

Professional Distributor

The Mobile Distribution Network Connection

AUGUST 2018

VOL. 26 NO. 7

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HE DID IT HIS WAY

The moment independent distributor Nick Morello took charge and took chances in his career, he created a vibrant, successful business that is truly his own.

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COVER STORY

6 He did it his way

The moment independent distributor Nick Morello took charge and took chances in his career, he created a vibrant, successful business that is truly his own.

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VEHICLE SERVICE PROS

OFFICIAL WEBSITE OF PROFESSIONAL DISTRIBUTOR

Head to VehicleServicePros.com/distributors for exclusive information on how to make your mobile tool business better. We feature distributor profiles on how others like you handle business, sales tips, an extensive online product guide and video demonstrations.

Tech Tip

Year	Model	Refrigerant	Pressure	Notes
2014	Fiat Chrysler	HFO-1234yf	130-150	Start of transition
2015	General Motors	HFO-1234yf	130-150	Widespread adoption
2016	Various	HFO-1234yf	130-150	Industry standard
2017	Various	HFO-1234yf	130-150	Continued growth
2018	Various	HFO-1234yf	130-150	Well underway

Starting with Fiat Chrysler and General Motors in 2014, the automotive industry switch to HFO-1234yf refrigerant is well underway. For the 2018 model year, as expected, the list of OEMs using the new refrigerant continues to grow.

To see the updated list, visit:

VehicleServicePros.com/21003456

Featured Video



This video demonstrates how to remove wheel weights (including clip weights with no body and Asian weights with the tiny hole) using the UWT Wheel Weight Pliers Remover. To watch the full video, visit:

VehicleServicePros.com/21013149

Tool Review

The Lumax Heavy Duty Quick-Release Grease Coupler, No. LX-1403, has a compact, innovative design that enables it to firmly latch onto the grease fitting, enabling hands-free greasing in tight spaces, according to the company. The Heavy Duty Quick-Release Grease Coupler locks on and creates a leak-proof seal. To read the full review, visit: VehicleServicePros.com/21002685



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BY SARA SCULLIN
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Stock innovation

Keep an eye on new and novel tools and equipment to help your customers work efficiently.

When I rode with independent distributor Nick Morello back in June for this issue's cover story, the first thing I noticed was the impressive amount of product Morello had on his truck. Everything was navigable, but every inch of space was utilized – floor, ceiling and walls.

The customers along Morello's route lingered to look at and feel products that were new to them, or familiar products that now came in a different color or with a new function available.

This is one of the most obvious benefits of a tool truck business: getting product right up in front of customers to see and ponder ... and buy! You can read all about Morello's Newark, New Jersey, business on page 6.

When I go on these ride-alongs (and I try to hit all corners of the country), one question I always like to ask is "What products seem to be particularly popular with your customers right now?"

Sometimes I hear familiar refrains such as the increasing, no-holds barred popularity of cordless power tools (particularly impact wrenches).

Cordless worklights also seem to be a top pick, and it's no wonder – today's worklights are bright, convenient, multi-use timesavers that are a far cry from a flashlight balanced in a technician's teeth while he or she pokes around under the hood. A technician can now select a wearable




Nick Morello aboard his fully-stocked tool truck.

light, and/or lights that charge via USB.

Speaking of hot products and innovations, in this issue we bring to you the 2018 Innovation Award winners. These products are judged by a panel of qualified technicians for their unique ability to address the automotive repair industry's most common challenges with creativity and innovation.

Take a look and familiarize yourself with these products. See if you might stock a few of them.

Keep in mind that the tools and equipment you stock, organize and sell on your truck are more than products – they are innovative solutions and time-saving devices. In that sense, a customer might come to you with a specific question or need. Or, you might be in a position to suggest the right product for their task.

Having the right tool for the job – whether on your truck or in their shop – is truly a win-win. 

Products of note

If you missed our previously published list of Innovation Awards nominees, you can find them here: VehicleServicePros.com/2018IANominees.

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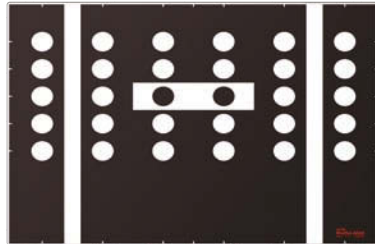
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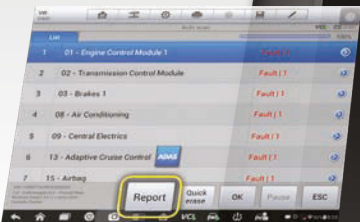
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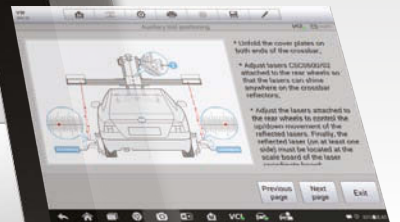


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For a full media gallery of this story and to see more photos of Morello's truck, visit VehicleServicePros.com/21014176

He did it **HIS WAY**

The moment independent distributor Nick Morello took charge and took chances in his career, he created a vibrant, successful business that is truly his own.

By Sara Scullin, Editor

Maybe it's the breezy reggae music pumping from the speakers, or the truck stocked floor-to-ceiling with tools jangling and swaying as we cruise the tree-lined streets of New Jersey. Independent distributor Nick Morello has a way of making mobile tool sales look ... easy. But, of course, there's more to the story than meets the eye. The 'good vibes' are simply evidence of years of hard, methodical work and a pioneering business sense.

Foot on the gas

"I always say, when I get to my truck in the morning and it starts, everything else is going to be fine," says independent distributor Nick Morello. Morello owns Discount Jersey Tool Co. in Newark, New Jersey.

The engine's a bit slow to warm up this morning. He pleads with it just a bit ... even offers some words of encouragement, until finally the Freightliner finds its stride.

"It's a great truck, but this morning I didn't know if we were going to make it," Morello says. "I put fresh fuel in it and it seems to be better. You never know what the day's going to bring."

He serves mom-and-pop repair facilities and truck shops throughout the city of Newark most of the week, and on Wednesdays makes the rounds to various small car shops in the towns of Nutley and Belleville.

The New Jersey native has been in the business about 33 years, since high

school. His family owned a trucking company and he was familiar with the mobile tool dealers coming to call.

"I was always into tools ... and I was always drawn to [the mobile tool industry]," Morello recalls.

Joining the family trucking business was his Plan A, but after his family sold the company, then-18-year-old Morello had to find a new plan.

He remembers, "I said 'I want to be a tool dealer,' and they all said, 'You're too young.'" Even so, he began a Mac Tools route at 19 and stayed with the franchise for 18 years before going independent in 2003.

"I said, 'I'll give it a shot,' ... My whole life changed when I went independent," Morello says. "I started making a ton of business ... and money."

A tattoo on his arm marks the two best dates of Morello's life: the day he met his wife, and the day he decided to strike out on his own.

Where in the world is this professional distributor?

Newark is a major air, shipping and rail hub in the U.S. According to the United States Census Bureau, the city has a total area of 26 square miles, including 24 square miles of land and two square miles of water. It is nicknamed the "Gateway City."

Source: capq.gov



Nick Morello
Newark, N.J.
Population: 281,764

Morello's Top 5 Tools

1. E-Z Red XLM500 Magnetic Worklight
2. Milwaukee M18 1/2" Impact Wrench
3. Power Probe 3EZ
4. GEARWRENCH 51-pc Socket Sets
5. AIRCAT NitroCat 1250-K



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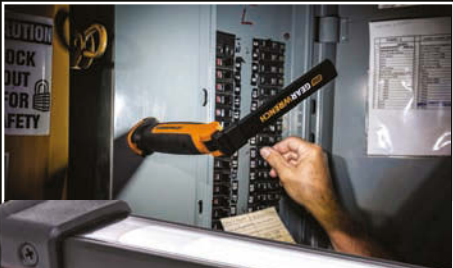
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DISTRIBUTOR PROFILE

More power. Morello houses an impressive collection of power tools on his truck's ceiling.



Work zone. Morello made sure to have a separate, dedicated spot on his truck where he can process payments, look up new product information and assist customers.

Foot traffic. Although every inch of Morello's truck is stocked with tools, he leaves the aisle clear to ensure customers can move around safely and easily.

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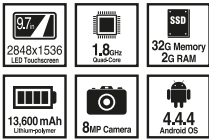
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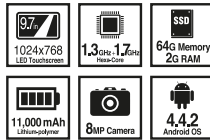
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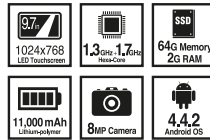
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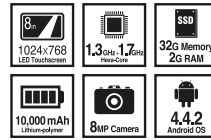
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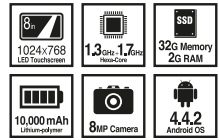
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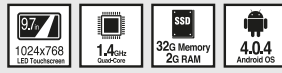


The MS908CV & MS906CV Cover Heavy Duty Vehicles Class 1 (0-6,000LBS) - Class 9 (33,000LBS)



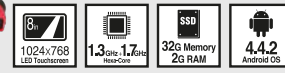
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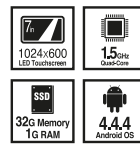
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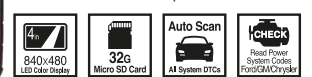
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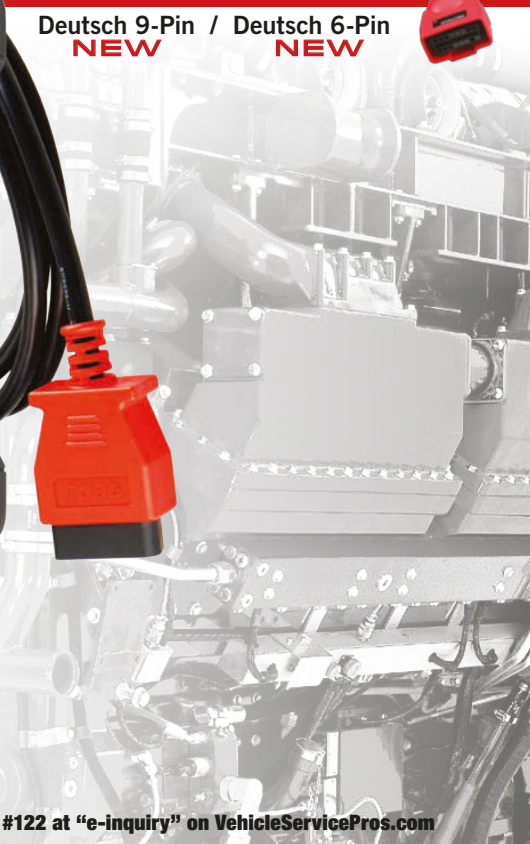
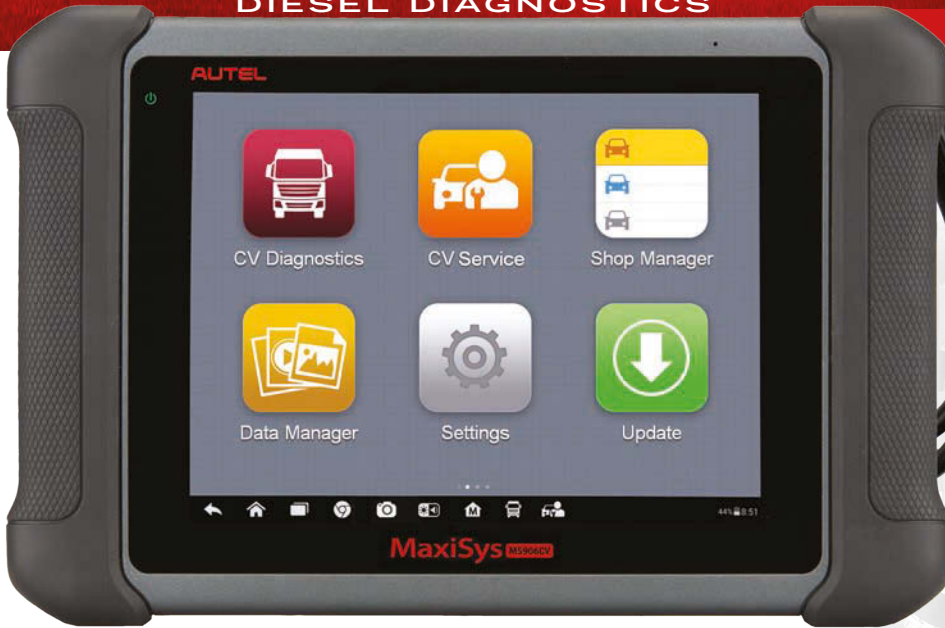
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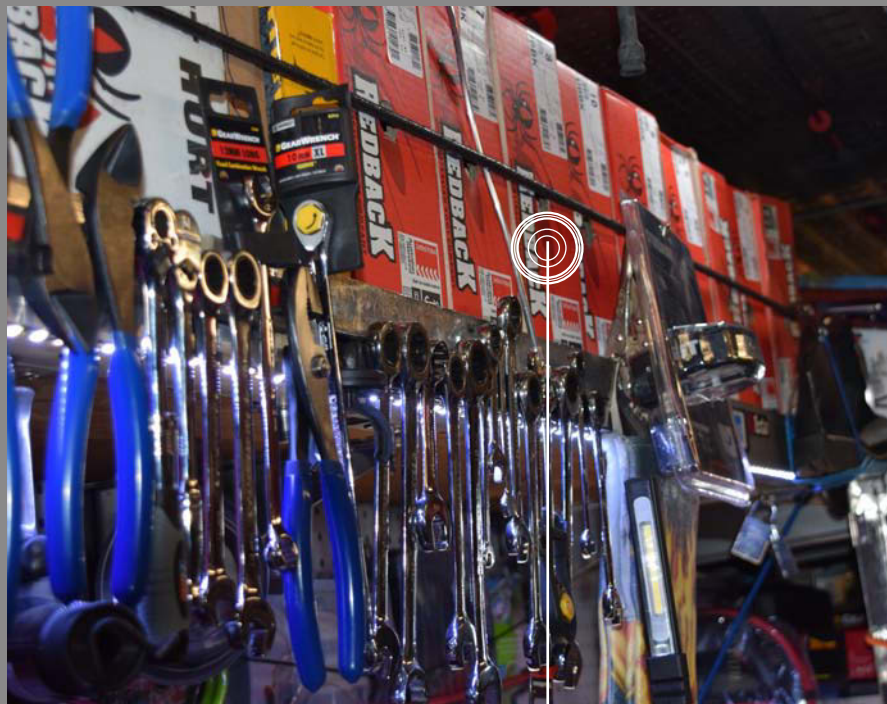
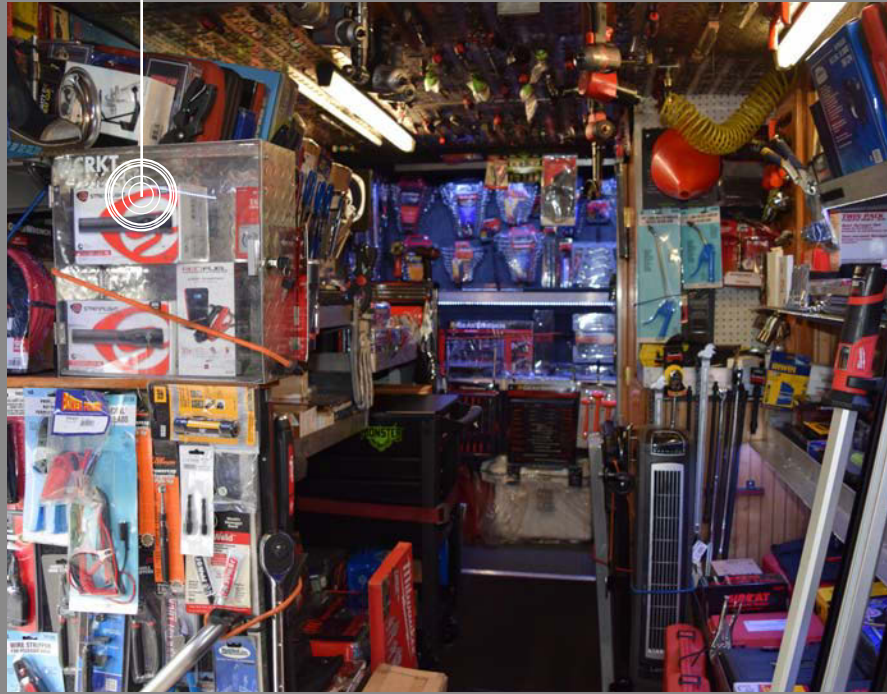
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AUTEL

