

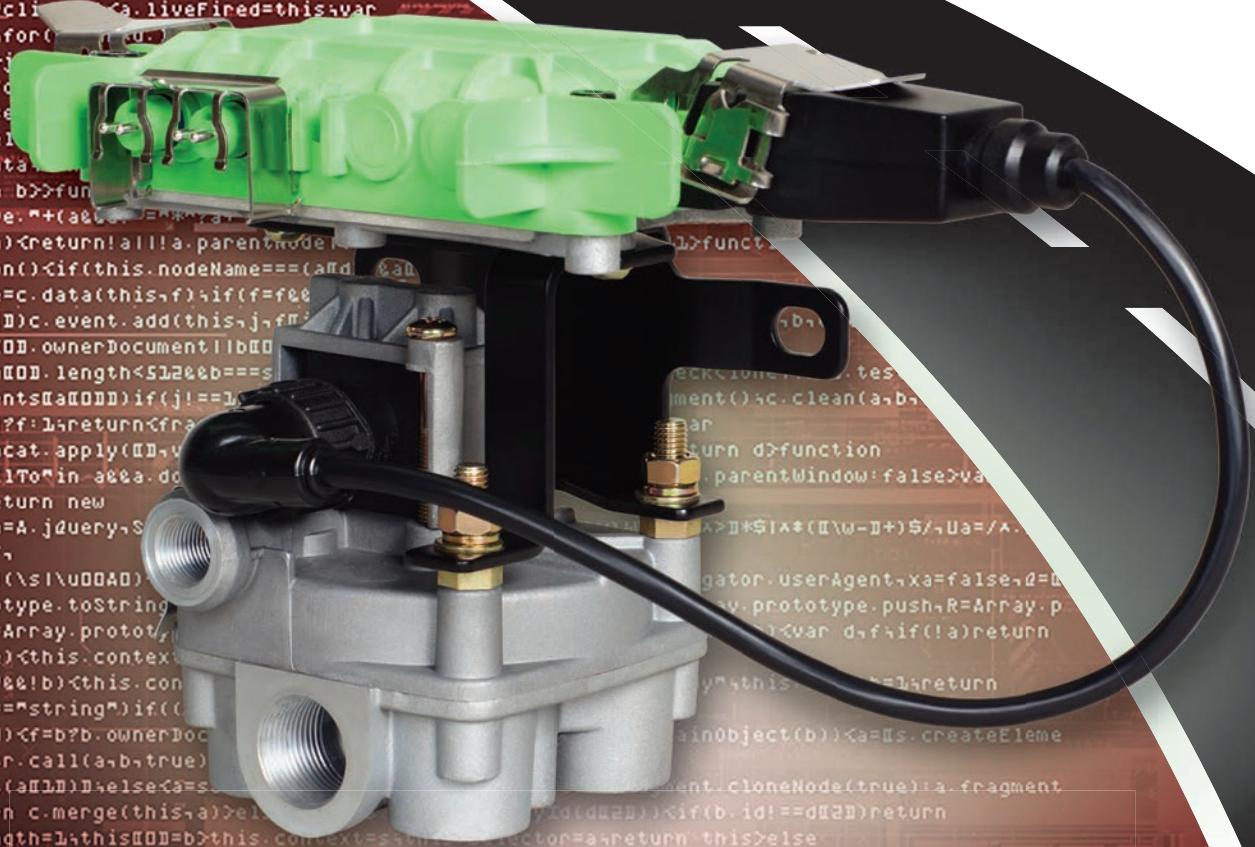
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Oil companies talk new categories **24**



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Truck Parts & Service (ISSN 0895-3856) is published monthly by Randall-Reilly, LLC, 3200 Rice Mine Road N.E., Tuscaloosa, AL 35406. Periodicals postage paid at Tuscaloosa, AL and additional offices. Subscriptions: \$50 for one year, outside USA add \$10. For change of address and other subscription inquiries, please contact: truckpartsandservice@halldata.com. **POSTMASTER: Send all UAA to CFS. (See DMM 507.1.5.2); NON-POSTAL AND MILITARY FACILITIES: send address corrections to Truck Parts & Service 3200 Rice Mine Road N.E., Tuscaloosa, AL 35406.**



The real value of training

By Lucas Deal, Editor
lucasdeal@randallreilly.com

I had a handful of great interviews with distributors late last month for our upcoming July cover story on sales training methods.

I don't want to dive too deep into our discussions and spoil what we have coming for you next month, but I do want to pause and look at something that was mentioned by nearly every distributor I spoke to in May: how employees perceive training.

I bring this up because while the methods for training counter and sales people are diverse, employee responses to them typically are not. From the interviews I've done recently and other industry discussions over the years, it appears front-line employees are almost universally grateful for any training they receive.

That gratitude seems to stem from two distinct factors; one obvious and one not so, yet possibly more valuable.

The obvious factor is the information provided. Training makes it easier for your employees to do their job. It makes them better.

The not as obvious but arguably more valuable benefit is anchored in perception. Employees want to do a good job. But they also want to be valued. They want to be appreciated. And in the conversations I had last month, it's clear that a distributor willing to invest in its employees — either by bringing in trainers or sending employees away to train — is likely to see those same employees

remain loyal to their business for years to come.

I know it's easy to look at this and think, "Yes, that's obvious." But obvious doesn't make it easy. Training is an expense. A supplier may not require a payment to come to your facility and put on a product training, but if you're keeping your employees late or pulling them from your counter, it's costing you money.

Young employees are especially receptive to training

Costs are even higher if you send employees somewhere to train. Hotels, transportation, registration costs (if applicable) can easily push expenses into the \$500 to \$1,000 per person range, and that's not even considering the overtime the employees may receive for working afterhours or the weekend. It adds up fast.

That's why my distributor contacts say it's best to look at it from the employee side.

For them it's an honor. It's not

just the opportunity to break up their weekly routine and maybe go somewhere — it's an investment in them as employees. It's a chance for a distributor to say, "You are important to our business and we want to help you improve."

It makes sense. So much is written today in trucking and all industries about employee turnover. Millennials specifically have been tagged as job-hoppers willing to leave any gig at the drop of a hat if they feel undervalued.

And whether you agree with their line of thinking or not doesn't matter anymore. They are the future of your business. They are the future of the aftermarket. They are who you're hiring now and who you'll be hiring for years to come.

So why not meet them in the middle?

The distributors I talked with last month were all in agreement that young employees are especially receptive to training. Sure, they want to learn. But more than anything else, they want you to want them to learn. They want you to see them as important enough that you're willing to invest in them. To value them.

