feature a patented spherical spline design that works on six different fastener types: spline, 6-point, 12-point, star/torx, square and 50-percent rounded heads. An offset box end gear provides more surface contact and access to recessed fasteners. These wrenches feature a 72-tooth ratcheting system for high-torque and a 5-degree swing arc for operation in tight areas, as well as a sliding switch button for quick change ratcheting direction. Also includes a 180-degree flex feature and extra-long reach that allows access to hard-to-reach places. Constructed of high-polish, chrome-plated vanadium steel for exceptional strength.

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Digital torque wrench

The Digitool Solutions Digital Torque Wrench is a simple-to-use, digital readout wrench that displays real-time torque values in any of three torque units: ft/lbs, in/lbs and Nm. This wrench features a five-alphanumeric digit LCD display, and uses two AA batteries for up to 500 hours of continuous use. A three-light LED/Tone/Vibration notification system alerts users. This tool provides ratcheting angle memory and has three modes: track, peak or angle. The torque accuracy of the wrench is +/- 1 percent from 10-100 percent of full scale and angle accuracy is +/- 1 degree at 90 degrees rotation.

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Unbreakable handle technology

The Wilton B.A.S.H. sledge hammers with unbreakable handle technology feature a steel core design that prevents breakage during overstrikes, which is the most common cause of failure in wood and fiberglass handled sledge hammers. To address hammer head dislodgement, B.A.S.H. sledge hammers feature a hardened steel safety plate that secures the head with six steel rods. Ergonomic, full-length, textured rubber, non-slip handle grips are standard on all B.A.S.H. sledge hammers. These grips are made of vulcanized rubber and resist oil and other solvents. Vibration from striking is dampened by the handle's anti-vibe neck.

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Curved pry bar set

Mayhew expands their Dominator line with an additional 5-pc curved pry bar set, No. 61366. The set includes Mayhew's Dominator 5-C 10" OAL, 7-C 12" OAL, 12-C 17" OAL, 18-C 25" OAL and 24-C 31" OAL bars. Each shaft is forged in the USA and is heat-treated and tempered to assure durability and long life. Each tool is finished with black oxide for additional rust prevention. The shaft runs into the patented handle which has a metal cap allowing it to be struck without damage.

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Micrometer click wrenches

The **Precision Instruments Micrometer Click Wrenches** feature a patented roller release mechanism; patented plunger roller bearings and a patent-pending locking ring, and high-grade alloy springs. The click wrenches are accurate to 3 percent of the settings from 20 percent of full scale to full scale in both the clockwise and counter-clockwise directions. Engineered, precision bearing surfaces extend the calibrated life of the M line to as many as 60,000 cycles or more. Calibration is completely external, unlike traditional mechanisms that require disassembly and the replacement of blocks and shims.

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Wheel weight hammer

UWT's wheel weight hammer and remover with heel plate, No. UWT1200HP, can remove 99 percent of all wheel weights, according to the manufacturer. The hammer's design reduces the chance of needing to struggle to remove a wheel weight which results in pinches and scratches. The two hooks located in the head of this tool removes the majority of all lead and non-lead wheel weights, including "clip only" style weights and Asian weights with the tiny hole. This American-made hammer can be repaired, because its hooks, cap and grip are replaceable.

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Dead blow hammers

Trusty Cook's urethane hot cast dead blow hammers includes multiple sizes and weights of soft face hammers, bossing mallets, sledgehammers, slim line and ball pein hammers. The hammer's hot cast makes it four times more cut resistant than injection molded and nylon materials, according to the manufacturer. The hammer features a welded together steel canister and rod for greater strength and safety and the shot filled canister provides dead blow action for sustained impact, maximum power and striking force.