Shop lights, task lights and flashlights are hot sellers for Independent distributor Nick Morello.

DISTRIBUTOR PROFILE



Redback boots are another popular item with Morello's customers.

DISTRIBUTOR PROFILE



This 26' Freightliner is Morello's fourth truck. Morello built the truck from the ground up, and quickly stocked it full of tools and equipment.

The tool guy

Despite the morning's sluggish start, the 26' Freightliner is in fine form – stocked (and I do mean stocked) with inventory in every nook and cranny. The Freightliner is Morello's fourth truck, and it was a hard-won investment.

"When I went independent, my truck was running out of room," he says. "I told [my wife], 'I need to buy a new truck, but I don't like making payments.' She said, 'If you can pay cash, you can buy a new truck.' I paid cash. I've had this truck for 10, 12 years."

Morello built the truck from the ground up.

"A lot of blood and sweat and tears [went into it]," he says. "It took me a couple months to do the interior, and the outside."

He built it big, he says, "because my guys were always standing right next to me [hence the divider near the workstation]." There's also a private restroom onboard.

Inside the truck, tools are everywhere. At the moment, Morello's top sellers are socket sets, 1/2" and 3/8" impacts and cordless drop lights.

"We try to move it around a little bit, mix it up a little bit," Morello says. "I

kind of keep my GEARWRENCH stuff in the back, but there's really no rhyme or reason to it. You can't have guys looking at the same stuff, so [I] try to keep it fresh."

Competition and community

All morning long, Morello pulls up at a different repair shop, and in a matter of minutes he has one or even a handful of customers on the truck – checking out merchandise and reporting back on previous buys.

"I like Newark," Morello says. "There's a lot of money in Newark and a very diverse crowd. Eighty-five percent of my customers are mixed nationalities. I speak a little Portuguese, a little Spanish ... enough to get my money."

To Morello, selling tools is "the easiest job in the world."

"I drive around, guys come to me, they hand me money, tell some jokes, I ask how they are and they leave," Morello says.

The hardest job, he says, is collecting. When he was first starting out and growing his business, Morello took some chances – on new customers, new products – but he always had a limit. He's still cautious in that sense. Morello has cultivated his now-established customer base to shop owners and technicians he knows and trusts.

He stresses that it's important to

know who your customers are and sell accordingly. Morello talks to a lot of shop owners, as these are the primary decision-makers, especially for big buys. He keeps an Autel demo scan tool on the truck, for example, so shop owners can see the big-ticket item up-close.

Morello's excellent rapport with his customers is obvious. They seem to trust him, they enjoy his company and they value his experience and expertise with tools and equipment. This is what comes from years of hitting the same stops and growing relationships.

There are also eight or nine competing trucks in the area. In his younger days, Morello admits he may have had a skirmish or two. But since then, he takes a practical approach to competition – or perceived competition – in the business.

"When I was younger I used to fight every Snap-on guy," he says. "Then I became friends with a Snap-on dealer, and you start comparing notes, sharing ideas and purchasing tools together. [I realized] it's easier for two guys to make money. It kind of changed my ways. I try to get along with people a little better. And ... I'm a nice guy. My mother loves me."

Always growing

Morello will be the first to tell you he has "very, very little free time." In addition to his regular route, Morello and his family manage a social media page that caters to a vibrant community of tool fanatics. Frequent live video shorts where Morello shows off a new tool or initiates a flash sale are a hit with viewers.

The platform suits Morello's energetic personality. But he readily admits it takes a lot of hard work – and time – to maintain an online community and presence to the extent he does. For the Morellos, it's a family affair and everyone contributes.

"My kids are my everything; I'd do anything for my kids," he says. "I've got a 23-year-old son and an 18-year-old daughter. We sell a lot of tools. ➔

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3	ABS/traction control - ABS8_BOSCH	Pass/No Fault	
4	Engine relay unit - BSM	Pass/No Fault	

AUTOSCAN ALL MODULES

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DISTRIBUTOR PROFILE

I bought my son a van ... It's me and my son mostly, my wife helps tremendously, but she has a full-time job. We have all the toys ... but, you know, we work."

For example, Morello says his base-ment is a currently a makeshift ship-ping facility. The younger Morello, Nick Morello III, runs a second helper truck that collects and delivers product to customers.

"My son's been on this truck since



Nick's 4 rules of doing business

Rule No. 1: Get paid.

"Everyone has to pay me," says independent tool distributor Nick Morello. "It's never okay not to pay. If a guy says, 'I don't have my money today,' and you [mention] one time, 'Oh it's ok ...' [then] they're going to miss you continuously. And that's the death of the tool dealer. You've got to tell them, 'Dude, I need to get paid; this is how I pay my bills.'"

Rule No. 2: Go to the show.

Morello frequents mobile shows and warehouses like ISN, Medco, Neu and M. Eagles religiously. He does not go with a list in-hand.

"I shoot from the hip," he says. "I go [to shows] looking to make direct contact with the manufacturer. If you go there and find two or three (new) things to sell - which I always do - it's a game-changer. If you're an independent dealer, you owe it to yourself to go to a tool show. You do! It's free. That's the first thing. You're going to learn something - that's the second thing. It should be required."

Rule No. 3: Warranty. Always.

"Warranty the guy's tools; never ask how he broke it," Morello says. "What does it matter? If you question a guy, they're not going to deal with you. If a guy orders something; bring it. Do what you have to do to make these guys happy."

Rule No. 4: Smile.

"If you don't smile when you see me, we can't do business," Morello says. "I want you to be happy to see me like I'm happy to see you. I tell [my customers]: 'I'm the best tool dealer you'll ever have. But, one, you gotta pay me and, two, you've gotta smile.'"

he's been in diapers," Morello says. "Since he got his license, he's dropping off tools for customers and picking stuff up. It's really a big help. I hope he stays with me forever."

With more success comes greater demands on his time, and Morello reports he is continually evaluating whether - and how - to grow or modify the business. But first and foremost, he clearly enjoys the niche he has carved for himself.

"Let me tell you something - we have a big online presence," Morello says. "We didn't do it on purpose, it just happened. We're shooting live video, all my guys are happy to see me, they're smiling ... I have fun doing this. I have fun doing my route."

As we leave the small town of Nut-ley and continue on into another small New Jersey town - Bellville - we pull into another mom-and-pop outfit and a customer comes onto the truck. Morello asks about his recent purchase.

"How's your puller set?" asks Morello.

"Good, but I need the other one."

Morello flashes a smile: "Do you really? That's awesome. Why?" he begins. "No, no ... who am I to ask?"

The big picture

"You can set your watch by me," says Morello as he continues down shady summer streets.

For Nick Morello, it's a sweet life: hard work, but enough handshakes and cigars to keep him behind the wheel. For now, anyways. The journey hasn't always been easy, but it's certainly been rewarding.

"I'm very money driven," Morello says. "I know money's not everything - you need your health your family - I have all that, thank God. I've been broke. I've had some bad years, and my wife [has] stuck by my side through thick and thin."

Through all the highs and lows, Morello is glad he stayed in. At one

point, prior to going independent, Morello questioned whether his future was really in tool sales. He even consid-ered other jobs.

"The only thing I had at that point in my life was me, and my guys loved me," he says. "So I knew if I tried some-thing different and turned this [busi-ness] around, that my guys would stick with me and I'd be okay. Thank God I did. Before the internet we were really successful; the truck was always full and we were always doing [well]. Then the internet took off and we made a few extra bucks. I never thought in a million years we'd [be where we are now]. They always say, 'Don't wish for something ... you might get it.'"

"There's a lot of money to be made in this business, but it's hard to figure out how to do it," Morello says. "That's the problem."

For Morello, for now, business and life are good.

"I drive around. I've got a beautiful truck. I get to smoke a cigar in about an hour. I have a nice lunch, I get back in my truck, I finish my cigar, drive around and see some more guys and then go home. There are some hectic days, don't get me wrong. But this beats digging a ditch.

"My mother always says, 'You make it look easy,'" he continues. "But it's a tough business. This is the only thing I've ever done in my life is sell tools. Yeah I'm good at it; but I've made every mistake 10 times."

I asked Morello what his plan was in five, maybe 10 years.

"Not this," he laughs. Maybe a house in Florida on the beach, when the kids are out of school. Though it's difficult to imagine Morello not at the wheel of the tool-filled truck blasting island tunes, swapping jokes with his customers.

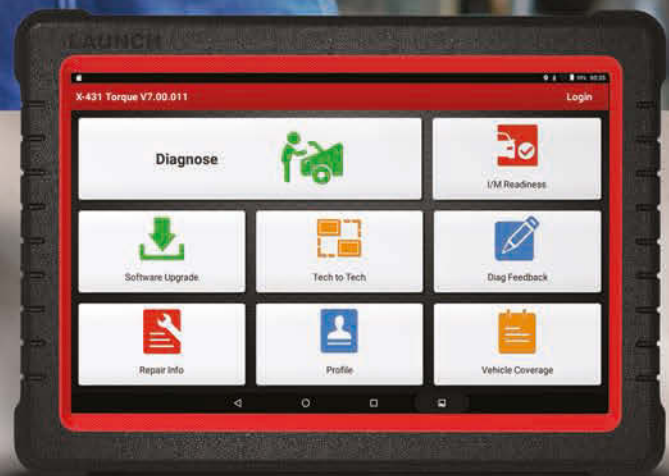
"I think there's more to do," Morello says. "I'm trying a couple things. I would love to work less. The only problem is ... everybody wants Nick. And they all want to talk." PD

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Rebecca Greene's route includes parts of Philipsburg and State College, Pennsylvania.



Set up for success

This International Terrastar is the foundation for Cornwell Tool dealer Rebecca Greene's well-organized and upbeat business.

By Sara Scullin, Editor



Cornwell Tools dealer Rebecca Greene has been selling tools since September, 2016. Greene travels parts of Philipsburg and State College, Pennsylvania. One word to describe her stops would be "variety." Greene visits high performance bike shops, small independents, large equipment specialty shops and standard auto dealerships.

Greene found her International Terrastar with help from Manager Mike Ward through the company Translease. For the most part, the truck has proved to be a reliable workhorse for the up-and-coming tool dealer.

"The Maxx Force 7 engine can present challenges," Greene says. "So diligence in proper maintenance is truly important."

Though she has no plans to upgrade in the near future, Greene does have a wishlist in the works for her next truck. Topping that list of 'must-have' features are a bookshelf to neatly house catalogs, a microwave and a drink chiller, as well as blue colored backlighting.

Her customers claim Greene runs a tight ship — er, truck.

"I get very positive feedback from clients about the immediacy of getting warranty work done for them, and also getting orders

delivered in a reasonable amount of time," she says.