In an industry where employee recruitment is such a hot-button issue, employee retention should not be overlooked. People retire. Zero turnover is impossible. But low turnover can happen, and training can get you there. ■

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Did the Soft Data turn into Hard Data?

By Robert F. Dieli
RDLB, Inc., in-house economist at MacKay & Company

This happens to be one of those situations where the lead time between the writing of a piece and its appearance can actually be helpful to both the person reading the article and the person writing it.

As we put “pen to paper” (actually as we click away on our keyboard) we are looking at an industry environment rife with positive “soft” data. What are “soft” data? The results of surveys about business confidence and spending plans. Since the turn of the year, there has been a surge in business confidence and a rise in spending plans for both people and equipment. What we have not yet seen, for reasons that we shall presently explain, is the associated uptick in the hard data. What are “hard” data? The number of units reported in the last edition of Class 8 truck sales, for one.

And there you have the reason for the question at the top of the piece.

Our expectation is that some of the confidence and optimistic plans will translate into more spending and hiring. The problem is the lead time associated with each of the efforts.

One activity where we think results should show fairly quickly is hiring. The decision to increase payrolls is usually made quickly and the hiring process is straightforward. Of equal importance, the reporting interval is short. The Bureau of Labor Statistics updates the truck

transportation employment figures every month.

Since the turn of the year, there has been a surge in business confidence

The data relating to other types of spending takes longer to come to light, both because of the process involved in the spending itself and then the reporting of same. In the case of a Class 8 truck, the buyer spec’s the truck and places an order. Then the OEM has to slot that truck and build it. Then the OEM reports it to WardsAuto, who then has to compile and publish the numbers. Then the various media outlets have to show you the numbers. All of this can take months. In the case where the spending figures get aggregated into statistics like Gross Domestic Product, or our own metric Truckable Economic Activity (TEA), the reporting interval can be even longer.

The other area where the transition from soft to hard data is both lengthy and hard to forecast is in the budgeting process at both the federal and the state

levels. All units of government operate on a fiscal year and a legislative calendar. Both of those are widely known and set the parameters for when certain actions should be taken. Where things get complicated is between the start of the process where the president or the governor proposes a spending plan and the subsequent hearings, bill drafting and lobbying that happens before that agenda is settled and put to a vote. And, let us not forget, while the legislatures are debating how much to spend, they will also be debating how much to tax. All of which adds up to another instance of “soft data” (campaign promises) getting converted into “hard data” (legislation and regulations).

There used to be a commercial that asked the question “is it soup yet?” The employment “soup” should come together quickly. The other “soups,” based on the confidence-driven numbers on spending, will take longer.

The political “soup” follows its own rules. Because of that, the folks who don’t understand how hard data come into being and how long they take to come to light will downplay the progress that is being made. Because it could well be this time next year before we can fully measure how much of the “soft” data has turned into “hard” data, we have to monitor the process as closely as we will be monitoring the results. ■

Robert F. Dieli is president and founder of RDLB, Inc. an economic research and management consulting firm based in Lombard, Ill. Bob regularly collaborates with MacKay & Company on economic publications as well as industry presentations such as HDAD.

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Dealer News

- M&K Truck Centers has opened its second Detroit area Volvo Truck dealership in Romulus, Mich.
- Southland International Trucks has moved its full trailer service center from Tarrant, Ala., to downtown Birmingham.
- TEC Equipment has become a licensed distributor of Sun Country Trailers.
- East Manufacturing has named Truck Equipment, Inc., (TEI) as its newest authorized East dealer.
- Rihm Kenworth has broken ground at two new facilities in South St. Paul and Coon Rapids, Minn.
- Penske Truck Leasing has opened a new facility in Lafayette, La.
- Nextran Truck Centers has opened its new state-of-the-art truck center located northeast of Atlanta.



Craftsmen Utility Trailer has expanded and completely renovated its Sikeston, Mo., dealer location.

- Fleet Maintenance, Inc., is now an authorized dealer for Kalmar Ottawa Terminal Tractors.
- International Truck has announced the grand opening of a new flagship Used Truck Center in Melrose Park, Ill.
- Fyda Freightliner now offers aftermarket parts for Peterbilt and International.
- Inland Kenworth recently celebrated the grand opening of its new, 100,000 sq.-ft. full-service dealership in Prince George, B.C.
- Palm Isuzu Truck Centers of Fort Pierce, Fla., has been named the Top iLease Dealer of 2016 by Isuzu Finance.



Truck Centers of Arkansas has acquired Glover's Truck Parts and Equipment.

- Cerni Motor Sales (Ohio), O'Halloran International (Iowa) and Uhl Truck Sales (Indiana and Kentucky) have announced that they are joining forces as TriVista.
- Hunter Truck Sales & Service was the recipient of a 2017 Family Business Award at the Pittsburgh Business Times annual networking and awards program.

STS Truck Services Honored By HDA Truck Pride

STS Truck Services has earned the 2016 Truck Service Expert of the Year award from HDA Truck Pride.

First opened as a carrier in Blair, Neb., in 2005, STS Truck Services grew quickly to include heavy-duty repair and freight brokerage. It began taking on outside customer repairs from a four-bay facility in 2010 and added another three-bay service facility in 2015 and a mobile service vehicle earlier this year.

A customer of Midwest Wheel, STS Truck Services joined the TSE program last year. The company is led by Chad Adams and Bob Harper.

"We wouldn't be able to be here if it wasn't for all of the people under us who do all of the things behind the scenes to get us to where we are," Harper says. "We have to thank everyone who has helped us get here. We are excited for the future."

Dayton Parts Updates Mobile App

Dayton Parts, LLC, has released its redesigned version of Dayton Parts Everywhere, a mobile app for Apple and Android devices that is designed to be a sales and marketing tool providing information directly to the customer at the touch of a finger.

"Our customer base made suggestions over the last two years on how to increase the value of the app for them. We listened to their feedback with the end result being DP Everywhere 2017," says Walt Sherbourne, vice president of Marketing at Dayton Parts.

Additionally, the company says many of the tools users were accustomed to in the past are still available. The application will allow users to download information they need when they have internet access, which can be used when they are in remote areas without access to the internet. The Dayton Parts website is still accessible from this app. Literature is classified into product catalogs, product literature, new product bulletins, technical bulletins, newsletters and sales tools.

Accuride Purchases KIC

Accuride Corporation has acquired KIC, LLC, and some of its affiliated entities. Headquartered in Vancouver, Wash., KIC is a leading supplier of wheel end components to the North American commercial vehicle industry.