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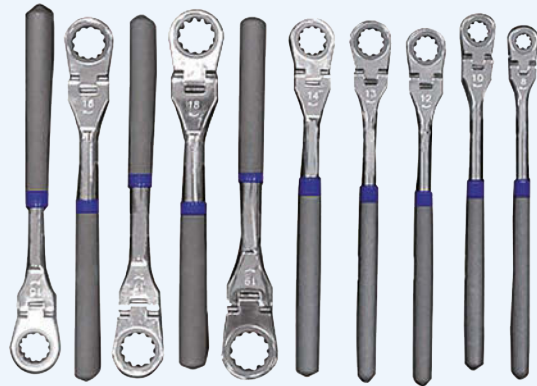


Torque limiting ratchet wrench

CTA Manufacturing Corp. offers the torque limiting ratchet wrench, No. 8940, featuring a 3/8" sq. dr. The wrench installs and removes oil filter housing caps with 25Nm torque specifications. An internal torque limiting device prevents over-tightening of caps, which has been a source of service problems. Also features an 11-1/2" (290mm) length with soft-grip handle for optimal use in oil changing environments.

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"The more internal teeth in a ratchet, the better."



Flexible ratcheting wrench

The Mountain Tools and Equipment 10-pc flexible ratcheting wrenchs set, No. MTN9410, features double-dipped handles for comfort and grip, and to provide maximum reach without compromising torque. Constructed of a sturdy chrome vanadium, these tools feature a ratcheting spline. Sizes available: 8mm, 10mm, 12mm, 13mm, 14mm, 15mm, 16mm, 17mm, 18mm and 19mm. The No. MTN9410 also comes with a one-year warranty on material and workmanship.

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Interchangeable torque wrench

Genius Tools offers the 3-pc 3/8" and 1/2" Drive Interchangeable Torque Wrench, No. 1434N20. The torque range is 20-200Nm, and it has an accuracy of +/- 1 percent and a memory of 10 readings. Unit readout can be changed between Nm, ft/lbs, in/lbs and kg/m. The wrench runs on 3 AA batteries and comes in a plastic blowmolded case.

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"If you buy a 'quality' hand tool you shouldn't have to nitpick the fine print of the warranty."



Variety of sizes and styles

SK Professional Tongue and Groove Pliers come in a variety of sizes and styles from short to extra-long lengths. These pliers offer drop forged, heat treated alloy steel construction for maximum strength. The patented flush, slip joint rivet design allows for better access in tight spaces, a stronger pivot, smoother cycling and will not loosen over time like nut and bolt pivots. The undercut, precision machined tongue and groove design ensures a solid grip on the work surface and the flush rivet provides wider grip area without compromising accessibility. Made in the USA.

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GearWrench 120XP Ratchets

Ratchet offers 120 positions in a 360-degree rotation.

GearWrench offers their line of 120XP Ratchets, including the 81011P 1/4" Drive Full Polish Teardrop Ratchet, 81211P 3/8" Drive Full Polish Teardrop Ratchet and 81304P 1/2" Drive Full Polish Teardrop Ratchet. These ratchets come in a 3-piece, full-polish mixed ratchet set (No. 81206P).

Also available:

- 80300P 51-pc 1/4" Drive SAE/Metric 6-point Standard & Deep Socket Set, featuring the new 120XP 1/4" Drive Full Polish Teardrop Ratchet.
- 80550P 56-pc 3/8" Drive SAE/Metric 6-point Standard & Deep Socket Set, featuring the new 120XP 3/8" Drive Full Polish Teardrop Ratchet.
- 80700P 49-pc 1/2" Drive SAE/Metric 6-point Standard & Deep Socket Set, featuring the new 120XP 1/2" Drive Full Polish Teardrop Ratchet.

Features and benefits

These ratchets deliver 120 positions in a 360-degree rotation,

giving the tool a 3-degree swing arc. This allows it to turn fasteners in extremely cramped spaces. In addition to this, the low-profile head and flush-mounted on/off switch allow better access in tight spaces.



The GearWrench 56-piece 3/8" Drive SAE/Metric 6 pt Standard & Deep Socket Set features the 120XP 3/8" Drive Full Polish Teardrop Ratchet.