Customers often comment Greene's truck is one of the neatest and cleanest that comes around.

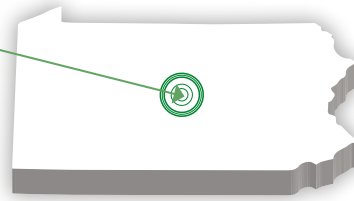
"Organizing [items] by service type and keeping things neat and very visible has [drawn] a lot of positive feedback," she says.

Greene is learning as she goes, but her business is already off to a promising start.

"I didn't know a lot about specialty tools when I started, but the gentlemen on my route have been the best teachers," she says. "They have shared lots of their experience and knowledge with tools and helped me to learn quickly. I try to keep a good attitude about what I do every day. I've learned if you personalize service and take good care of your customers, they will take care of you." **PD**



Rebecca Greene
State College,
Pennsylvania
Population: 41,992



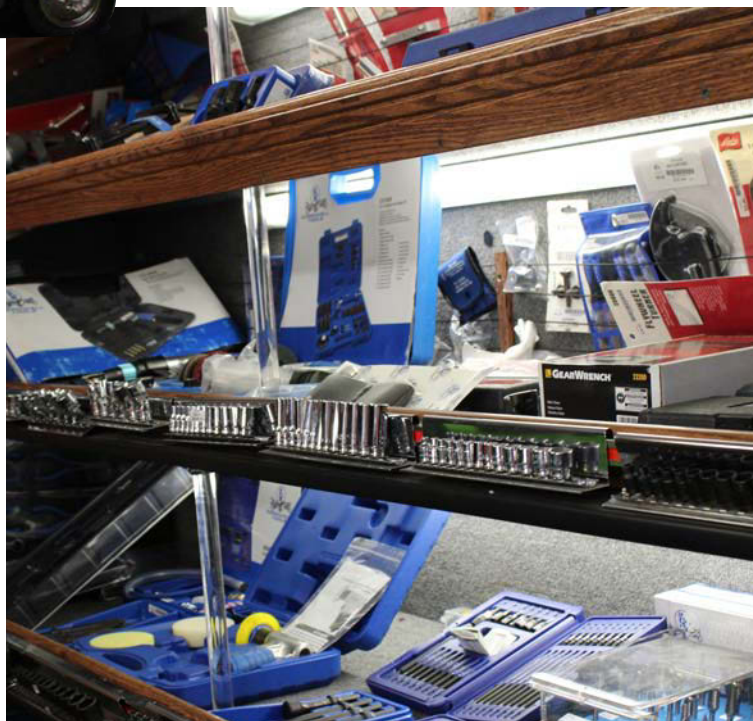
To view more photos of Greene's truck,
go to: VehicleServicePros.com/21011124

SHOW ME YOUR TRUCK



◀ **Left** - Cornwell Tools' Rebecca Greene drives an International Terrastar that she acquired through Translease.

▼ **Below** - "For the ease of my customers, I categorize items by service type. In the tire service area one would find torque sticks, tire depth gauges and the lug ripper. This allows for quicker service to the customer."



Greene displays "high-end" or heavy/bulky items in open cases so customers can handle items that can't quite be carried into the shop.

Show us your truck

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

Contact Editor Sara Scullin by email at Sara@VehicleServicePros.com for more information.



 **BOSCH**

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Invented for life

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MOST WANTED

A Jump Starter

The **Weego 44 Jump Starter** is designed to deliver plenty of power in an ultra-compact size. This jump starter includes Weego's patented Smarty Clamps, which incorporate lights and sounds to guide users through the jump starting process. This unit can also charge tablets and laptops via 5V and 19V outputs and includes a 500 lm dual LED flashlight. A 12V output is capable of powering portable tire pumps and other electronics. The Weego 44 is designed for 7L gas engines and 3.5L diesel, provides 400 cranking and 2,100 peak amps, and is certified IP65 for water, dust and dirt resistance.

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

C 1/2" Drive Aluminum Impact Wrench

The **Mac Tools 1/2" Drive Aluminum Impact Wrench**, No. MPF970501, features 1,100 ft-lbs of reverse breakaway torque and a twin-hammer mechanism for power and longevity. The tool also features a variable-speed trigger for speed control, reverse-bias motor for more reverse torque to remove stubborn bolts and a variable valve design for dialed in speed control. The impact wrench also comes in a 2" extended anvil version, No. MPF970501. The tools are textured with an anti-slip comfort grip.

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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, *PTEN*. Perhaps you've already received requests about some of these items. Take a closer look at stocking them.

B 1,500 lm Flood Light

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

Enter #22 at "e-inquiry" on VehicleServicePros.com

D AXONE HD

The **TEXA USA AXONE HD** truck package incorporates light, medium and heavy duty truck diagnostics software with a proprietary display tablet, the AXONE Nemo. The AXONE Nemo was fully developed in-house according to military standards for ruggedness and water resistance. It runs a full open version of Windows 10 Pro as its operating system, allowing additional programs and services to be loaded thanks to magnetic expansion modules. The operating system is supported by an Intel Quad Core processor, 256 GB SDD hard drive, 8 GB of RAM and boasts two 5MP cameras, in a completely sealed rugged outer shell and topped off with a 12" Gorilla glass screen. The tool offers parameter resets, bidirectionals, wiring diagrams and technical data. Updates are optional with no skip penalties.

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

E Pry Bars with Striking Caps

The **Lang Tools Pry Bars with Striking Caps** are U.S.A.-made, exceed ASME standards and feature a lifetime warranty. The strike protected hard capped handles are ergonomically designed for comfort, secure grip and durability. High carbon alloy steel runs all the way through the handle to the cap. The pry bars are available in 12", 17", 25", 31" and 36" sizes.

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



H ReadySmoke Smoke Machine

ReadySmoke by **Redline** is a compact smoke machine that is made in the U.S.A. A smoke machine allows technicians to quickly detect, locate and repair leaks in any sealed system. According to the company, ReadySmoke can pinpoint intake and EVAP leaks in minutes, saving hours searching for cracked or worn components, and allowing technicians to show customers the faulty parts and needed repair. ReadySmoke comes with a full accessory kit. Sized to fit securely in a toolbox drawer, ReadySmoke produces highly visible vapor to find leaks fast. ReadySmoke vapor is free of dyes and other contaminants.

Enter #28 at "e-inquiry" on VehicleServicePros.com



F Straight Jaw Tongue and Groove Plier

The **Channellock Straight Jaw Tongue and Groove Plier**, No. 440, is built to last with a PermaLock fastener designed to eliminate nut and bolt failure, patented reinforcing edge to minimize stress breakage and right angle, laser heat-treated teeth to provide an improved, longer-lasting grip. According to the company, these pliers are versatile, durable, strong and made in the U.S.A.

Enter #26 at "e-inquiry" on VehicleServicePros.com

G Electric Palm Sander/Polisher

The **6700-DCE Series Electric Palm Sander/Polisher** from **AIRCAT / Florida Pneumatic Mfg. Corp.** has three speed settings of 10,000, 7,000 and 4,000 rpm allowing for sanding, compounding and polishing. The 6700-DCE was designed to be quiet at a 70 d(B) A noise level and comfortable with a 0.5m/sec² vibration level. The sander maintains 85 percent of its speed under load. The 20' low voltage DC cable allows use around vehicles and in assembly areas. The sander comes with either 6" or 5" Velcro sanding backing pad, a four-ply, 100 percent twisted wool 6" polishing bonnet and a 6" foam polishing/compounding pad. The company boasts 80 percent energy savings, no blowing dust particles and exhaust air, easy hook-up and installation and shock-free operation.

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

I AC/DC Pulse TIG Welder

The **H&S Autoshot AC/DC Pulse TIG Welder**, No. HST201, is designed for aluminum and steel. This welder offers 99 percent efficiency PFC, 90 to 277V input, inverter power and 60 percent duty cycle at 200 amps, according to the company. The package includes: dual-voltage inverter power supply; TIG torch with quick-connect welding cable 12.5'; 200A work clamp with quick-connect welding cable 10'; 200A electrode holder with quick-connect welding cable 10'; foot pedal control with direct-connect cable 12.5'; 115V adapter; 2-gauge gas regulator; AK-2 torch kit and operator manual.

Enter #29 at "e-inquiry" on VehicleServicePros.com

J Mobile Air Conditioner Compressor Electronic Control Valve Tester

The **Techno Tools Corp. Mobile Air Conditioner Compressor Electronic Control Valve Tester**, No. EVDC100, tests electronic control valves in variable displacement mobile air conditioner compressors. This OEM-approved tool is placed in-line between the control valve and the wiring harness connector, and the electronic control valve regulates internal compressor pressure to change the compressor displacement. The tester regulates the input signal to the valve to verify the valve's operation. Manually controlling the operation and function of the valve helps lower repair costs and service time, and eliminates compressor misdiagnosis and unnecessary replacement, according to the company.

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2018 INNOVATION AWARDS WINNERS



Every year, the *PTEN* Innovation Awards feature the newest and most innovative products introduced to the automotive aftermarket. For 2018, *PTEN* received 142 submitted products spanning 27 different categories. Throughout the next several pages, you'll find product details for the winner in each of those categories. For more information on the complete list of 2018 nominees, with full product details, visit: VehicleServicePros.com/2018IANominees.

To view a full list of winners online, visit: VehicleServicePros.com/2018IAWinners.



Rotary Lift

Mach Flex powered by RedFire

Rotary Lift's Mach Flex powered by RedFire

wireless mobile column lift offers technicians the ability to lift most medium and heavy duty vehicles with a patent-pending remote control. The Mach 14 Flex has a rated lifting capacity of 14,000 lbs., while the Mach 19 Flex has a column capacity of 18,800 lbs. and can be used in two, four, six and eight column configurations. Using the remote control lets the technician move around the vehicle while

operating the synchronized mobile columns from anywhere in the bay for maximum visibility and flexibility. The Mach Flex also features LockLight technology which illuminates a built-in green light on top of the columns if a vehicle is in the air and the lift locks are engaged, indicating that it is safe to work on the vehicle.

CATEGORY: Lift, Jacks and Stands

Enter #31 at "e-inquiry" on VehicleServicePros.com

Bosch

HPT 500 High-Pressure Diagnostic Leak Tester

The Bosch HPT 500 High-Pressure Diagnostic Leak Tester

offers high-pressure leak detection for heavy duty vehicles and turbo charged passenger cars. The HPT 500 delivers leak detection smoke up to 20 psi, and is designed with durable construction for technicians and fleet owners. The HPT 500 is an ideal solution for testing and finding leaks in exhaust after-

treatment systems in medium and heavy duty vehicles. The machine includes a bottle of vapor-producing fluid, a remote control key fob, 120V AC power cable, a hex key and wand/tip adapter.

CATEGORY: Leak Detection

Enter #32 at "e-inquiry" on VehicleServicePros.com



Midtronics

Battery Diagnostic Service System

The **Midtronics Battery Diagnostic Service System**, No. DSS-5000, features Conductance Profiling, a patented technology designed to provide deeper information about battery State of Charge (SoC) and State of Health (SoH) with fewer Charge & Retest decisions. The technology also identifies batteries with low reserve capacity and flags reserve capacity issues to proactively avoid loss of vehicle function or no start conditions. The system supports diagnostics for conventional lead-acid, AGM and EFB batteries and advanced vehicle systems, including start-stop. The DSS-5000 features an easy-to-carry three-piece design, and includes a detachable controller with 5" full-color touchscreen display, tester pod and charging dock with an option integrated printer.

CATEGORY: Battery Service Equipment

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Snap-on Tools

4-Pack Black Cherry Hand Cleaner

The Snap-on Tools 4-Pack Black Cherry Hand Cleaner

No. WOD1125ACSA, removes shop grime with all natural, biodegradable ingredients without drying out skin, according to the company. The Snap-on Black Cherry Hand Cleaner is a concentrated, water-activated formula that naturally removes grime and grease with eco-friendly, 100

percent biodegradable surfactants. Even fifth-wheel grease easily washes away with the cherry-scented cleaner, the company says. Formulated with fibril, a cellulose scrubber, it leaves out skin-drying solvents. Soybean oil is added to ensure hands get clean and stay conditioned. It comes in a four-pack, with refill sizes available.

CATEGORY: Chemicals

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



Lumax

Heavy Duty Quick-Release Grease Coupler

The **Lumax Heavy Duty Quick-Release Grease Coupler**, No. LX-1403, has a compact, innovative design that enables it to firmly latch onto the grease fitting, enabling hands-free greasing in tight spaces, according to the company. The heavy duty quick release grease coupler locks on and creates a leak-proof seal. Pressurized fittings can be depressed by way of thumb lever and release of the coupler. The LX-1403 has a working pressure of 15,000 psi and burst pressure of 22,000 psi. The LX-1403 has four hardened jaws to withstand high pressures without deformation. The company boasts no spurts or splashes when disconnecting.

CATEGORY: Oil and Lube

Enter #35 at "e-inquiry" on VehicleServicePros.com

Streamlight

Stinger Switchblade

The Streamlight Stinger Switchblade

Switchblade is designed to be a compact, multi-function worklight for automotive professionals. The Stinger Switchblade is five lights in one: a drop light, hands-free light, bright white light, CRI light and UV light. The Switchblade offers a double-sided light bar that rotates 180 degrees to offer three lighting options. The white LEDs deliver 800 lm of area illumination; the CRI light with Streamlight's Color-Rite technology is used for paint matching or checking wires; and the UV light detects HVAC leaks or minor frame cracks. The light's magnetic base attaches to metal surfaces for task-specific lighting. Three hooks, including an integrated retractable hook, allow for multiple hanging options, and it folds for compact storage. The light is rechargeable via USB or any Streamlight Stinger charger.