The addition of KIC marks Accuride's first acquisition under the supportive ownership of Crestview Partners, a leading New York-based private equity firm. Crestview acquired Accuride in November 2016 as a growth platform in the global commercial vehicle components industry. The transaction is expected to close in the current quarter of 2017, Accuride says.

"Today's announcement initiates the process of creating a single wheel end system business at Accuride that leverages the tremendous strengths of Gunit

and KIC, while maintaining both strong brands," says Rick Dauch, Accuride president and CEO. "Over the next 60 to 90 days, the Accuride and KIC leadership

teams will work closely together to further develop and finalize our plan to maximize the synergies between our highly complementary businesses."

Registration Open For Leadership 2.0

The University of the Aftermarket at Northwood University has officially opened registration for its next Leadership 2.0 class, which begins Aug. 6-11, 2017, at the university's campus in Midland, Mich. The second session will be held March 11-16, 2018. Participants must attend both sessions.

Class size is limited so those interested are encouraged to register early as the class is a sell-out every year, the school says.

Leadership 2.0 is designed for early-to-mid-career, management-track, high-potential aftermarket professionals in all market segments.

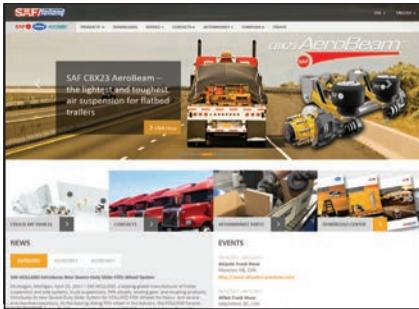
The cost of the two-week program is \$6,250 and includes tuition, class materials and meals. More information and registration details are available by listing the Course Calendar on the University's website, or by calling 800-551-2882.

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SAF-Holland Debuts Intuitive Website

SAF-Holland has launched a new website it says is designed with the latest intuitive technology to provide users a fresh new look and user-friendly navigation when searching for information about the company's wide selection of products.

SAF-Holland says users can start their journey through the website by selecting from nine vehicle applications on the Create My Vehicle tab on the home page. After selecting an application, specific tractor and trailer components are identified to enable users to quickly view and select the products for their application.

SAF-Holland says the site allows for users to conveniently view and select optional features and variations for an application, and add them to the cart. Once a vehicle is created, the product specifics are ready to be emailed, downloaded, printed for future reference, or shared as a starting point with a dealer.

"The new website will ensure a highly productive experience for our visitors," says Steffen Schewerda, president, Americas.

People In The News

- BBB Industries has added Joe Bergsieker as regional vice president – Sales.
- M&K Truck Centers has promoted Steve Waters to regional vice president of Operations and Don Kortman has been promoted to vice president of Parts.
- APC Automotive Technologies, LLC, has appointed Doug Wolma as president of its AP Emissions Technologies (AP Exhaust) division.
- Daimler Trucks North America (DTNA) has appointed Jeff Allen and Stefan Kurschner to its Operating Committee.



Waters



Kortman

- Terry Ethier has been named vice president of Aftermarket for Stant Corporation.
- DENSO Products and Services Americas, Inc., has named Brett Lowie as director of Americas Operations.
- STI Holdings, Inc. and Stoughton Trailers has named Jim Kachidurian as STI Holdings senior vice president – Sales and Marketing, and Luke McMaster as vice president of Sales and Marketing – Dealer for Stoughton Trailers.
- Jim Downey, longtime aftermarket veteran and Hutchens Industries salesperson, has died. He was 65.
- Parker Hilands, retired national sales manager – trailers at Phillips Industries, has died. He was 69.



Ethier

CVSN Adds Three Members

The Commercial Vehicle Solutions Network (CVSN) has added Cook Brothers Truck Parts, The Original Parts Warehouse and Cargo Heavy Duty.

Cook Brothers Truck Parts, headquartered in Binghamton, N.Y., has a total of 10 locations throughout New York and Pennsylvania. Based in Vaughan, Ontario, OPW has a national reach in Canada and offer parts for all applications. Cargo Heavy Duty has been in business for more than 60 years, and has two locations in Michigan.

GenNext To Hold Two Upcoming Webinars

GenNext HD has released the schedule for its second- and third-quarter webinars with Dirk Beveridge, author of "INNOVATE! How Successful Distributors Lead Change In Disruptive Times."

Beveridge will present "The Innovative Distributor Mindset" on June 28, 2017, and "INNOVATE! How to Create Relevancy in the Age of Disruption" on Sept. 27, 2017. Both webinars are complimentary for all GenNext members, and the group says a webinar link with login instructions will be emailed to GenNext members prior to each webinar.



Truck Parts & Service Calendar

Event information can be submitted at: www.truckpartsandservice.com/story-ideas/

- Aug. 8-11** ADS International Convention & Trade show, Las Vegas
- Aug. 24-26** Great American Trucking Show, Dallas
- Sept. 9-13** CVSN Aftermarket Distribution Summit, Amelia Island, Fla.

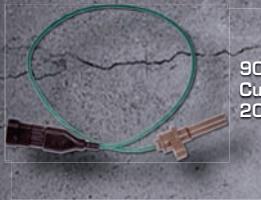


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CRANKSHAFT POSITION SENSORS



904-7123:
Cummins ISX
1998 - 2001

DIESEL PARTICULATE FILTER PRESSURE SENSORS



904-7127:
Cummins ISB, ISX, ISL
2010 - 2016

FUEL PRESSURE SENSORS



904-7110:
Cummins ISX 2007 - 2016

MANIFOLD ABSOLUTE PRESSURE SENSORS



904-7107:
Cummins ISX 2002 - 2006

TURBOCHARGER SPEED SENSORS



904-7111:
Cummins ISX
2010 - 2011

AIR TEMPERATURE / BOOST PRESSURE SENSORS



904-7130:
Cummins ISX
2007 - 2017

OIL PRESSURE SENSORS



904-5050:
Cummins ISX 2004 - 2016



904-7109:
Cummins ISX 2000 - 2003



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Minimizer Supports Local HS Robotics Team

Minimizer has provided a boost to the Blooming Prairie, (Minn.) High School Robotics Team, the Wrench Warmers, by donating components of the Wrench Warmers' robot "Shelby" by using its 3D printer.

"The parts manufactured on Minimizer's 3D printer are always the envy of judges and other teams," says BP Robotics Coach Sarah Oelkers.