GearWrench

Origin

GearWrench is constantly engaged in user research, with one of the most common pieces of feedback being that techs need access in more and more confined spaces. To give them more

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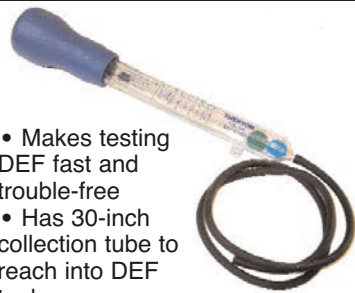


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access, the company designed a ratchet that could work with a very small swing arc. This will allow users to do their job faster, and should mean they don't need to remove additional parts to gain access to the actual component they are trying to reach.

Specs

The body (head/handle) of all 120XP ratchets is made of premium alloy steel for strength and durability. The pawls and ratchet gear are made of a proprietary steel alloy specifically designed for durability under extreme stress loading. 120XP ratchets are tested using recommended ASME testing procedures. They significantly exceed required ASME specifications, including those for torque overload.

Suggested retail price

- 1/4" Drive Full Polish Teardrop Ratchet, No. 81011P - \$38.24
- 3/8" Drive Full Polish Teardrop Ratchet, No. 81211P - \$38.24
- 1/2" Drive Full Polish Teardrop Ratchet, No. 81304P - \$76.08
- 51-Pc 1/4" Drive SAE/Metric 6 pt Standard & Deep Socket Set, No. 80300P - \$192.81
- 56-Pc 3/8" Drive SAE/Metric 6 pt Standard & Deep Socket Set, No. 80550P - \$215.96



GearWrench 120XP 3-Pc Full Polish Mixed Ratchet Set (1/4", 3/8", 1/2"). 120XP ratchets deliver 120 positions in 360-degree for an ultra-narrow 3-degree swing arc.

GearWrench

- 49-Pc 1/2" Drive SAE/Metric 6 pt Standard & Deep Socket Set, No. 80700P - \$341.60
- 3-Pc Full Polish Mixed Ratchet Set (1/4", 3/8", 1/2"), No. 81206P - \$165.70

For more information

Jim Stewart

James.Stewart@ApexToolGroup.com ■

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Knipex TwinForce Diagonal Cutters

Easily cuts all types of wire with low cutting impact.



The Knipex TwinForce pliers offer a patented double-pivot design.

Knipex



The Knipex TwinForce High Performance Diagonal Cutter, No. 73 71 180, features a patented, double-pivot design which allows for superior two-stage cutting of hard materials. This is the ideal tool for repetitive cutting work.

Features and benefits

- Easily cuts all types of wire as well as steel tape. Cuts 50 percent easier than other high leverage diagonal cutters of the same length, according to the company.
- Low cutting impact on tendons and muscles.
- Perfect for both tough and very precise cutting applications.
- The forged-in axles provide a high degree of stability and durability.
- Forged from chrome vanadium heavy-duty steel; oil hardened.

Origin

The driving concept behind this product was to create a compact diagonal cutter that would have the cutting power of a large diagonal and a design that would make it easier for the user to reapply the tool when cutting thicker materials. This increases the transmission of force and makes reapplying the tool easy and efficient. The ideal tool for repetitive cutting, each cutting repetition reduces the effort required to achieve the ultimate cut. Reapplying with the Knipex TwinForce allows the user to cut materials that cannot be cut with comparable diagonal cutters of the same length.



Specs

The TwinForce High Performance Diagonal Cutter is forged from chrome vanadium steel. Made in Germany.

Capacities:

- Medium/hard wire: 3/16"
- Hard wire: 1/8"
- Piano wire: 1/8"

Selling points

The 7" TwinForce Diagonal Cutter cuts like a 10" because of the new and patented double-pivot design. The tool can even cut 1/8" hard wire without great effort when reapplied two or three times.

- Double-pivot design makes reapplying the tool easy.
- Two forged-in axles for increased stability and zero backlash.
- Forged from chrome vanadium heavy duty steel.

For more information

Mike Smith
Knipex Tools LP
mike.smith@knipex-tools.com ■



To watch a video demo of this product, go to www.vehicleservicepros.com/10778636.

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New Pig Form-A-Funnel

Adjustable funnel forms seals around filters or drains, and easily wipes clean.