CATEGORY: Lighting

Enter #36 at "e-inquiry" on VehicleServicePros.com



Snap-on

ZEUS Platform

The first tool to exclusively feature Snap-on Intelligent Diagnostics software, the **ZEUS Platform** (No. EEMS342) provides all the functions and repair tips that technicians need to quickly diagnose, repair and manage any vehicle issue. The ZEUS platform is designed to anticipate the technician's next move to



guide the user through every step, by displaying only the information that's relevant to the specific vehicle and fault code. ZEUS offers a scan tool, lab scope, functional tests and more. ZEUS uses "Smart Data" to automatically configure the display to show vehicle data parameters (PID) relevant to the fault code, while non-related data parameters are filtered out to save technicians time. It also highlights vehicle data that is out of expected range.

CATEGORY: Diagnostic Test Equipment

Enter #37 at "e-inquiry" on VehicleServicePros.com

Lisle

Oil Filter Plug for Cummins

The Lisle Oil Filter Plug for Cummins,

No. 57180, is designed to plug the oil filter when changing oil on 2013-2017 Dodge Ram Cummins 2500 and 3500 heavy duty trucks. The plug threads into the filter for a secure seal, allowing the filter to be removed from the tight space without spilling oil. The plug's T-handle is designed to make removal and installation easier. The tool also allows technicians to pre-lube the filter before installation.

CATEGORY: Specialty Tools

Enter #38 at "e-inquiry" on VehicleServicePros.com



Mac Tools

Heavy Duty Geared Air Saw

The Mac Tools Heavy Duty Geared Air Saw,

No. MPS1911,

is designed for use in muffler and exhaust applications, general

auto body repair, cutting work, sunroof installation and more. The dual-chuck Heavy Duty Geared Air Saw has a 9.5 mm cut capacity and includes a reverse gear mechanism that reduces stalling, helping to increase the lifespan of the tool, the company says. The tool features a lockout throttle design, 360-degree rotating exhaust that can direct air away from the user, and rubber grip that is resistant to most common automotive fluids. Another key feature of the Heavy Duty Geared Air Saw is it accepts both air saw and reciprocating saw blades, providing versatility to the user.

CATEGORY: Air Tools

Enter #39 at "e-inquiry" on VehicleServicePros.com



SP Tools/Schley Products

Toyota Parking Brake Tool

The SP Tools Toyota

Parking Brake Tool,

No. 14150, was designed to enable technicians to work safer and more efficiently when servicing the brakes on 2000 model year and newer Toyota Tacoma, Tundra, FJ Cruiser, 4-Runner, Land Cruiser and Camry vehicles. This tool is designed to quickly remove the parking brake hold-down cup in the confined area of the rear disc brakes. Without this tool, technicians will usually rig another system that's clumsy and cumbersome using screwdrivers and needle nose pliers. The 14150 was developed to do this job in a quick, one-handed manner.

CATEGORY: Brake Service

Enter #40 at "e-inquiry" on VehicleServicePros.com





LTI Tools

German Vehicle Rotating Ring Lug Nut Removal Kit
The **LTI Tools German Vehicle Rotating Ring Lug Nut Removal Kit**, No. LT4569, is designed to easily remove the rotating ring lug nut locks on Audi, BMW, Mercedes Benz, Porsche and VW. The kit includes a patent pending heat resistant silicone welding shield that protects the wheel from heat damage when MIG welding the rotating ring to the lug nut. Once the rotating ring is welded to the lug nut, users can remove the lug nut using the included twist socket. The kit also includes a lug nut removal twist socket. The LT4569A is a consumable item with factory defect warranty only. LT4569B has a lifetime warranty.

CATEGORY: Tire and Wheel Service

Enter #41 at "e-inquiry" on VehicleServicePros.com



Robinair

LD7 Premium Refrigerant Leak Detector
The **Robinair LD7 Premium Refrigerant Leak Detector** senses the most common refrigerants used today, including R-134a and R-1234yf. Two detection modes display proximity to leaks by either a bar graph or line graph. Audible chimes and visual graphs are designed to help technicians locate leaks faster. Both modes allow for the sweeping of a system, showing technicians when they get closer to a leak. An integrated UV LED light helps locate leaks when using UV dye for an all-in-one leak detection tool with a 10-year sensor life.

CATEGORY: Air Conditioning Service

Enter #42 at "e-inquiry" on VehicleServicePros.com



ALLDATA

Collision Advantage

ALLDATA Collision Advantage combines the power of ALLDATA Collision with the protection of estimate integration. Once a technician creates an estimate with any of the three major estimating systems, ALLDATA Collision Advantage analyzes it in seconds, then provides detailed OEM repair information and printable documentation, all on one screen, including OEM procedures and alerts, vital repairs and vehicle-specific manufacturer's positioning statements.

CATEGORY: Computers and Software

Enter #43 at "e-inquiry" on VehicleServicePros.com

Snap-on Tools

Digital Multimeter, Circuit Tester and "Y" Terminal Master Kit

The **Snap-on Tools Digital Multimeter, Circuit Tester and "Y" Terminal Master Kit**, No. EEDMCT-KIT, brings a digital multimeter, circuit tester and "Y" terminal adaptor set together in a 12V and 24V automotive master kit. As an answer to a growing need for varying size non-intrusive terminal adaptors, Snap-on developed the "Y" Terminal Adaptor Kit, No. MTTL900-KIT. Packaged with the Auto-Range AC/DC Digital Multimeter (No. EEDM504D) and the Interchangeable Tip 12V Digital Display Circuit Tester (No. EECT413), this is an all-in-one collection of electrical testing solutions. The foam organizer fits into a 4" by 18" tool storage drawer.

CATEGORY: Electrical Systems

Enter #44 at "e-inquiry" on VehicleServicePros.com



Snap-on Tools

Video Inspection Scope

The **Snap-on Tools Video Inspection Scope**, No. BK3000, detects problems in hard-to-reach areas and diagnoses issues from one screen. The scope is designed to minimize disassembly while diagnosing problems with its ability to reach areas under dash, in door and inside the transmission. With an 8.5mm high-res imager, this scope offers adaptable functionality with its three-step zoom, adjustable brightness and 180-degree image rotation. The scope has a five-key switch and 2.5" user-friendly LCD screen. The unit can store up to 30 images, is powered by AA batteries and is resistant to dust, dirt and water ingress for 30 minutes at up to 3m.

CATEGORY: Inspection Tools and Lab Scopes

Enter #45 at "e-inquiry" on VehicleServicePros.com



SP Tools/Schley Products

Sensor Socket Set

The **SP Tools Diesel DEF Tube Release Forks**, No. 15200, are used by technicians servicing modern diesel powered Ford and Dodge trucks. Newer vehicles are equipped with diesel exhaust fluid (DEF) systems requiring frequent service, and DEF Tube Release Forks enable technicians to work more efficiently, the company says. The set of forks include three sizes, each of which have two angles designed to depress the locks retaining the lines. The fork sizes fit most DEF fill and breather lines equipped on Ford and Dodge trucks, and the different angles access most locations.

CATEGORY: Hand Tools

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Milwaukee Tool

PACKOUT Modular Storage System

The **Milwaukee Tool PACKOUT Modular Storage System** is an attachment system which allows boxes, organizers and totes of multiple sizes and configurations to stack and lock together. An intuitive and quick attachment mechanism gives users the freedom to stack and lock PACKOUT tool boxes, organizers and totes of different sizes in numerous configurations that best suit their needs. The initial PACKOUT Modular Storage System will consist of eight products — three toolboxes, two organizers and three storage totes.

CATEGORY: Tool Storage

Enter #48 at “e-inquiry” on VehicleServicePros.com



Mitchell 1

ProDemand 1Search Plus

The **Mitchell 1 ProDemand 1Search Plus** features advanced search technology. It scans the Mitchell 1 content database and returns only the specific information needed for the year/make/model. OEM and SureTrack real-world information are more tightly integrated and returned together in a graphical layout, organized in the same flow that auto technicians use when approaching a diagnosis and repair. Technology exclusive to Mitchell 1 makes it possible to deliver more targeted results in a card format, organized from code to real-world component diagnostics, to OEM removal and replace. Technicians can see complete service information specific to the selected vehicle, making it easy to select the exact information they need to complete the job. OEM and real-world information is presented together on a single page, so technicians can spend less time scrolling as data is now categorized into more specific cards.

CATEGORY: Repair Information

Enter #49 at “e-inquiry” on VehicleServicePros.com



TEXA USA

AXONE HD

The **TEXA USA AXONE HD** truck package incorporates light, medium and heavy duty truck diagnostics software with a proprietary display tablet, the AXONE Nemo. The AXONE Nemo was fully developed in-house according to military standards for ruggedness and water resistance. It runs a full open version of Windows 10 Pro as its operating system, allowing additional programs and services to be loaded thanks to magnetic expansion modules. The operating system is supported by an Intel Quad Core processor, 256 GB SSD hard drive, 8 GB of RAM, and boasts two 5MP cameras, in a complete sealed rugged outer shell and topped of with a 12” Gorilla glass screen. The tool offers parameter resets, bidirectionals, wiring diagrams, technical data and more. Updates are optional with no skip penalties.

CATEGORY: Diagnostics, Heavy Duty

Enter #50 at “e-inquiry” on VehicleServicePros.com

SP Tools/Schley Products

Sensor Socket Set

The SP Tools Sensor Socket Set,

No.15300-EGT, is designed to remove exhaust temperature sensors on most modern automobiles. Because of heat cycles and the corrosive environment of the modern diesel exhaust system, the EGT sensors become very difficult to remove without destroying them. These sockets are designed to drive all six sides of the hex equally to reduce the chance of damage, and they are reinforced to eliminate flex. The complete set includes three different sizes (13mm, 14mm and 17mm) and two different styles engineered to remove most, if not all, EGT sensors used on cars, as well as light, medium and heavy duty trucks.



CATEGORY: Engine Service and Repair

Enter #51 at “e-inquiry” on VehicleServicePros.com



Bartec

QST250 Parking Sensor Tool

The **Bartec QST250 Parking Sensor Tool** is designed to give a visual indication of the output signals of parking sensors using ultrasonic sensors on a range of vehicles. The extended pick lead allows a single person to operate the vehicle and test the sensors while in the driver’s seat, ensuring the system can be safely tested by a service technician. The tool features wired detector extension, LCD screen, automatic test procedure, frequency meter, signal strength meter, low battery warning and auto switch off time, and a one year factory warranty. The kit includes four AAA batteries and a quick start guide.

CATEGORY: Body Shop

Enter #52 at “e-inquiry” on VehicleServicePros.com

Snap-on Tools

3/8” Drive Cordless Long-Neck Ratchet

The Snap-on Tools 3/8” Drive Cordless Long-Neck

Ratchet, No. CTR767, is designed for jobs that require reach, such as removing or installing timing belt, water pumps, valve covers and work near a firewall. The tool offers an extended 6” long neck and rugged construction that supports up to 40 lb-ft of torque output while the ratchet mechanism, head and neck are strong enough to handle 158 lb-ft of manual torque. The ratchet has a variable speed trigger for improved control and can reach 275 rpm free speed. The CTR767 is rechargeable and features a built-in fuel gauge to monitor battery capacity, and comes with two batteries, a charger and a charging cable.

CATEGORY: Power Tools

Enter #53 at “e-inquiry” on VehicleServicePros.com





ALLDATA

ALLDATA Diagnostics

ALLDATA Diagnostics turns any tablet into a scan tool. ALLDATA Diagnostics has a Vehicle Connection Interface (VCI) that attaches to the vehicle's OBD-II port and links wirelessly via Bluetooth to an Android or Windows 10 tablet. This scan tool has ALLDATA Repair or Collision built in, which allows codes to link directly to relevant OEM-direct articles, including interactive color wiring diagrams. Technicians can retrieve and clear manufacturer P, B, C and U codes. The tool also reads and displays PIDs, providing live sensor data from all modules and vehicle systems, and offers bi-directional component control. ALLDATA Diagnostics offers full system pre- and post-DTC scan reporting with PDF exports, and includes coverage for domestic, European and Asian vehicles. The tool enables technicians to access system tests, relearns, resets, initializations and calibrations as supported by the manufacturer. Users can also utilize Drive Test mode to access diagnostic features without being connected to the Internet.

CATEGORY: Scan Tools

Enter #54 at "e-inquiry" on VehicleServicePros.com



Snap-on

Heated Hoodie

The **Snap-on Heated Hoodie**, No. SSX17P111, was made to keep technicians warm and dry and their mobile devices charged. Rather than bulky warming layers that restrict movement, this Snap-on hoodie cranks the heat on its own for up to eight hours. The garment has a rugged, water-resistant exterior with a reflective logo. Inside, the hoodie protects the head, while banded cuffs, waist and thermal lining help retain core and extremity heat. An included battery pack regulates dual zones with three heat settings. The pack has a built-in flashlight, battery supply level display and USB ports to charge phones and electronics.

CATEGORY: Personal Gear

Enter #56 at "e-inquiry" on VehicleServicePros.com



Cal-Van Tools

Versa Drive 2 in 1 adapters

The **Cal-Van Tools Versa Drive 2 in 1 adapters** work with cordless or electric drills to allow the user to switch between bits and sockets without the hassle of changing adapters. The 3/8" adapter has a 1/4" hex built in to the drive the 1/2" drive has a 5/16" hex. To use, use a socket and then a bit without taking the time to loosen the chuck. These items are rated for use up to 167 ft-lbs of torque. The shank of these adapters is 1/4".