In addition, Minimizer donated the time of two of its engineers, Martin Larsen and Jay Iverson, who assisted the BP robotics team with the design and construction of the robot.

"It is very rewarding to help so many students who have an interest in Science and Engineering," Larsen says. "It is great to see first-hand how FIRST Robotics gives students the opportunity to use cutting edge technology and inspires them to develop and apply new skills."

The Wrench Warmers recently won the Imagery Award at the regional competition in Duluth, Minn. The team says the award celebrated attractiveness in engineering and outstanding visual aesthetics. At the end of the competition season, the team ranked 60th of 208 Minnesota high school teams.

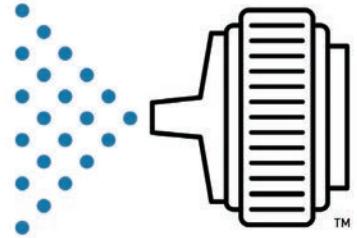
ProSteering Debuts Guide For Parts Identification

ProSteering has released enhanced tools for identifying steering gear part numbers for its products.

"Truck dealers have a built-in advantage in their ability to use VIN to get to the part number in order to make the sale," says Aaron Beazley, national sales manager. "We are trying to level the playing field so all of our customers can help the end-user vehicle customer accurately

identify steering gear part numbers in order to drive that business to their preferred point of distribution."

The company says materials supporting these identification methods are available both in print and online at dssprodiesel.com. Also available on the website are videos explaining steering gear identification methods along with steering gear operating principles, the company says.



PPG Introduces Certified Technician Program

PPG Commercial Coatings has released a group of ongoing comprehensive certification training programs designed to keep paint technicians at the forefront of the industry.

As OEMs introduce more complex and exotic finishes, PPG says its programs will help ensure refinish technicians are prepared to meet the challenges the new finishes present.

"Maintaining alignment with the industry, PPG refinish systems are constantly advancing, and we want to ensure that collision center technicians are experts in using our products," says Randy Cremeans, PPG director of training for automotive refinish.

PPG says its certification training offers five levels of expertise: Blue, Bronze, Silver, Gold and Master. The first certification course is open to technicians who have one year of professional experience.

After achieving the initial Blue-level certification, technicians are eligible to graduate to successive levels by attending qualifying classes every two years. After eight years, qualified technicians are eligible to graduate to the Master Certified Technician level, PPG says.

HDA Truck Pride, TTA/C Announce Partnership

HDA Truck Pride has finalized an agreement with TTA/C Parts Corporation.

TTA/C's Coolpoint branded products comprise a comprehensive all makes climate control source for the commercial vehicle aftermarket. TTA/C says it will equip HDA Truck Pride members with reputable products to draw in additional business at excellent market price points.

"We are pleased to bring a

comprehensive line of air conditioning and heating parts to our membership at competitive prices," says Tina Alread, HDA Truck Pride vice president of

Marketing and Communications. "TTA/C features a quality offering at competitive pricing, allowing our membership to take excellent care of their customers."



Inland Truck Parts Adds Four Locations

Inland Truck Parts & Service has completed four service shop acquisitions, continuing its 20-year effort to provide a single-stop solution for all of its customers' parts and service needs.

"This recent round of acquisitions is one more testament to our ongoing dedication to expand our full-service repair offerings and our geographic footprint itself," says President and CEO Greg Klein. "We're also proud that as we've continued to grow, we've continued to be the same employee-owned business that our customers know and trust."

Last July, Inland acquired Custom Class 8 Truck Service in Grand Island, Neb. The company also acquired D&S Truck Service last October and C&E Truck & Auto Repair last November, both located in the Oklahoma City metro area. Finally, in February of this year, Inland acquired Grizzly Maintenance in Casper, Wyo.

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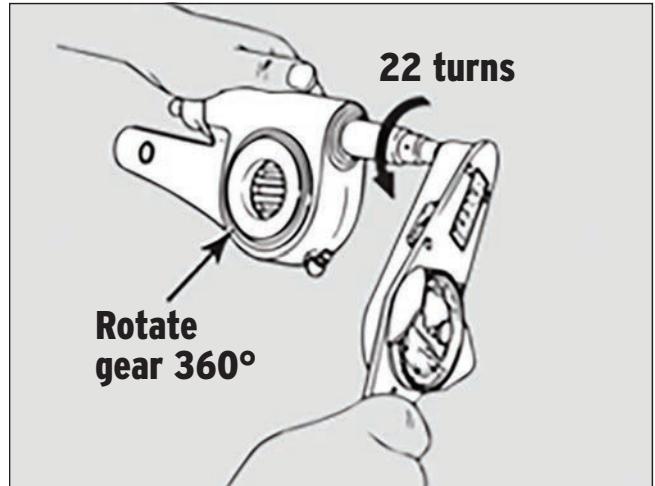
MAINTAINING SLACK ADJUSTER PEAK PERFORMANCE

Meritor has published a technical bulletin with guidance for ensuring automatic slack adjusters maintain peak performance.

According to Meritor, keeping automatic slack adjusters operating at peak performance is key to safety and regulation compliance. When verifying a Meritor Stroke Sensing Automatic Slack Adjusters' operation, Meritor says to always remember to check automatic slack adjuster torque to determine if replacement is needed.

The company says checking torque can be done as follows:

- Verify the snap ring is correctly secured on the camshaft
- Check slack adjuster gear torque — use a lb.-in. torque wrench and turn adjusting nut counterclockwise to rotate the gear 360 degrees, or 22 turns of the wrench, as you read



the torque scale on the wrench. The value should be less than 45 lb.-in. (5 N•m) as you rotate the gear

- If the torque value is less than 45 lb.-in. (5 N•m) as you rotate the gear, the slack adjuster is operating correctly
- If the torque value exceeds 45 lb.-in. (5 N•m) as you rotate the gear, replace the slack adjuster

Also important, Meritor says to verify brake slack adjuster position (BSAP) for the type of chamber (standard or long stroke) is correctly set, and verify the use of the proper clevis for the type of chamber (standard or long stroke) and BSAP. ■

SAFETY RECALLS **The following are safety recalls issued by the National Highway Traffic Safety Administration:**