The New Pig Form-A-Funnel Flexible Draining Tool, No. TLS703, molds into and holds any shape to create a leak-proof channel for draining oil or fluid. The thick, pliable nitrile rubber encases a thin layer of alloy to allow thousands of shapings. The highly-compatible nitrile resists common vehicle liquids in temperatures from -30 to 425 degrees F.

The soft rubber edge of the Form-A-Funnel forms a seal around filters or drains and easily wipes clean with most cleaners and degreasers. This product is easy to store flat or rolled up in a toolbox or glove compartment.

It is a unique tool for draining oil and other fluids from any type of vehicle or equipment, including cars, trucks, motorcycles, boats, forklifts, generators and more.

Specs

- Manufactured in the USA.
- Constructed of a thin, bendable layer of aluminum alloy encased by a thick, pliable coating of nitrile rubber. Some previously-constructed versions have a lead core, which is indicated on the product. Because it's completely encased in nitrile rubber, any Form-A-Funnel Tool is perfectly safe to use for years.
- The Form-A-Funnel Flexible Draining tool is available in four sizes:
 - 6.5" W x 14.5" L
 - 5" W x 29" L
 - 8.625" W x 22" L
 - 4.75" W x 9" L

Selling points

It bends, molds and holds any shape to create leakproof channels for draining oil.

Users can form it into funnels, drip trays and other liquid-management tools.



Suggested retail price

\$10 - \$39.95

For more information

New Pig Corp.

(800) HOT HOGS (468-4647) ■



To watch a video demo of this product, go to www.vehicleservicepros.com/10333771

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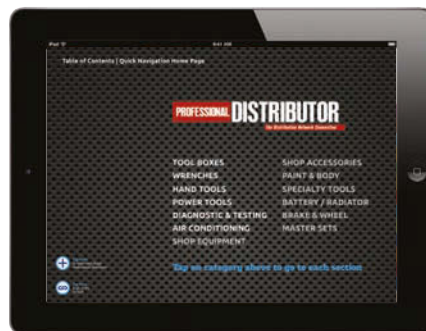
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Wrenchin' Roger

Keep an eye out for Wrenchin' Roger! He'll be roaming the show capturing first person footage of the latest products, visiting celebrities and may even bump into you for a chat! Recordings will be available on our Facebook page and vehicleservicepros.com/aapex.

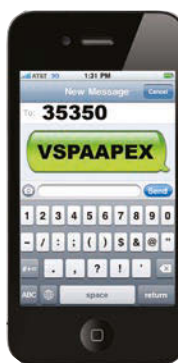
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Ansed Gas Analyzer Diagnostic Kit

Unit interprets the gas emissions readings with consideration of all the readings and their interactions, and will provide a top-down list of suggested problems and solutions, in order of probability.

The Ansed Gas Analyzer Diagnostic Kit is simple-to-learn and easy-to-use, incorporating a Kane 5-Gas Portable Hand-Held Gas Analyzer and proprietary Ansed diagnostic software.

The Kane Gas Analyzer is portable, weighing just 2 lbs, and can operate for 4 hours (up to 8 hours standby) on its internal rechargeable battery. The user can take the gas analyzer right to the vehicle. Internal Calibration program allows the analyzer to be used continuously; calibration gas is not required.

In just one minute, the Ansed Expert Emissions Advisor software can point out problems, potential problems and their likely solution. This unit interprets the gas emissions readings with consideration of all the readings and their interactions, and will provide a top-down list of suggested problems and solutions, in order of probability.



The portable Kane Gas Analyzer weighs just two pounds, and can operate for four hours on its internal rechargeable battery.

ANSED Diagnostic Solutions

Origin

The process of diagnosing general performance and drivability issues and problems can be complex and frustrating. The hope for OBDII diagnostics becoming the “fix-all” for most diagnostic problems often leads to additional diagnostic procedures using other tools or equipment to verify the fault and the subsequent repair.

Experienced diagnostic professionals have found it much faster and more reliable to use a gas analyzer not yet seen by the onboard computer and scan tool. One quick look at the end result from the tailpipe leads to the right problem area or test to perform, often long before a hard code can be set.