CATEGORY: Tool Accessories

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

Dent Fix

EZ Nitro Plastic Welder Kit

The **Dent Fix EZ Nitro Plastic Welder Kit**, No. DF-EZN1G, eliminates the need for refilling nitrogen tanks and has a smaller footprint, taking up less space in the shop thanks to its onboard nitrogen generator. The proprietary Flow Adjust Switch Technology (FAST) system makes the DF-EZN1G easy to learn and use, according to the company. Equipped with two welders, the DF-EZN1G incorporates both a nitrogen welding torch and an airless welding torch. The nitrogen torch is air cooled. The unit comes with plastic rod in various types and sizes to enable the user to weld different types of plastic and different types of damages. Also included is a roll of aluminum tape to hold parts together when welding. The hand seaming tool helps shape, flatten and ensure that repaired flanges and tabs are the correct thickness. The cart is equipped with a heat gun holster, and a power strip for powering other tools such as the optional digital set heat gun (No. DF-900HG) and thermal hot stapler (No. DF-800BR). The welder uses 110 V and a maximum of 10 amps, with a total consumption of 600 watts maximum.

CATEGORY: Welding

Enter #55 at "e-inquiry" on VehicleServicePros.com



Hunter Engineering Co.

AutoComp Elite Brake Lathe

The **Hunter Engineering Co. AutoComp Elite Brake Lathe**

has a patented automatic compensation technology that directly determines the position of the internal compensation plates without operator intervention. The 7" touchscreen provides a user-friendly interface that allows technicians to look up required adaptors, operate the lathe, including changing cutting direction and speed and view instructional videos. The interface also includes the BitMinder feature which monitors bit life and recommends replacement to improve cut quality and reduce waste. AutoComp Elite also includes patented Anti-Chatter Technology (ACT) which eliminates the buildup of vibration (chatter) that can occur when machining rotors at a fixed speed. This provides the smoothest possible rotor finish without the use of chatter bands or other cumbersome devices, the company says.

CATEGORY: Shop Equipment

Enter #57 at "e-inquiry" on VehicleServicePros.com



SNEAK PEEK

Welcome to Sneak Peek!

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



HEAD TILTS 120 DEGREES

The **Alert Stamping 600 lm COB LED Tilt Light**, No. KWR6CT, features a head that tilts 120 degrees forward and back, a 2,600 mAh Li-Ion battery and dual brightness levels. This light is IP54 rainproof and offers micro USB charging, battery level/charge status indicator lights, magnetic base, aluminum head and rubberized handle.

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



SELF-HEALING AND DENT RESISTANT

The **Cornwell 12-lb Soft Face Dead Blow Sledge Hammer**, Nos. CTHTC14G, features a self-healing and dent resistant hammer face. The hammer is made of high quality custom formulated hot cast polyurethane for long life and elasticity, and is impervious to oil and most chemicals. The hammer is molded in Trucothane with shot filled dead blow heads and offers an exclusive textured, non-slip, comfort contoured handle. The CTHTC14G weighs 12 lbs, has a 3-1/4" face diameter, head length of 8" and an overall length of 36".

Enter #61 at "e-inquiry" on VehicleServicePros.com

REMOVES PLASTIC OIL DRAIN PLUGS

The **Cal-Van Tools 4-pc Plastic Oil Pan Drain Plug Tool Set**, No. 38200, contains tools and bits to remove plastic oil pan drain plugs that are found on many late model Ford, Volkswagen, Audi and BMW vehicles, the company says. These tools will not damage drain plugs and are designed to slot in and release these plugs.

Enter #59 at "e-inquiry" on VehicleServicePros.com



FOR HEAVY DUTY AND COMMERCIAL VEHICLES

The **Allstart Heavy Duty Commercial and Truck Booster Cables**, No. 564, are extra long for front, side and back hook-up. These 20' cables have a 2-gauge wire for use with trucks and commercial vehicles. With 800 amp clamps, these cables are designed for heavy duty truck and commercial needs.

Enter #62 at "e-inquiry" on VehicleServicePros.com



FITS INTO HARD-TO-REACH PLACES

The **Steelman Slim Lite with 40' Cord Reel Kit**, No. 99761, is ideal for automotive repair shops and heavy duty truck repair shops. The glass-filled nylon Slim Lite body fits into narrow and hard to reach places. The low voltage light produces 500 lm of usable light with 16 LED while only consuming 3 watts of power. The kit comes complete with hardware for ceiling or wall mount and a low voltage power adapter.

Enter #60 at "e-inquiry" on VehicleServicePros.com



DBA RATINGS BELOW NORMAL CONVERSATION LEVELS

The **EMAX Programmable Air Line** is engineered and manufactured in the USA, and features second generation patent pending Whisper Series Air Silencers to reduce stationary compressor DBA ratings below normal conversation levels. Users can program the day, date and hours of operation; set PSI and RPM ranges; choose continuous variable speed operation or start/stop; and automatically set the time to drain the water from the air compressor tank. The compressors automatically shut down or provide a maintenance warning message when oil levels are low and oil or filters need to be changed. The Variable Frequency Drive Technology allows one unit to be programmed by the user to operate on the majority of input power options on the market.

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MONSTER



“Monster tool boxes are designed for guys like us. Heavy duty quality, dope designs & these Monsters can hold all size tools!”

- Willie B. stars in Two Guys Garage on Velocity, is the creator and host of Grudge Race on NBC Sports and is involved in Colorado Street Outlaws.

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NEW

WORK TABLE

MST8019
HD Adjustable Work Table with Drawer



Shown here holding the 5 Piece Capped End Curved Pry Bar Set (MST61366-958)

Enter 64 at "e-inquiry" on VehicleServicePros.com



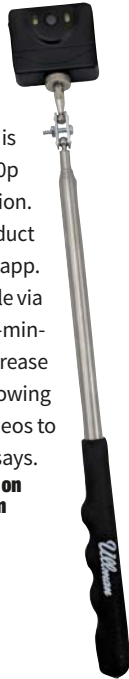
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SNEAK PEEK

CONNECTS TO SMARTPHONE VIA APP

The **Ullman Devices Digital Inspection Mirror** is a smartphone enabled 720p camera with LED illumination. Users can connect this product to their phone through an app. This product is rechargeable via micro USB port with a 30-minute run-time. Users can increase trust and credibility by showing inspection images and videos to customers, the company says.

Enter #65 at "e-inquiry" on VehicleServicePros.com



PROVIDE PROTECTION AND RESISTANCE TO PUNCTURE

The **OEMTOOLS Viper Flex 24996L Powder-Free Nitrile Gloves** are designed to provide increased protection and resistance to puncture, keeping the user's hands safe and clean from chemicals and oils. These 5 mil, powder-free gloves offer improved dexterity without compromising durability, the company says. These gloves are offered in sizes small through XXL, and come in packs of 100 or 500.

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CONFIRMS PROPER MIXTURE OF DEF

The **Central Tools Combination Refractometer for Coolant, Battery and DEF**, No. 3R401, is designed to combine what is traditionally two products into one. The coolant scale reads from 20 degrees F to -60 degrees F for both ethylene glycol and propylene glycol. The battery scale reads specific gravity from 1.10 to 1.40 and determines the charge state of either recharge, fair or good. The addition of a scale for Urea (DEF) reads from 30 percent to 35 percent with a dominant line at 32.5 percent, which is the ratio required for proper operation of the emissions system. This tool helps confirm the proper mixture of DEF as well as prevent coolant related problems.

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Enter #71 at "e-inquiry" on VehicleServicePros.com

**INCLUDES
BASIC
ALUMINUM
REPAIR TOOLS**

The **Dent Fix Equipment Aluspot Repair System**, No. DF-900B, offers an aluminum-specific stud welder with the ground integrated on the gun, Spitznagel design self-locking stud pull fingers and two kinds of alu-studs. The kit also includes a leverage puller, t-puller, metal bar for crease pulling, two kinds of brushes with metal bristles, stud cut pliers, a mobile storage cart with electrical power strip, consumable storage case, twist-on eyelids and safety glasses. The kit includes all the basics a shop will need to start repairing aluminum, although additional pieces are available separately to expand aluminum repair capabilities.

Enter #74 at "e-inquiry" on VehicleServicePros.com



**MANUFACTURED IN U.S.
FROM AMERICAN-MADE
MATERIALS**

The **ProMAXX Megan ProKit** is designed for the removal of broken exhaust manifold bolts in the Ford 6.2L V8 engine. Megan is available in two iterations: ProPlate for ProMAXX customers who already own one of the company's kits, or ProKit version, which comes complete with all the necessary tooling for new customers. ProMAXX tools are manufactured in the U.S. from American-made materials. The Megan comes standard with a limited lifetime warranty and free unlimited technical support.

Enter #69 at "e-inquiry" on VehicleServicePros.com

**DESIGNED FOR
HANDS-FREE GREASING**

The **Big Gator Tools Original G. Coupler Long Series** is a grease coupler tool designed to allow users to be hands-free while greasing. This patented, lock-on mechanism helps prevent mess and wasted grease. The coupler has a spring-loaded activation trigger. The lock-on mechanism has four hardened spring steel jaws that grasp onto the Zerk. A high pressure seal helps reduce leakage. This coupler is designed to work with all grease gun types, the company says.

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SNEAK PEEK

IMPACT- AND WATER-RESISTANT

The **DieHard Twist Focus 2,400 lm Flashlight** offers a beam distance of 300 meters. The anodized aluminum construction is designed to be comfortable and well-balanced. With an impact- and water-resistant, rubber booted tail cap switch and heavy duty, non-slip True Grip handle, this light is ideal for tough jobs. The Twist Focus technology allows users to move seamlessly from a spot to a flood beam. Light settings include high, medium, low and a flash setting. This flashlight offers a three-hour run-time and includes nine AA batteries.

Enter #68 at "e-inquiry" on VehicleServicePros.com



DELIVERS 148 FT-LBS OF MAXIMUM TORQUE

The **ACDelco Li-Ion 20V Brushless Impact Driver**, No. ARI20155, offers a smooth, short body design that delivers heavy impact. The advanced brushless motor delivers 148 ft-lbs of maximum torque. The ARI20155 weighs 2.86 lbs and features metal gearbox housing, variable speed with reversible and electronic brake control precision, built-in LED and battery power indicator.

Enter #70 at "e-inquiry" on VehicleServicePros.com



DOUBLE PISTON OIL-LESS COMPRESSOR

The **Mastercool Twin Turbo Complete Recovery Machine for R1234yf Vehicles**, No. 6930-YF, offers a double piston oil-less compressor and increased cooling by a large fan and condenser. Notable features include a safety high pressure switch, simple internal structure for field service, large volume recovery rate, injection molded high density polyethylene case for improved durability and front cover with built-in bumper guards to reduce damage to the control knobs.

Enter #75 at "e-inquiry" on VehicleServicePros.com

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-F3S Handheld HD Scanners

Model: F3SN Truck Pro; F3SG Master Pro

-F50X HD Code Reader Pro

Model: F506



Enter #76 at "e-inquiry" on VehicleServicePros.com



BLOW OUT CLOGGED TUBING AND PIPES

The **S&G Tool Aid Corp. Air Blow Gun Kit**, No. 99350, is designed for general air blowing applications, air drying of parts and blowing out clogged tubing and pipes. The accessories snap into place on the nozzle tube. The pistol grip blow gun is lever action with a variable air flow. The kit includes: 4" angled nozzle blow gun with hang-up slot, three tapered nozzles, high volume venturi nozzle, OSHA compliant safety nozzle and a clear plastic shield. The blow gun has a 1/4" NPT Female air inlet.

Enter #77 at "e-inquiry" on VehicleServicePros.com



CONVERTS BETWEEN A TWO-LEG AND THREE-LEG PULLER

The **Matco Tools 2-pc Indexing Gear Puller Kit**, No. MST52, allows users to index into position and stay in place with the ability to support the puller and quickly connect each jaw one at a time to the pulley without help due to the leg's indexing jaw design. Jaws are made of CR-MO with a chrome finish. The center screw is made of carbon steel with a black oxide finish. Users can convert between a two-leg and three-leg puller and reverse the jaws from external to internal style. The jaw operating range for the 2-ton puller is 1/2" to 3", and the 5-ton puller is 1" to 5".

Enter #78 at "e-inquiry" on VehicleServicePros.com

SNEAK PEEK



FLEXIBLE TIP PROBE FOR INSERTION INTO ANY EXHAUST

The **E Instruments F900 Forklift Exhaust Analyzer** with S-Probe and Flex Tip is designed to accurately measure CO from forklifts and small engines for CO safety testing, pre-compliance testing and engine tuning and maintenance. The F900 includes: 12" probe with S-type fitting and exhaust clamp; flexible tip probe for insertion into any exhaust; CO sensor; optional O2 sensor; optional wireless Bluetooth printer; rechargeable battery pack and AC charger; and factory calibration certificate for proof of accuracy.

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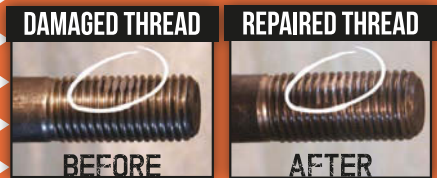
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Enter #81 at "e-inquiry" on VehicleServicePros.com

SNEAK PEEK



CAN WELD NEXT TO HEAT-SENSITIVE COMPONENTS

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

Enter #82 at "e-inquiry" on VehicleServicePros.com

**INCREASES
DRIVE INPUT TORQUE**

The **Spectools Box Wrench Power Conversion Attachment Set** converts either 1/4" or 3/8" drive mini head air or cordless ratchet to low profile box wrench output. 1/4" to 3/8" drive adapter included. The head fits most 1/4" and 3/8" power ratchets with round necks up to 1" diameter with 1-1/2" min length. This set increases drive input torque by up to 30 percent, with 40 in-lbs max input, the company says. The slim 1/2" thick profile is designed into fit into narrow and hard to reach areas.