- Daimler Vans USA is recalling certain 2016 Mercedes-Benz Metris vehicles. The affected vehicles have front seat seatbelt pretensioners that may not function properly in the event of a crash. If the front seat seatbelt pretensioners do not function properly, the seat occupants may not be adequately restrained in the event of a crash, increasing the risk of injury.
- Jim Reed's Truck Sales, Inc. (JRTS) is recalling certain 2014–2016 Hino 338 trucks modified by JRTS. The affected trucks have Certification labels that do not identify JRTS as the final stage manufacturer. As such, these vehicles fail to comply with the requirements of 49 CFR Part 567, "Certification." Incorrect final stage manufacturer information on the certification label may hinder owner awareness of safety recalls, increasing the risk of a fire or a crash.
- Mack Trucks is recalling certain 2015–2018 LR and 2011–2018 TerraPro (LEU and MRU) trucks. The alternator cable may be insufficiently thick to handle the current, and, as a result, may overheat. If the alternator cable overheats, it would increase the risk of a fire.
- Navistar is recalling certain 2016–2018 IC Bus CE school buses equipped with a plastic booster pump, 17k Webasto heater and a Webasto Smart Temp timer. The power circuit for the heater booster pump may be unfused. Without circuit protection, if the vehicle has a heater booster pump electrical failure, it can increase the risk of a fire.
- Spartan Motors USA is recalling certain 2008–2017 Gladiator and MetroStar emergency response vehicles equipped with a supplemental park brake system (SPBS). The directions to activate the SPBS incorrectly state to "Pull" the actuation knob, when it should say "Push." If the operator follows the incorrect directions and believes that the supplemental front park brake is applied when it is not, the vehicle may unexpectedly roll, increasing the risk of a crash.
- Stoughton Trailers is recalling certain 2017–2018 DAVW and DVW 285S dry van single-axle trailers. The outside welds that attach the front suspension hangers to the subframe may crack, allowing the front hanger to detach. If the hangers detach, the axle assemblies will break loose from the trailer causing a loss of vehicle control and increasing the risk of a crash.
- Volvo Trucks North America is recalling certain 2015–2017 VHD trucks. The Gross Axle Weight Rating (GAWR) for the pusher or tag axle may be incorrect on the certification label. As such, these vehicles fail to comply with the requirements of 49 CFR Part 567, "Certification." If the GAWR information is incorrect, the operator may overload the vehicle, increasing the risk of a crash.



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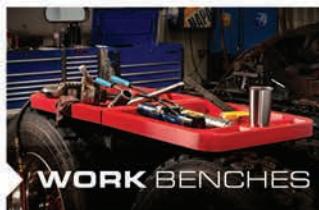
LEGENDS LAST FOREVER



TOOL BOXES



FLOOR MATS



WORK BENCHES



MUD FLAPS



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How VMRS coding can help aftermarket businesses better communicate with end users





The value of seamless data transfer becomes more evident in the trucking industry every day. From end users to service centers and back; from PDCs out to warehouse distributors; from those distributors to their fleet and service center customers.

Everyone wants to know what's going on.

While today's business systems and management software are designed to communicate with each other and share data, trucking's quest for information precedes the technology being used today to share it. In fact, long before those programs and the internet they rely on came to be, the trucking industry had already developed its own method for sharing data.

Nearly five decades later, that method of Vehicle Maintenance Reporting Standards — VMRS for short — remains as useful and popular as ever. In fact, thanks to its structured design and ability to record any maintenance-related event, VMRS has become more than just a helpful tool to truck owners. It's a necessity in many of their operations, and one aftermarket partners would be best to note and use.

Most truck owners today aren't yet demanding VMRS usage by the aftermarket channel, but that future is possible. Rather than wait and risk falling behind, aftermarket businesses

can catch up on VMRS today and be prepared for its tidal wave to hit the market down the line.

What is VMRS?

The key to understanding VMRS is recognizing the third letter in its acronym, says Jack Poster, VMRS service manager with the American Trucking Associations (ATA). Poster says VMRS is first and foremost a reporting tool. A standard that can be used across any industry where vehicle maintenance data is recorded and tracked.

The ATA, which oversees VMRS, defines the standards as a “structured coding system” that can be used “from total operating systems down to the individual part level.”

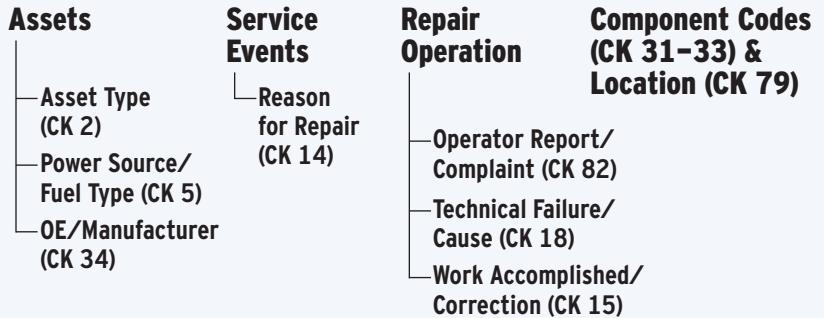
Decisiv’s Michael Riemer has written two white papers on VMRS for his customers. In his paper ‘Using VMRS Codes to Unlock Fleet Profitability,’ Riemer describes VMRS as “an industry standard language that allows everyone in the service supply chain to have a complete understanding of what occurred during a repair, and eliminates the need for extensive written communication.”

Poster likens VMRS to a more famous universal language.

“I like to think of it as ‘musical notes for vehicle maintenance,’” he says. “Like music, VMRS is standardized. It’s a language for reporting data that works for everyone.”

Though it lacks the historical origins of written music, VMRS has been around for many years. Initial conversations

Vehicle Maintenance Reporting Standards



Decisiv breaks VMRS down into four key categories, which allow users to record every data point in a service event.

regarding the development of a vehicle maintenance reporting language began among fleet maintenance associations in 1969. The first codes were released the following year.

“It wasn’t adopted right away,” Poster says. “It wasn’t until the late 1980s and early 1990s — when a lot of fleet maintenance software forefathers started seeing how the codes and numbers could fit right into their computer systems — when it really took off.”

It is now nearly ubiquitous in the fleet community, and can be found in transportation operations worldwide.

How does VMRS work?

VMRS is built on a structured hierarchy of codes and code keys — hundreds of thousands of two- and three-digit numbers that when recorded in conjunction

with other keys (and in specific sequences) provide precise details of vehicle maintenance.

Code keys sit at the top of VMRS’s structure. These keys denote a top-level aspect of maintenance reporting. Riemer writes in his white paper that most code keys fall in four broad categories: assets, service events, repair operations and components.

Within an individual code key there can be hundreds of additional codes that provide specificity and exclusivity related to the original code key.