With the Ansed Gas Analyzer Diagnostic Kit, there are no more charts and graphs, no more black magic calculations. The result is a compact, affordable, reliable and accurate diagnostic solution that will find things a scanner may never see.

Specs

The proprietary Ansed Expert Emissions Advisor software considers multiple factors, not just two-dimensional fixed charts, and uses a floating matrix formula for each gas that changes as the results change, taking into consideration several other variables of the vehicle tested to further enhance the accuracy of the formulas. For use on Windows only.

Kane International Ltd in England manufactures the Gas Analyzer, exclusive to Ansed. Designed for use on gasoline, flex fuel, E85, LPG or CNG vehicles.

US-based Technical Support Help Line available for all hardware and software questions.

Selling points

- Shorten diagnostic time: Accurate results in one minute.
- Reduce comebacks: Run diagnostic test after repairs, “check your work.”
- Sell more service: Check all cars, find more problems to service.
- Make customers comfortable: Use report to explain service and repairs.
- Find new customers: Promote free inspections.

Storage and contents

The Ansed Kit comes in a hard shell case. All items are imbedded in foam or strapped in, to insure secure transportation. The kit comes complete with Ansed Expert Emissions Advisor software information with unique activation code, operation manual, quick start guide, product registration, warranty information and technical support help line details.

Suggested retail price

\$3,495

For more information

Todd Haner
National Sales Manager
todd@anseddiagnostics.com ■





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In Sneak Peek, we'll show you new tools even before automotive technicians get to read about them in *Professional Tool & Equipment News* magazine. Sneak Peek products will help you stock your truck with the latest and greatest tools on the market.



W5130 3/8" CORDLESS IMPACTTOOL

Ingersoll Rand's W5130 3/8" Cordless Impacttool offers power with a compact design that measures just 6.6" from tip to tail. Specifically designed for automotive service applications, the W5130 is lightweight and well balanced, providing superior ergonomics and comfort. The W5130 is powered by Ingersoll Rand's IQ V20 Series lithium-ion battery platform, which ensures maximum runtime and optimal power delivery. Born of the same revolutionary cordless technology found in the W7150 1/2" Cordless Impacttool,

the W5130 is sure to complete any job quickly.

Product release date: Nov. 1, 2012

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EVAP TESTING WITHOUT WASTE OR MESS

The reusable **Smoke Wizard Pop-it Capless Adapter, No. GLD052**, fits the new double-door capless fuel necks. Simply pop it on, twist to seal and connect any leak detection device to test the system. This tool works well for EVAP tests, especially pressure/vacuum decay and smoke testing. It saves money and waste by never needing costly, messy throw-away seals, according to the company. The durable Pop-it Capless, made of fuel-resistant substrates, is backed by a 5-year warranty.

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J-BOX J2534 PASSTHRU DEVICE

The **Launch Tech J-Box** sets a new standard for PassThru J2534 reprogramming supporting both J2534-1 & J-2534-2. The J-Box comes with a proprietary BMW 20-pin connector, plus an exclusive two-year warranty. In-depth support is also available free-of-charge, including phone support from J2534 specialists, along with manufacturer specific "How To Flash" videos. The J-Box works with J-2534 compliant vehicles and applications from the following manufacturers:

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- Chrysler/Jeep/Dodge
- Ford/Lincoln/Mercury
- Daewoo
- GM/Chevrolet/Cadillac/Pontiac/Oldsmobile/Saturn
- Honda/Acura
- Hyundai
- Jaguar
- KIA
- Land Rover
- Mazda
- Mitsubishi
- Nissan/Infiniti
- Subaru
- Toyota/Lexus/Scion
- Volvo
- VW/Audi

Product release date: Oct. 1, 2012

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PROGRAMMABLE FLASHLIGHT

Streamlight's ProTac HL, a high-lumen, lithium-powered flashlight that delivers 600 lumens and 16,000 candela peak beam intensity, combines small size and programmability. This enables users to select among three programs to suit their preference or operating needs: high/strobe/low (the factory default setting); high only; or low/high. It provides a run-time of one hour and 15 minutes on the high setting and 18 hours on the low setting. The flashlight measures 5.40" in length and weighs 5.6 oz.