Enter #83 at "e-inquiry" on VehicleServicePros.com



**CLEANS AND FOCUSES DIRTY
WAVEFORM SIGNALS**

The **Autel MaxiScope MP408** is a four-channel oscilloscope designed to measure and test all modern vehicle electrical components and circuits. Notable features include: Low Pass Filter feature to clean and focus dirty waveform signals for easier diagnostics; one-click auto setup of voltage scale and time base; works on advanced sensors and circuits including LIN, CAN and FlexRay data bus systems; intuitive UI design with easy trigger point adjustment and real time scale information display; free software updates; and portable and strong house with protective rubber boot. This tool includes a one-year warranty.

Enter #85 at "e-inquiry" on VehicleServicePros.com



**FOR SMOOTH WELD
BLENDING**

The **Walter Surface Technologies ErgoFlex Abrasive Discs with Cyclone Technology** are designed for smooth weld blending on both flat and curved surfaces. These discs help allow for comfortable working angle and cleaner, quieter grinding operations. An aggressive 36 grit or higher abrasive grain blend removes materials fast with minimal gouging risk, the company says. ErgoFlex is suitable for a wide range of grinding operations including grinding welded steel and stainless steel, heavy grinding, weld removal and beveling.

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SNEAK PEEK



ATTACHES TO MOST METAL SURFACES

The **Bayco Products Model SL-868 LED Worklight** is designed for portability and functionality. The light features a 40' heavy duty 18/3 SJT retractable cord and a rare-earth magnetic base that attaches to most metal surfaces. The light swivels to illuminate different directions, and a single switch activates the 950 lm floodlight that emits from a 10W LED. The light is built with a tempered glass lens and features a powder-coated aluminum finish for improved durability. The SL-868 is backed by a one-year limited warranty.

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DESIGNED FOR SAFETY ON THE JOB

The **Channellock Insulated Pliers** are designed for professionals who need high quality OSHA-compliant pliers for safety on the job. This pliers line includes four tools: 8" Long Nose Pliers that feature a long, streamlined design for precision handling and XLT Xtreme Leverage Technology to enable cutting with less force; 7" and 8" Diagonal Cutters featuring strong lap joint construction and a durable diagonal cutting-edge design; and 8" Combination Pliers that feature XLT technology, crosshatch teeth for tighter grip and a pipe grip design to accommodate many shapes.

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FOR SERVICING THE BALANCER OR FLYWHEEL BOLTS

The **OTC Flywheel Holding Tool**, No. 6759, keeps the flywheel in place for servicing the balancer or flywheel bolts. The tool mounts in place of the starter and then engages the flywheel ring gear teeth. The tool is similar to the EN-50792, the company says. Applications include 2013-14 Cadillac ATS, 2014 Cadillac CTS, 2013-14 Chevrolet Malibu, 2014 Chevrolet Impala and 2014 Buick Regal 2.0L and 2.5L engines.

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THERMAL IMAGING ATTACHMENT FOR SMARTPHONES

The **FLIR ONE Pro LT** is a thermal imaging attachment for smartphones. The FLIR ONE PRO LT is powered by the company's Lepton thermal microcamera core and builds on the features of the ONE Pro. Key tools include patented MSX image enhancement, which combines thermal and high-definition camera images to produce crisp detailed images; video signal processing technology to deliver improved image quality and clarity; and patent-pending OneFit camera connector that allows users to adjust the device to attach to their smartphone through many popular protective cases.

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Beta

Professional Hand Tools and Tool Storage

ITALIAN DESIGN SINCE 1939



C275 Collapsible Tool Trolley

Offers technicians a unique tool storage unit that collapses for easy transportation or storage. When collapsed, it has a centralized locking system that secures with keys provided. The two center tray drawers slide-out in either direction enabling easy access to tools.



C57SP Wall Mounted Pegboard Cabinet

- Aluminum roll-up door with lock
- Three removable perforated metal panels
- Dimensions: 67"x37"x7"

C41H Tool Trolley

- 3 roll-out drawers (key-locking)
- Removable top box with handle
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BY DAVID BRIERLEY,
MANAGING EDITOR

920-563-1622

David@VehicleServicePros.com

Dealing with diesel engine service

Introduce customers to specialty tools that can help resolve their diesel engine woes.

Diesel engine service can present unique challenges to technicians. From maintenance items such as removing fuel injectors or cleaning exhaust gas recirculation (EGR) systems, to repairs such as broken bolts in an exhaust manifold, each issue encountered can lead to increased repair time and decreased profit. Fortunately for technicians, there are specialty tools that can help alleviate these challenges. And fortunately for mobile tool distributors, many technicians don't yet know about these tools. This creates an opportunity to educate customers about these tools and why they could be a sound investment.

Fuel injector removal

Fuel injectors are a relatively common maintenance item when it comes to diesel engines. Over time, they can become clogged or coated with

carbon and need to be cleaned. Alternately, fuel injectors can become worn over time due to abrasion caused by fuel impurities, or fail for myriad other reasons. In any case, the resulting work is the same: the fuel injector needs to be removed from the engine.

The problem

This service item can present problems to technicians when injectors are difficult to remove or in a tight spot that is hard to get to. In some cases, the engine may even have to be removed from the vehicle in order to get the fuel injectors out, or the injector may be damaged upon removal. This all leads to the technician not being able to perform his or her job in a timely, efficient manner, resulting in decreased profits.

"If a technician removes a fuel injector improperly, or is unable to remove a fuel injector in the normal timeframe for some unforeseen reason, it can decrease their potential profits and cost them or the shop extra money because of a damaged injector," says Chad Schley, owner of Schley Products.

The solution

Vehicle OEMs sometimes sell tools that can help alleviate these problems, but often the aftermarket version is more efficient and decreases the risk of damaging the part. For example, SP Tools/Schley Products' new 16400 Injector Puller Kit removes injectors on 2011-2016 GM pickup trucks equipped with the Duramax LML engine.

"The GM factory tool is known for rocking the injector back and forth, which can bind the injector into the head and potentially cause damage to either the injector or cylinder head," Schley says. "The 16400 Injector Puller Kit lifts



The SP Tools Injector Puller Kit, No. 16400, is designed to remove diesel injectors on 2011-2016 GM pickup trucks equipped with the Duramax LML engine.



Upcoming topic:
Look for information on stocking and selling the following category:
Fastener Removal Tools
(September)

the injector straight up and out, without rocking the part back and forth. This reduces the possibility of damaging any items in the process, and it also helps the technician work more efficiently and do the job quicker.”

Another series of injector pullers is made by Hazet, a manufacturer of hand tools, tool trolleys and equipment. Hazet’s 4798-6/8 can be used for extracting diesel injectors on brands such as Bosch, Delphi, Siemens and Denso, according to Tobias Albertz, marketing and advertising at Hazet.

“[Technicians] can extract injectors without having to remove delicate parts like electrical plug connection or injector head,” Albertz says. “This way, you’re saving the time it would take to dismantle and/or recalibrate the injector.”

EGR system cleaning

EGR systems recirculate diesel exhaust back through the engine to reduce nitrogen oxide emissions. Carbon begins to build up in the system and can eventually clog it, leading to reduced engine performance and fuel economy. When this occurs, the system needs to be cleaned.

The problem

Technicians typically go about this task by dismantling the EGR system and cleaning or replacing individual parts, such as the EGR valve, EGR cooler, turbo or DPF filter. EGR systems are somewhat complicated, however, and dismantling and putting them back together can be an inefficient way to resolve the issue.

The solution

Products such as the MotorVac DieselTune Emissions and Intake Cleaning Tool, from CPS Automotive, are designed to specifically address this condition. This product works by injecting a cleaning solution into the EGR system, eliminating the need for most disassembly.

“The tool creates a foaming action that removes carbon buildup without damaging components,” says Mark Kustra, automotive product marketing manager at CPS Automotive. “This rapidly dissolves the deposits, eliminating the issues commonly associated with plugged EGRs.”

Kustra explains that major diesel fleets are looking for ways to address EGR issues, making these types of stops a good opportunity for mobile tool distributors. ➔

➔ Products to Stock



Hazet
Universal Injector
Extraction Tool Set,
No. 4798-6/8

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ProMAXX
Nino Exhaust
Manifold Repair Tool

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SP Tools/Schley Products
Injector Puller Kit, No. 16400

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**MotorVac from CPS
Automotive**
DieselTune Emissions and
Intake Cleaning Tool

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VehicleServicePros.com**

New Injector Engine Tool Range from HAZET

Saves time thanks to fewer work steps

Anyone who is looking for a new expert tool for working on passenger cars and commercial vehicles will find something at HAZET: The Germany-based manufacturer of quality tools and workshop equipment presents a new extraction and injector tool range, among other things, on four pages in its current promotional brochure "special worldwide 2018".



Extraction tools

The universal injector extraction tool set with the product number 4798-6/8 enables the removal of the injectors without having to remove the electrical plug connection or the injector head beforehand.

Therefore - without any previous injector defect -

reinstallation can be done without recalibration. The universal set is suitable for extracting diesel injectors on brands such as Bosch, Delphi, Siemens and Denso. It consists of

a set of special pliers for a secure grip in the clamping jaw receptacle on the injector, two individually attachable handles with

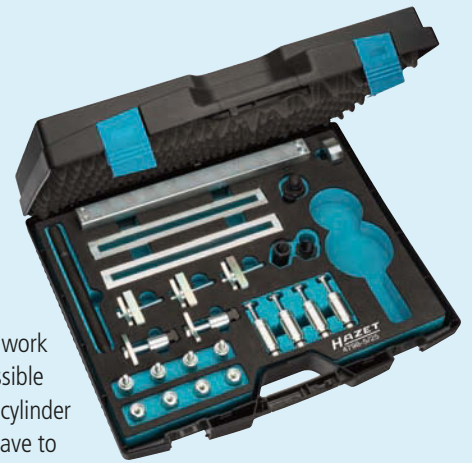
joint adapter for pulling and twisting the injector at the same time, as well as a Bosch special adapter for a secure encompassing grip of the injectors. This ensures a consistent transfer of power.

HAZET also offers a universal injector tool set for Denso injectors, among other things, installed on Toyota, Nissan, Mazda, GM and Lexus, under the product number 4798-7/14. Five injector adapters and a sliding hammer are included in this 14-piece set.

For tough cases

HAZET developed the universal injector removal tool set 4798-5/25 (mechanical extraction of the Bosch injectors) especially for removing very tight injectors. This set now enables easy extraction of injectors that can normally only be extracted with a great amount of force due to severe coking. The heavy duty supporting bridge can be individually adapted to the space available and the supporting options on the cylinder head. The feed shaft M18 and the thrust bearing ensure high tractive power. A huge amount of

time saving in the work process is also possible here since neither cylinder head nor engine have to be removed. In line with this, the adapter plate 4798-22, which is available as an option and is attached to the side of the engine, creates a straight contact surface (suitable for models by Renault, Opel and Nissan 2.2 to 2.5 dCi with the engine code G9T or G9U).



Adapters and sockets

The injector adapter set 4798-11/5 (Bosch) is also suitable for working on engines in which two injectors are held with a double holder, and where two injectors always have to be extracted at the same time during removal. This expansion set contains an 8 2/3 in. long spindle M18 x 1.5 and a thrust bearing.

Workshop professionals can find the five injector sockets for Siemens or Bosch injectors under the product numbers 4798-13 up to 4798-17. They each have a wrench size of 25, 27, 28, 29 and 30 mm and are used to easily and safely remove the electrical plug connection on the injectors.

HAZET supplies more adapters and adapter sets for diverse car models under the product numbers 4798-12/13, 4798-21/2 and 4798-10/3. They either create straight contact surfaces or enable partial disassembly of the injector and therefore also direct connection with a feed shaft.

Using the removal tool 4798-8/8 saves a decent amount of time - about six hours - for Mercedes-Benz models since the engine no longer has to be removed to disassemble the injectors and very tight injectors can now also be easily removed.

Hydraulic cylinders

Last but not least, these new items are topped off with two hydraulic cylinders. The 20t hydraulic cylinder no. 4798-20 is suitable for very tight injectors together with the HAZET tool set 4798-5/25 described above. Its working pressure is 700 bar and its dimensions are 4 x 2 1/2 in. with a 5/16 in. stroke. The mechanical 12t hydraulic cylinder from the set 4798-9/6 stands for low-cost



hydraulics since a hydraulic pump is no longer required. Its very low installation height of just about 2 in. is also of an advantage. The spindle nuts M10, M12, M14 and M18 are included in the set. A shear pin on the spindle drive protects against overload.

Further information is available in the new HAZET promotional brochure special worldwide 2018, online at www.hazet.com, on the HAZET Youtube channel or from authorised specialist dealers.



WORTH KNOWING!

The special screwdriver socket with the product number 4798-18 from HAZET disassembles the solenoid connection in Bosch injectors. It has a wrench size of 10 mm, drive 12.5 mm = 1/2". Its face hole in the wrench profile enables access to the ring nut. It is used in combination with the injector removal tool 4798-5/25 and the 1/2" 90-teeth reversible HiPer ratchet 916HP with a real 4° ratcheting angle.