Poster describes the hierarchy using code key 14, which identifies Reason for Repair. Within this code key are more than two dozen additional two-digit codes categorized into three series of numbers. Individual codes within code key 14 beginning with 0 or 1 refer to reasons for repair related to maintenance. Individual codes in the 20s refer to repair/service work requested by management, and codes in the 30s and 40s relate directly to outside influences, such as accidents, recalls and warranty claims.

For example, a truck entering a bay for a preventive maintenance stop

“I like to think of it as ‘musical notes for vehicle maintenance.’ Like music, VMRS is standardized. It’s a language for reporting data that works for everyone.”

- Jack Poster, VMRS service manager with the American Trucking Associations (ATA)

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Top 10 code keys for aftermarket businesses

CK 2 - Asset type: Identifies asset requiring maintenance (tractor, trailer, etc.)

CK 14 - Reason for Repair: Identifies why the asset is in the shop (maintenance, management decision, outside influence)

CK 15 - Work Accomplished: Identifies what a technician did to the asset (cleaned, replaced new, replaced used, tightened, tested, etc.)

CK 18 - Technician Failure Code: Technician selects why they believe part failed (cracked, dented, rusted, etc.)

CK 31 - System Level Code: Identifies system where part is maintained (brakes, suspension, etc.)

CK 32 - Assembly Level Code: Further identifies part within CK 31 (front brakes, air suspension, etc.)

CK 33 - Component Level Code: Identifies specific part within CK32 (brake drum, suspension air bag, etc.)

CK 34 - Manufacturer/brand ID: A five-digit code denoting brand of part identified using CK 31 to 33.

CK 79 - Location of Repair: Identifies where maintenance is performed (service provider shop, customer terminal, on-road, etc.)

CK 82 - Operator Complaint: Symptoms driver gives for requiring maintenance (screeching, smoking, fault code, etc.)

would be recorded 14-08 (code key 14 as Reason for Repair, code 08 as PM). A truck coming in for a breakdown would be tracked as 14-01. A trailer getting aftermarket trailer skirts would be listed as 14-21 (Capital Improvement). The previously discussed warranty work would be 14-37.

Poster says that's the tip of the VMRS iceberg.

"If it's part of the service event, there's a code for it," he says.

A truck brought in for a breakdown (14-01) can be further recorded using code keys 15 (Work Accomplished) and 18 (Technician Failure Codes), and the specific part descriptor code keys 31 to 34. Regarding code key 18, Poster says it allows a technician to record why they believe a part or system failed. There are 100 two-digit codes within that code key, featuring colorful adjectives such as Battered or Hammered (code 01), Burned, Scorched, Melted or Blistered (02), Warped or Twisted (42) and Noisy (60), to name a few.

And those 100 keys are nothing compared to code keys 31 to 33, which combined total "almost 33,000 codes," Poster says.

These three keys are especially important to aftermarket operators implementing VMRS because they are used to identify parts. Code key 31 refers to a system where a part is found. Code key 32 refers to the part's specific assembly location. Code key 33 identifies the exact component.

Poster says a front brake drum VMRS codes as 013-001-023. The first three numbers refer to the system (Chassis/Brakes), the middle three for the assembly area (Front), and the latter the actual unit (brake drum).

"It doesn't matter if it's a Freightliner Cascadia or a backhoe, 013-001-023 is always a front brake drum," Poster says.

But whose drum, exactly?

That's where code key 34 steps in. Featuring five-digit codes for all manufacturers and their brands, code key 34 allows a technician to denote a front brake drum from BENDX, STMCO or any other manufacturer.

Where is VMRS used?

Though most independent aftermarket operations are unfamiliar with VMRS, the long-time coding system is visible throughout in the parts and service industry.

VMRS was built into Karmak's first product when the company entered the market, and the coding system can still be seen in its Legacy product and service software, says John Lebel, director of partnerships at Karmak. Autopower has a similar VMRS coding chart built into the service features of its products, adds President Mike Mallory.

Some of these features are disabled or hidden depending on distributor preferences, but the occasional dropdown or open forms for codes can be found in both programs.

VMRS's imprint is especially noticeable for service providers.

Riemer says Decisiv's cloud-based Service Relationship Management (SRM) platform was designed with VMRS in mind. The platform's dropdown menus, which allow service providers to record repair actions, parts used and the steps in a service event, are built on VMRS codes.

Riemer says code keys and code digits are found throughout the platform, typically at the end of menu descriptions.

"We build as much VMRS structure into what we do as we can," he says. "We've implemented it to be completely seamless and transparent. Other than a label or two here and there you wouldn't even know you're using it."

VMRS Code Keys 31 to 33 are slowly

filtering into the aftermarket parts world as well. Poster says he's worked with aftermarket suppliers to slip VMRS coding into their inventories. Some suppliers

even include the numbers in their online catalogs.

Lebel says Karmak has started working on an update to its flagship product

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Service providers using Decisiv's platform may not notice VMRS coding, but the software is built with dropdowns that correspond to specific code keys.

that will include a swath of VMRS codes. Lebel says the implementation was done at the behest of aftermarket buying groups, who themselves were motivated to use VMRS by their national and regional fleet accounts.

"Their customers are demanding it," he says.

How does it benefit the aftermarket?

In a competitive aftermarket, VMRS can be a customer service differentiator.

With end users becoming increasingly focused on data collection and evaluation to increase performance and profitability, Poster says VMRS allows aftermarket operations to provide concise, easily digestible information customers can add to their in-house records to better manage their assets.

VMRS is already in use by a significant majority of *CCJ's* Top 250 carriers. It's loved by government/municipal fleets, relied on heavily in the energy sector, and growing its user base nearly every day.

Poster says that's the biggest selling

point for bringing aftermarket businesses on board. "Your customers are using it and they want you to be using it."

He mentions the idea of providing VMRS coding on parts invoices as a way for fleets to easily track what they're purchasing, and from whom.

When done right, technicians or shop managers are able to easily assign the codes to the work performed.

— Mike Mallory, president of Karmak

"You have to think of it from their perspective," he says.

An order filled with OE-specific part numbers is harder for a customer to read and record. Even in cases where documents are forwarded electronically, a fleet using VMRS is still forced to manually add its orders into its parts inventory using code keys 31 to 34. But if a service

provider codes those parts in advance, the data can be seamlessly copied.

Those end-user advantages are even more evident in the service shop.

The "old-fashioned way" of logging a service event by having a technician manually summarize his work is inefficient and not easily replicated, Riemer says. He mentions the example of two technicians at separate facilities providing wildly different descriptions of an identical repair. In that case, the end user must distill the information from both invoices and then use their best judgment to document the work using VMRS in their fleet maintenance system.