Product release date: Sept. 12, 2012
 Enter 113 at "e-inquiry" on vehicleservicepros.com



RATCHET WITH 120 POSITIONS

The Gearwrench 120XP Ratchet features a 60-tooth gear that alternately engages its Double-Stacked Pawl technology to produce the 120 positions and 3-degree swing arc. The ratchet's teardrop-shaped head has a low profile, which also improves access in tight spaces. The 120XP ratchet's long handle is ergonomically designed to provide comfort and a good grip for users. It has an easy-to-clean, full-polish chrome finish and comes in three drive sizes: 1/4", 3/8" and 1/2". The 120XP ratchets are sold individually, in a 3-piece set, or in select SAE/metric socket sets.

Product release date: Nov. 1, 2012
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WHEEL STUD PILOT PINS

Thexton's 14mm X 1.25 Wheel Stud Pilot Pins, No. THX 498, have M14 X 1.25 thread to help prevent the wheels of many BMWs from falling during service. The tool fits BMW 7 Series, 6 Series, X3, X5, X6 2009 to present, and Mini Cooper 2009 to present. The wheel stud pilot pins allow the technician to hang a wheel and tire without having to balance the wheel on the hub. The 14mm pins simply screw into the wheel bolt hole. For strength and durability, the pins come zinc-plated. Comes two per package.

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Think like other retail businesses: add dollars to your sales by offering add-ons.

At the convenience store the clerk asks me if I want a bag of chips or pack of gum while buying a bottle of pop. At the fast food restaurant the lady asks me if I want a value meal or an apple fritter to go with the sandwich I ordered. At the gas station the guy asks if I want a donut to go along with my coffee. I had a compact car waiting for me at the airport and when I went to get it, the rental agent up-sold me to a yellow convertible Mustang "... come on, it's Florida, ya gotta have a convertible."

A revelation

I got irritated one day when a shoe salesman was pushing a bag of socks on me when I was in a hurry. That's when it

fun to me. I put together a game plan: I started being an offensive coordinator instead of a defensive coordinator by playing a game of add-on with each sale.

Look, listen and act

The game starts between your own ears. The tech steps onto your truck and buys a set of A/C gauges that he

set of sockets, some extensions. Don't let the next truck complete your sale. Have a game plan!

When you place an order for an item, think of other items that a customer might want to go along with it. Set your truck up to play "add-on" with every sale.

Rubber gloves? Pocket knife? Safety



Doug Pennington

Doug Pennington is a Mac Tools distributor in Centerville, OH. Send any comments or feedback you have for Doug to editor@vehicleservicepros.com.

hit me: "What happens if only half the people buying shoes that day bit on his bag of socks? How many incremental sales will he generate by doing nothing more than making a suggestion?"

If I average 200 sales per week and a simple suggestion can increase my number of sales by 50 to 100, imagine the dollar volume increase that can be generated!

So once I changed my attitude and decided to take full responsibility for my idea (failure was not an option), this tool business became so much more

saw in your sales flyer. Now it's time for me to quit thanking that guy and patting him on the back as he leaves. It's time for me to quit generating sales for my competition and start selling!

The lady at the fast food restaurant would offer up a side-can tap or an A/C sniffer, maybe a dye injector or an A/C thermometer.

The next customer steps up and buys an air ratchet. He came to buy just that, so you merely just help him pick which one he will take with him. Now, here is where the car rental person would add the whip hose: air tool oil, a

glasses? Mechanic's gloves? Beef jerky? Batteries? Stainless steel top? Socket organizer? Test light? Mirror? Magnet? Blow gun? Wire strippers? Crimpers? Oh yeah, by the way, have you ever seen a tech barefoot? Nope! They all wear some type of boot or shoe.

Many companies are adding millions of dollars to their sales every year by doing nothing more than playing "add-on." It's a game that makes our job so much more fun, and you never know just how much you might win. The only thing for sure is, you have nothing to lose! ■



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