About HAZET:

The Remscheid, Germany-based company HAZET is a leading manufacturer of quality hand tools, tool trolleys and equipment for professional applications. HAZET has 150 years of experience in developing and producing standard and specialty tools for industry, trade, automotive engineering and aeronautics. The company boasts a huge manufacturing range of over 5,500 different tools and as well as a wide spectrum of specialty tools for all renowned car manufacturers, torque tools and tool trolleys under the "Assistent" brand. An exceptionally high proportion of these, about 80%, are "Made in Germany." HAZET employs over 500 staff in four German factories (three in Remscheid and one in Heinsberg).

Many of the company's products have won the iF Design Award from iF International Forum Design GmbH, as well as the RedDot Design Award from Design Zentrum Nordrhein Westfalen e.V. HAZET was voted one of the "TOP 100 most innovative medium-sized companies" in 2011 and 2012 in recognition of its constant innovation and impressive inventive talent. In 2017, HAZET received the "TOP employer" award once again after previously winning it in 2014. In 2016 and 2018, HAZET won the "Eisen" Innovation Award at the International Hardware Fair (Internationale Eisenwarenmesse) in Cologne and last but not least, the red dot design award in 2017 for its VDE torque wrenches. ■

www.HAZET.com

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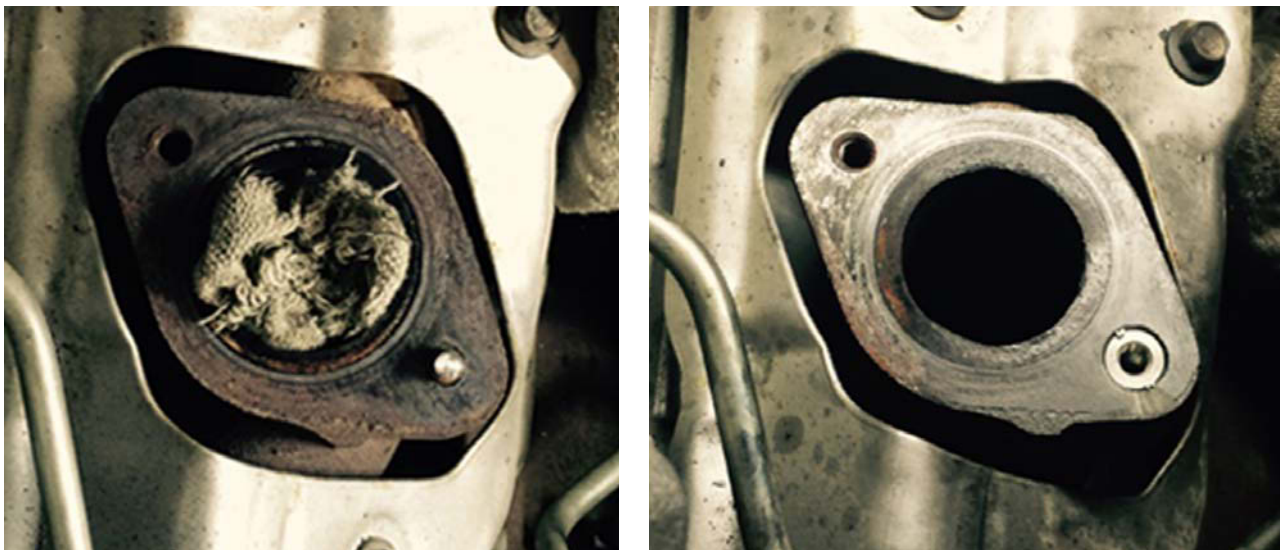
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An exhaust manifold with a broken bolt, before (left) and after (right) being repaired using the ProMAXX Nino Exhaust Manifold Repair Tool.

“The trend is to adjust the preventive maintenance schedule to include EGR cleaning,” he says. “These fleet managers are saving the cost of expensive repairs by shifting resources to the maintenance side.”

EGR valve replacement

Even with regular cleaning and maintenance, EGR valves do sometimes need to be replaced. Also, in some states that do not require EGR systems on diesel engines, fleets may choose to have the entire system removed from some vehicles. In both of these situations, technicians need to remove the EGR tube.

The problem

In many cases, the bolts holding the EGR tube to the exhaust manifold will break, significantly increasing repair time.

“That takes roughly a few-minute EGR [valve] repair or replacement and could turn it into a full day job ... 8 hours,” says Jeffrey Del Rossa, president of ProMAXX.

Del Rossa explains that this is because most technicians will then attempt to drill out the broken bolts, a difficult process when dealing with something like a 6mm titanium bolt.

The solution

ProMAXX offers a solution that may be able to reduce the time this repair takes on the 6.7L Ford diesel engine. The kit works by drilling the broken bolt out to 12mm, and adding a stainless steel insert that locks into place.

“The ProMAXX Nino EGR Tube Repair Kit tool drops right into the exhaust manifold on the 6.7L Ford diesel, and allows [technicians] to take the bolts out and redo the bolts,” Del Rossa says. “[They can then] put inserts in there to replace and repair it in under an hour, saving the shop a full 7 hours.”

Del Rossa notes that ProMAXX also makes kits for other Ford, International and GM diesel engines.

Making the case

One of the best ways to sell specialty tools is to educate yourself and know the product. Most companies offer a plethora of information on their websites, with many including pictures and video instructions, which can serve as helpful demonstrations for a tool that would be otherwise challenging to show on the tool truck.

Another good tactic is to explain the return on investment (ROI), and how quickly that can be realized in time


savings alone. Schley Products’ Chad Schley says that the company’s 16400 can be paid for in just a few uses.

“Specialty tools such as this are an investment, allowing technicians to increase their profit earning potential during a typical work day,” he says. “After using the 16400 injector puller a few times, the tool’s return on investment is realized.”

ProMAXX’s Del Rossa also explains how the Nino’s ROI is realized.

“The average diesel bill rate across authorized dealerships is about \$120 an hour,” Del Rossa says. “If they can bill five hours and it takes them about an hour to make the repair, they can save four hours ... at \$120 an hour ... that’s [nearly] \$500. They’re going to pay for the tool the very first time they use it.”

Conclusion

Diesel engine service tools can be a relatively easy sell when the right products are offered to the right audience. When selling these types of specialty tools, it’s important to seek out fleets, dealerships and independent shops that service diesel engines specifically. Customers here will be more likely to appreciate the value these products can add to their business. 

PRE-SCAN & POST-SCAN

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FROM TOOL - WIRELESSLY PRINT & EMAIL REPORTS TO SUBMIT FOR INSURANCE CARRIER APPROVAL

SCAN MORE VEHICLES - GET MORE PROFIT OUT OF EVERY ESTIMATE

PRE-SCAN



TEST ALL MODULES IN ALL VEHICLE SYSTEMS



Fast & Easy Reports

Step 1: AutoSCAN the Vehicle

- AutoVIN instantly identify all vehicle information
- AutoSCAN all available modules in all systems
- Single screen list all DTCs and code details

Step 2: Print Pre-SCAN Report

- Take vehicle pictures and attach to SCAN report
- Single button generates dated report file to submit
- Report is customized with shop and vehicle info
- Expedite insurer approved repair estimate
- Avoid additional insurance authorizations

Step 3: Repair Vehicle

CREATE EFFICIENT REPAIR PLAN FROM THE START



Step 4: AutoSCAN Repaired Vehicle

- Ensure no new faults were created during repair
- Confirm no DTCs are present at completion
- Ensure vehicle is repaired and safe for customer

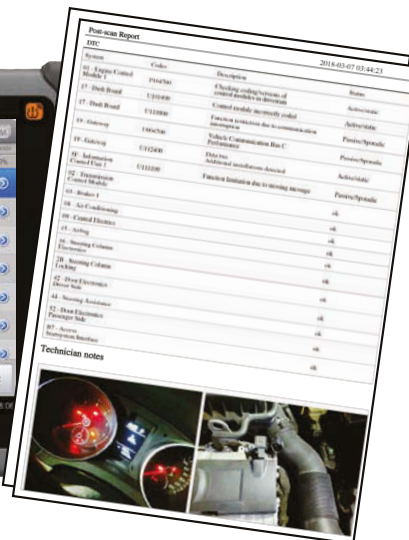
Step 5: Print Post-SCAN Report

- Prove all DTCs on Pre-SCAN report are fixed
- Dated SCAN report to confirm project complete

POST-SCAN



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AUTEL

SP AIR The Perfect Mini Impact Ratchet

This ratchet features a patented high speed and sealed head mechanism.

The **SP Air The Perfect Mini Impact Ratchet** features a patented high speed and sealed head mechanism and is designed to be up to four times faster than a standard ratchet. The tool offers one-handed operation for the forward and reverse lever, and the sealed head helps prevent the spread of the ratchet housing while protecting the tool's functionality from dirt and dust. The ratchet is available in 1/4" (SP-7260RP) and 3/8" (SP-7265RP) sizes.



Application

The SP Air The Perfect Mini Impact Ratchet fits into tight working spaces and is designed to help technicians get jobs done quickly.



Origin

SP Air Corp. has two patents on their Sealed Flat Head ratchets, and is also well known for its high speed, high torque and reaction free impact ratchets. Based on customer requests, they combined the two types of ratchets to develop "the perfect impact ratchet."

Features and benefits

- Up to four times faster than a standard ratchet, according to the company.
- Offers high speed and high torque.
- Allows one-handed operation for the forward and reverse lever.
- The reaction free operation helps protect technicians from harm to wrists and knuckles.



Selling points

- This ratchet features a patented single dog clutch mechanism that provides a maximum speed of 600 rpm and a maximum torque of 45 ft-lbs.
- The patented sealed head mechanism helps prevent the spread of the ratchet housing and protects the tool's functionality from dirt and dust.
- Fits into tight working spaces.

Manufacturing specs

This ratchet offers a full metal housing with a comfortable grip for ease of use, as well as a flip thumb lever for one-handed forward and reverse operation. The overall length is 7.5" and the unit weighs 1.6 lbs.



To watch a video demonstration of this product, visit: VehicleServicePros.com/21013027



Suggested retail price

\$285



For more information

Sandy Allen
541-953-0679

www.spairusa.com

Enter #97 at "e-inquiry" on VehicleServicePros.com

H&S AUTOSHOT

AC/DC Pulse TIG Welder

This unit is designed for professional TIG or Stick welding.

The **H&S Autoshot AC/DC Pulse TIG Welding System**, No. HSW-6321, is designed for aluminum and steel alloys and provides 30 to 200 amps of power on either a 115V or 230V line. The welder features digital control selection of lift-arc, HF or MMA modes, 2T/4T trigger, square, sine, triangle AC or DC wave form, pre and post gas, slope, power range, pulse, frequency, AC balance and 10 program memory. The standard package includes the pulse inverter power supply, HSM17 TIG torch 12.5', 200A electrode holder 10', 200A earth clamp 10', foot pedal control 12.5', gas regulator with hose, AK-2 kit and operator manual.



Features and benefits

- This system is a complete package that includes a power adaptor, torch, earth clamp, foot pedal, regulator and AK-2 kit.
- Compact and versatile with advanced features for controlled professional welds on the thinnest aluminum and steel alloys.
- Features three AC wave forms: sine, triangle and square (as well as DC wave).
- Features Pulse with adjustable duty (5 to 95 percent) and AC frequency (0.05 to 900 Hz).
- Features balance control (cleaning/penetration and AC frequency (50-250 Hz).

Selling points

- Professional pulsed TIG system for all aluminum and steel alloys with program storage.
- Compact dual-voltage unit offers features only available in competitor's 3-phase shop model, according to the company.
- TIG functions include 2T or 4T trigger, HF or lift-arc start, pre- and post-gas and current slope.
- Standard stick (MMA) functions include adjustable start, current and arc force.

Application

The H&S Autoshot AC/DC Pulse TIG Welding System, No. HSW-6321, is designed for professional TIG or Stick welding on aluminum or steel alloy brackets, tubes or panels.

Origin

H&S Autoshot developed this unit to offer a full-featured AC/DC Pulsed TIG welder that was compact, powerful and available at a "reasonable" cost to the consumer.

Manufacturing specs

This unit features power factor correction inverter technology that provides 200 amps of high efficiency power with a 35 percent duty cycle and improved operator control. The unit weighs 32 lbs.

Storage and display

These units are sold individually.

\$ Suggested retail price
\$2,295

i For more information
info@hsautoshot.com
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VehicleServicePros.com

ALERT STAMPING

Weatherproof Retractable Extension Cord Reel

This reel brings electrical service to the vehicle for utility and tool operation.

The **Alert Stamping Weatherproof Outdoor Reel** is NEMA 3R rated, with a single female 5-15C connector and weather cap. This reel is available in two styles: The 5320T-SW features a 20' SJTOOW 12/3 cord, 15 amp resettable circuit breaker, molded cord stop and a pigtail that is 60" SJTOOW 12/3 w/lighted male 5-15P outdoor plug; the 5330M-SW features a 30' SJTOOW 14/3 cord, 13 amp resettable circuit breaker, molded cord stop and a pigtail that is 60" SJTOOW 14/3 w/Lighted Male 5-15P outdoor plug. Each includes an "L" style mounting bracket and hardware.



Application

The Alert Stamping Weatherproof Outdoor Reel is designed to bring electrical service to the vehicle for utility and tool operation.



Origin

Alert Stamping developed this reel to address a need for reels that can deliver power to vehicles in damp or wet environments. Although the company has manufactured retractable reels for over sixty years, the challenge in developing this series was to develop approved weatherproof reels.