Conversely, if those two technicians recorded their work using VMRS, the fleet would immediately see matching number sequences and identify the maintenance was identical.

"VMRS reduces the dependency on detailed technician notes. 'I found a crimp in the hose and it was damaged so I did this, this and this,'" Riemer says. "There are codes to say all of that."

"When done right, technicians or shop managers are able to easily assign

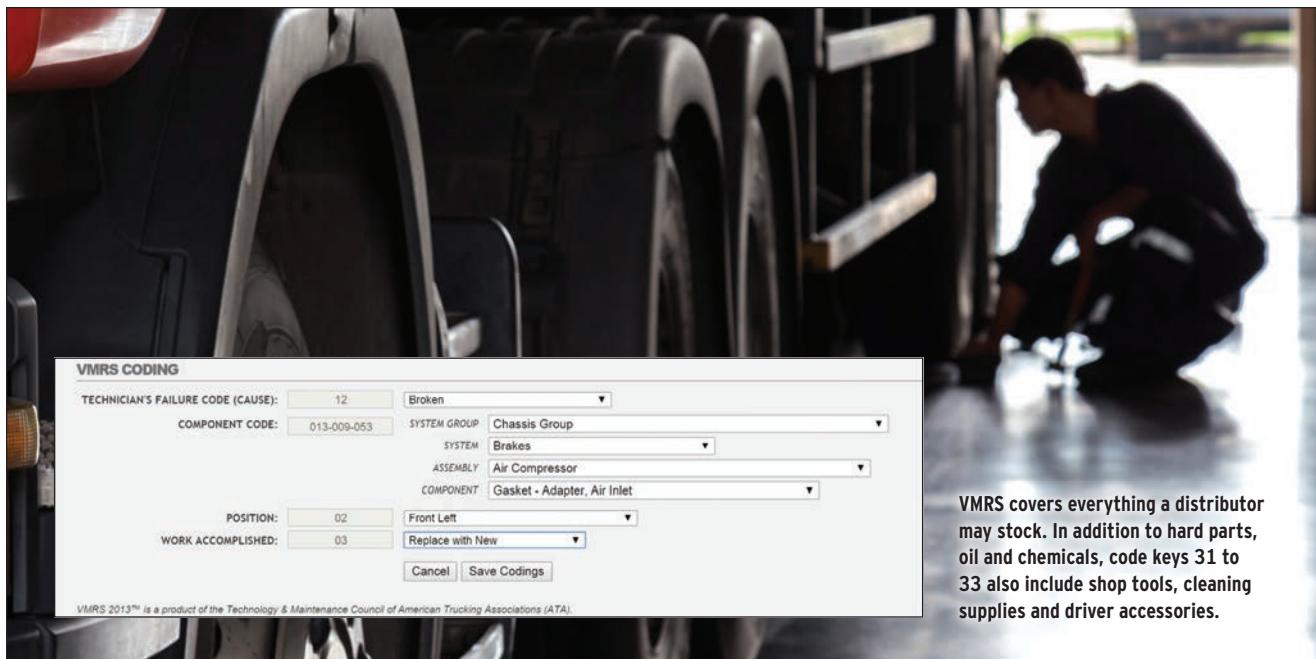


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VMRS covers everything a distributor may stock. In addition to hard parts, oil and chemicals, code keys 31 to 33 also include shop tools, cleaning supplies and driver accessories.

the codes to the work performed,” says Mallory.

These codes can be used internally by aftermarket businesses as well. The data reported by VMRS isn't only valuable to an end user.

Parts inventoried using code keys 31 to 34 can be easily examined to determine turn rates; code key 18 is immediately valuable in a service bay when managing a call back; code key 76 (Reason for Delay) is a great way for service shops to evaluate the efficiency of their technicians.

“It gives you benchmarks for everything,” Riemer says.

Poster agrees, adding VMRS provides “true facts you can base decisions on,” as opposed to instincts and anecdotal evidence that can be misleading. “If you're auditing something you want to have the best data you can.”

How would VMRS be used?

As for implementation, integrating VMRS into an aftermarket business is a challenging process. ATA and software providers (who feature VMRS in their

platforms) provide training and guidance to customers who license the codes. Poster says his training isn't focused on the nearly impossible task of memorizing every code, but instead on understanding how to use VMRS materials to quickly find and select the right code in any situation.

This is especially valuable for service centers, where VMRS codes exist to track every step of a service event. It's also why Decisiv focuses so intently on automation, with drop-down menus built on VMRS but labeled with general descriptions — such as “Reason for Repair” or “Reason for Delay” — so service centers can use VMRS without requiring extensive technician training.

“We have thousands of users who probably don't even know they are using VMRS every day,” Riemer says.

Mallory says smart software can make use of specific codes “just a mouse click or two away,” but adds that “educating the end user of the VMRS system and its advantages remains the key to wider acceptance.”

From a parts perspective, VMRS

integration requires a lot of up front leg work — adding coding conventions within inventory management software and a warehouse — but once those efforts are complete, “you're done,” Poster says. He elaborates on that by saying “you only have to add the codes you're going to use.”

VMRS also covers everything a distributor may stock. Poster says in addition to hard parts, oil and chemicals, code keys 31 to 33 also include shop tools, cleaning supplies and driver accessories. All of which are referenced in ATA's VMRS training materials.

Though it was built for fleets, it's clear now VMRS has value for the entire trucking industry. And with customer requests for data at an all-time high, VMRS is a solution the aftermarket shouldn't overlook.

“It's a structured language that can work for everybody,” Riemer says. “It doesn't matter what you are doing and where.”

Adds Lebel, “If you're trying to share data with someone, you want to know you are [both] speaking the same language.” ■

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Smooth rollin'

Six months in, oil companies praise the roll out of CK-4 and FA-4



Whenever new heavy-duty engine oils are launched to the public, it is the result of years of study, testing and development.

Global researchers spend years working with scientists and engineers developing fuels that will meet all government and industry standards as it relates to fuel economy and emissions regulations.

That's why December's roll out of CK-4 and FA-4, known as Proposed Category 11 (PC-11) while in development, drew so much attention throughout the industry.

But, six months later, the move to the new oils couldn't have gone much smoother, officials from major oil companies say.

"Our focus over the past 18 months has been on ensuring a seamless transition from API CJ-4 to CK-4/FA-4, with minimal disruption for our customers," says Tony Weatherill, global marketing director, automotive and transportation, Petro-Canada Lubricants, Inc.