Manufacturing specs

The Weatherproof Retractable Reel was designed by Alert's in-house team located outside Cleveland, Ohio. The reels are manufactured in the company's China factory. The components vary in material and are designed to suit their application. The reel features a coated steel mounting bracket, copper cord, high impact ABS housing and SJTOOW outdoor rated oil resistant cord jacket insulation. The unit weighs over 10 lbs.

Storage and display

This product is box packed, and Alert Stamping will provide a multicolor PDF sell sheet detailing the operation and application of the reel. The company suggests mounting the reel in the truck using the universal metal mounting bracket to allow live demo of the retraction.



Features and benefits

- Offers the ability to connect vehicles and a service outlet in wet conditions.
- Vehicles can remain outdoors and be plugged in for engine block heaters, on-board equipment operation and battery charging.
- Eliminates the need for the technician to manage unruly extension cords.
- Payout end features a NEMA 5-15P single female connector.

Selling points

- High markup price, according to the company.
- Unique weatherproof design.
- This reel is NEMA 3R Rated.
- Available in 20' 12/3 and 30' 14/3 SJTOOW.
- Powder coated steel mounting bracket and hardware included.



Suggested retail price

\$200+



For more information

Ralph Technow
800-400-5020 EXT. 223

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LOCK TECHNOLOGY

Texas Twister Air Hammer

This tool is designed to take the place of a slide hammer.

The **LT855-AH Texas Twister Air Hammer**, Patent No. 7,036,211, can be used as a hammer or a puller. It is a double duty air hammer. The LT855-AH can be used with the LT855A Texas Twister Air Hammer Pulling Kit. Install the included air piston lock into the quick connect chuck in front of the gun to create a pulling force from the rear of the gun. The LT855-AH air hammer is versatile; it can be used from the front or from the rear.

Application

The Lock Technology Texas Twister Air Hammer is designed to take the place of a slide hammer for applications in automotive, marine, aircraft, farm implement, heavy construction equipment and industrial markets.

Origin

Casey Tool developed this product to allow technicians to better utilize an air hammer as a puller.

Selling points

- Double duty air hammer.
- Can be used to pull or pound.
- Unique, innovative product, the company says.
- Compatible with the Texas Twister 855 kits already in market.

Manufacturing specs

This product is made in Taiwan and offers 2,500 bpm. It has a 3/4" bore diameter, 3-3/4" piston stroke, 1/4" NPT air inlet, 3/8" ID hose size and 4 CMF. This tool is 10" long and weighs 5 lbs.

Storage and display

The Texas Twister Air Hammer is shipped in a blow molded case with one unit per box. There are six units per master carton.

Features and benefits

- Easy to use: simply install the included air piston lock into the quick connect chuck in the front of the gun.
- Can be used from the front or from the rear, offering technicians a choice.
- Converts to a pneumatic slide hammer with the Texas Twister 855 kit.
- Connects directly to the work fastener to be pulled for more direct pulling power.
- Includes one-year warranty.

\$ Suggested retail price
\$319.95

i For more information
LTI Tools
708-728-2500
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QUICK SWITCH RETAINING RING PLIERS



Tip Diameters:
.038", .047"
.070" and .090"

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and 90°



- Available individually and in 12- or 6-piece kits
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- Cushioned grip handles
- Ergonomically designed switch allows user to change between internal and external with ease without separating the pliers
- Kits packaged in plastic blow molded cases for protection and easy use

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Hand Tools and Specialty Tools

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DRIVING SALES

Hand Tools and Specialty Tools

DESIGNED FOR MAXIMUM TRANSFER OF TORQUE

The **Mayhew Tools 4-pc ProGrip Hook & Pick Set**, No. 13094, was designed for an array of industrial, automotive and hardware applications. Some applications include removing seals, o-rings, cotter pins, clamps, gaskets, washers, hooking up springs or as a hole marker or punch. All four picks are packaged in a self-contained, re-usable storage tray that fits most toolboxes. The set features an ergonomically designed and patented ProGrip handle on four U.S.A.-made picks: a straight pick (No. 13223), hook pick (No. 13224), dual angle pick (No. 13225) and 90-degree bend pick (No. 13227). The handle's ribs around its neck allow for maximum transfer of torque from the hand to the tool, and a slip-free grip when pushing or prying. The rounded end rolls smoothly onto the heel of the palm, reducing friction and hand fatigue. Each tool is 10.75" in length, made of larger shank steel for heavy duty applications, have a black oxide finish and come with a lifetime warranty.



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REMOVES GASKET RESIDUE

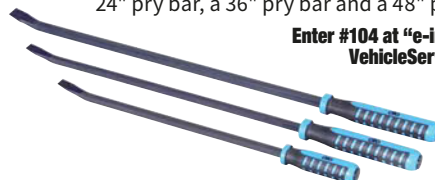
The **Lisle 5/8" and 1-1/4" Carbide Scraper Set**, No. 81780, is designed to remove gasket residue from steel and aluminum heads and manifolds, along with carbon build-up and rust. This set can be used to clean disc brake caliper slides. The set features tungsten carbide tips brazed to the steel blade that is molded into a 6" handle. The set includes two blade widths: 1-1/2" and 5/8". The tips are precision ground and designed to remain sharp.



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FOR EVERYDAY TO HEAVY DUTY JOBS

The **OTC Long-Handled 3-pc Pry Bar Set**, No. 8203L, includes pry bars in multiple lengths to provide technicians with the best fit for their everyday to heavy duty jobs. The pry bars feature an ergonomic handle that gives technicians improved control without the risk of slipping. The pry bars are specially tempered to allow for safe, dependable leverage, and the striking cap helps technicians hit the bar without damage. The 3-pc set includes a 24" pry bar, a 36" pry bar and a 48" pry bar.



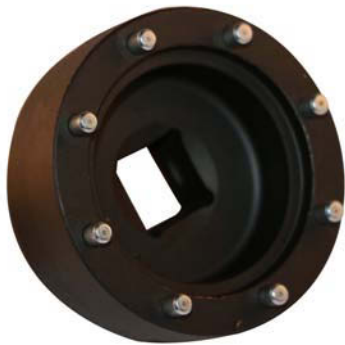
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FEATURES A SLIM DESIGN

The **Carlyle Tools P-Rex Adjustable Jaw Pliers** line are hardened Chrome Moly pliers which feature a slim head design for greater accessibility on different applications. The pliers are professional grade, self-locking with a strong gripping capacity and have a push button design for quick size adjustments. The pliers are available in 7", 10" and 12". There is also a 3-pc set available at all Napa Auto Parts Stores.

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FOR TOYOTA FRONT HUB LOCK NUTS

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

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PIPE WRENCH JAW OPTION

The **Channellock 10" Reversible Jaw Extra Wide Adjustable Wrench**, No. 810PW, features a reversible jaw designed to make simple work on bolts and fasteners, as well as on round stock, and a pipe wrench jaw option for improved versatility. The self-gripping angled teeth design grips pipe and rounded fasteners tightly. With a four thread knurl and non-protruding jaws, the 810PW offers improved capacity while improving performance in confined spaces with its minimal head width. The wrench is constructed with chrome vanadium steel for durability, and is made in Spain.

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SIZE RANGE FROM 3/16" TO 1/2"

The **KT Pro 7-pc Hollow Nut SAE Spinner Set**, No. 9-30107SR, holds a size range from 3/16" to 1/2." The 3" hollow shaft allows for maximum bolt clearance. The nut spinners are made from industrial grade chrome vanadium alloy steel, backed by a lifetime warranty, feature ergonomic handles designed to relieve hand stress and have SAE identification. The set comes in a vacuum formed tray, but also gives the user an option to hang on a pegboard

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SAVES TIME REMOVING SUSPENSION JOINTS

The **Mueller-Kueps Bell Shaped Separator**, No. 609 035, is designed to help users save time while removing suspension joints. The separator's "Vibro-Impact" helps reduce the amount of force needed to remove the joint and does not damage the ball joint boot in the process. The spindle itself is impact proofed so the force of the impact will strike the joint, not the tool. This tool is made of drop forged material for improved durability.



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ROTATING DIE SET MAKES HEXAGONAL CRIMPS

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

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HIGH CARBON ALLOY STEEL FROM HANDLE TO CAP

The **Lang Tools Pry Bars with Striking Caps** are U.S.A.-made, exceed ASME standards and feature a lifetime warranty. The strike protected hard capped handles are ergonomically designed for comfort, secure grip and durability. High carbon alloy steel runs all the way through the handle to the cap. The pry bars are available in 12", 17", 25", 31" and 36" sizes.

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FOR HIGH TORQUE APPLICATIONS

The **GEARWRENCH Slugging/Striking Wrenches** are designed for applications where the force or torque needed to loosen or tighten fasteners is so great that a hammer or sledge is required. These wrenches are offered in three styles: 6-point Slugging, 12-point Slugging, and 12-point 45-degree Offset Striking. The 6-Point Slugging wrenches are available in 14 sizes from 1-1/16" to 3-7/8". The 12-Point Slugging Wrenches are available in 33 sizes from 1-1/4" to 4-5/8" and the 12-Point 45-degree Offset Striking Wrenches are available in 28 sizes from 1-1/16" to 3-1/8". Each wrench is made of alloy steel, features a hard stamped size marking on the handle, and meets or exceeds GGG-W-636e and ASME B107.410 specification.



Enter #115 at "e-inquiry" on VehicleServicePros.com

INSTALL A FUEL PUMP RETAINING RING

The **SP Tools Universal 3 Leg Fuel Pump Spanner Wrench**, No. T1701, is designed to aid in removing and installing of the fuel pump's retaining ring that holds the fuel pump module onto the gas tank. The adjustable drive (spanning 3.6" to 6.8") has a sturdy three-leg design that can be firmly placed on the retainer. Driving the fastener from three points, with all three legs moving in unison, reduces the possibility of slipping or damaging the retainer. It is capable of gripping both internal and external retainers, and the universal design fits most plastic retainers used on modern vehicles. The T1701 tool reduces the risk of damaging any components that are being serviced, the company says.



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REPLACEABLE ROTATING TIPS

The **KNIPEX Tools 7-1/4" Spring Hose Clamp Pliers** feature replaceable rotating tips that make them maneuverable from different angles and easier to use in confined areas. The tips of these pliers help reduce the chance of slipping off a workpiece when opening hose clamps. The pliers feature 15 positions that ensure a precise fit to suit most clamp sizes. The pliers have a 2" working capacity and serrated gripping jaws to loosen tight hoses. The slim head design is suitable for tight places and has a forged, box-joint design for high stability. The pliers are made from German chrome vanadium electric steel, forged and oil hardened.

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BY DAVID BRIERLEY,
MANAGING EDITOR

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His and hers tool trucks

Husband and wife Mark and Malissa Sherman tag team their Cornwell Tools route.

After working for someone else for 12 years selling cars, Mark Sherman of Plainwell, Michigan, decided it was time to make a change.

"I wanted to run my own business," Mark says. "I felt that if I had all the answers for the place where I was working, I'd might as well do it on my own."

In May 2002, he started driving a tool truck under the Cornwell brand, and he hasn't looked back. Despite the usual challenges starting out, Mark was soon on a path to success.

"Starting out, there were a lot of growing pains," he says. "As the business [grew], so did sales."

After about four years, Mark's wife, Malissa, joined him and began driving a truck of her own. They share the same route, driving an every-other-week schedule. If a customer orders something from Mark one week, Malissa is there the following week to deliver, as well as accept payments, handle warranty work and take new orders. This schedule allows the couple to run their route and keep their customers happy without getting burnt out themselves.

"It has allowed us to expand, and it allows us to have a life without having to work 16 hours a day," Mark says. "With both of us at it, it's a team effort, and it affords us that downtime so we can smell the roses."

Mark describes the couple's trucks as a 'his and hers' type set.

"She has a Promaster that is decaled like my Freightliner, so she's got a mini version of my 22' Freightliner," Mark says.

The Shermans' route is a mix of city and rural in the Kalamazoo, Michigan, area, and a majority of their stops are smaller mom-and-pop businesses.

"The two- to four-employee independent shops, that would be the majority," Mark says. "And from there it's body shops, heavy equipment shops, dealerships and farms."

At all of their stops, cordless tools, lights – both worklights and flashlights – and knives are top-selling items right now, Marks says. And while he doesn't think pneumatic tools will ever go away completely, cordless tools are beginning to replace them, at least in terms of sales.

"It seems like [with] flashlights and knives, you



◀ Mark and Malissa share the same route, driving an every-other-week schedule.

▼ "She has a Promaster that is decaled like my Freightliner, so she's got a mini version of my 22' Freightliner," Mark says.




can't have a big enough selection," he says. "There's always somebody wanting a knife or a flashlight. But, Milwaukee cordless tools have just really exploded in the last 12 months – that's been huge."

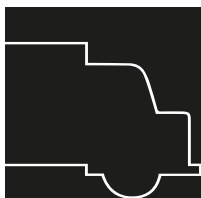
Looking to the future, Mark has some advice for those starting out as tool dealers: make yourself a product worth paying for.

"Building relationships is the key to success in the tool business," he says. "We all know that we can go somewhere and buy tools for less money through Amazon or online purchasing, so it's all about service, service, service. You're there to, yeah, sell them tools, but you're also there to provide a service."

"When you provide a service, you're worthy of the sale; I think a lot of guys lose sight of that. It's [asking] what can you do for your customer today, outside of selling them a tool. If you're giving the guy service and taking care of his problems, he's going to buy tools from you."

At the end of the day, Mark says he is happy with the business that he and his wife run together, and happy with the company that allows them to continue.

"Cornwell has supported us and provided us with great products, and they've been very good to us," he says. "For anybody that's looking to become a mobile tool dealer, I think [Cornwell is] one of the best choices that someone can make." 



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