"We've worked tirelessly to provide clarity and dispel potential confusion regarding the new specifications, and our commitment to planning, research and testing has seen us make a smooth transition both for our customers and distribution partners."

Dan Arcy, Shell's global OEM technical manager, says it took more than five-and-a-half years to develop the PC-11 category and prepare for its release. The company has about 50 million miles of

testing completed on the oils.

"It's going really well," Arcy says.

"We are continuing to test and prepare for the future, but we feel this has gone really well."

Megan Pino, Shell Rotella's global brand manager, says most of the worries and concern came early in the process, but by the time the oils were ready to be released, most consumers had few hesitations.

"We didn't really hear much noise," she says. "All that angst was quite a while before, and by the time we started to hear what the OEs were going to do, I think most of the concern was whether they would need to carry two oils. Then as they found out they really didn't."

The need to evolve from CJ-4 oil was driven by changes to fuel economy and emissions regulations that prompted changes to engine components/sizes and often resulted in hotter operating temperatures. Oil technology and engine technology go hand in hand. Changing regulatory limits challenge engine manufacturers to reduce emissions.

As engine manufacturers began trying to create a new generation of cleaner, more fuel-efficient diesel engine, there became a need to develop a new generation of higher-performing diesel engine oils to protect them.

CK-4 engine oils are a direct replacement for the engine oils that were used prior to December 2016. The new FA-4 engine oils are being offered in lower viscosity grades and are designed primarily for next-generation engines to help maximize fuel economy.

Arcy says it was one of the biggest transitions to take place during his career, but it was probably one of the easiest and smoothest transitions that he's seen.



Selecting the right oil for your customers

With the introduction of the new FA-4 oil category, fleets, shops, and technicians may have to learn how to manage CJ-4, CK-4, and FA-4 oils in their shops. API offers the following suggestions to ensure the new oils are being installed as recommended:

- **Engine Requirements** – FA-4 oils may not be recommended for all new engines, so be sure to check with engine manufacturers to find out which engines are supposed to use FA-4 oil.
- **Bulk Tanks** – Replacing CJ-4 with CK-4 should be a simple transition because CK-4 is backward-compatible and an improvement over CJ-4. Oil change facilities and fleets should drain down their CJ-4 bulk tanks before adding the new CK-4 oil.
- **Dispensing Oil** – All dispensing equipment should be properly labeled with the product name, viscosity grade, and API standard to prevent misapplication.
- **Education** – Technicians should be made aware of the changes to the oil categories and the requirements for each.

/// All that angst was quite a while before, and by the time we started to hear what the OEs were going to do, I think most of the concern was whether they would need to carry two oils. Then as they found out they really didn't. ///

– Megan Pino, Shell Rotella's global brand manager



Shell's Dan Arcy says the transition from CJ-4 to CK-4 and FA-4 was one of the largest, yet smoothest, of his career.

"We put a lot of education into this and I believe that really helped," he says.

Weatherill says Petro-Canada tried to "go above and beyond the standard industry requirements."

"Our DURON next generation products are the culmination of considerable research into lowering engine oil viscosity while maintaining their ability to withstand a high-shear engine

environment," he says. "Our products provide engine protection for longer periods, and offer the opportunity for extended drain potential and fewer oil changes."

He adds, "In regard to the transition from API CJ-4 to CK-4 and FA-4 oils, we worked consistently throughout 2016 to help prepare the industry for change. We launched our 'Here Comes the Future' campaign and educational website, with the aim of increasing awareness of CK-4/

FA-4 and to provide clear and concise information on how CK-4/FA-4 oils differ from their predecessors, the technology behind them, and the impact that they will have for both on-road and off-road operators."

Since December, the American Petroleum Institute (API) has licensed approximately 400 CK-4 and more than 60 FA-4 oils submitted by large, medium and small oil marketers.

API says it expects availability to grow

/// New API CK-4 and FA-4 oils should be readily available in bulk through diesel oil distributors for trucking fleets and other operators of diesel vehicles. ///

- Kevin Ferrick, senior manager of API's Engine Oil Licensing and Certification System (EOLCS)

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substantially over the next few years as more oil marketers add oils meeting the new standards to their product lines to address the needs of a variety of engine technologies — new and old, and in use both on- and off-highway.

Regardless of category growth, there's no shortage of oil available today.

“New API CK-4 and FA-4 oils should be readily available in bulk through diesel oil distributors for trucking fleets and other operators of diesel vehicles,” says Kevin Ferrick, senior manager of API's Engine Oil Licensing and Certification System (EOLCS). “They are also available in packages through local retailers.”

API adds the transition from CJ-4 to CK-4 was long overdue, as CJ-4 oils have been in the market for more than 10 years. With the CK-4 product, oil marketers are providing a number of improvements over CJ-4 including improved shear stability, oxidation resistance, and aeration control as well as protection against catalyst poisoning,



Since its introduction in December, we have experienced customers eager to take advantage of the performance benefits of API CK-4 and FA-4 oils.

- Tony Weatherill, global marketing director, automotive and transportation, Petro-Canada Lubricants, Inc.



Chevron's Senior Staff Engineer Shawn Whitacre was the Chairman of the ASTM International Heavy-Duty Engine Oil Classification Panel that developed the CK-4 and FA-4 products.

particulate filter blocking, engine wear, piston deposits, degradation of low- and high-temperature properties, and soot-related viscosity increase.

FA-4 oils provide similar improvements over CJ-4 oils, but are limited in their scope of uses. Some engine OEMs have approved FA-4 products as backwards compatible into recent years, but most intend to only use the lower viscosity oils in new engines and beyond. API says the FA-4 oil standard was developed specifically to provide engine manufacturers with a tool for meeting more stringent greenhouse gas emission standards.

Chevron's Senior Staff Engineer Shawn Whitacre was the Chairman of the ASTM International Heavy-Duty Engine Oil Classification Panel that developed the CK-4 and FA-4 products. Looking back today, he says the process went about as smoothly as it could have.

“If anything, they probably look better” than Chevron originally anticipated, he says, adding the products have performed well and continue to receive positive responses from OEMs.

Leonard Badal, Chevron's commercial sector manager for brand, technology

and OEM says the new engine oil's release was well done from the product development team to research to marketing and all the company's team members, and enables them to offer a complete product line.

Other oil marketers have enjoyed similar success.

“Our customers have told us that their transition to DURON next generation API CK-4 oils has been very successful. Since its introduction in December, we have experienced customers eager to take advantage of the performance benefits of API CK-4 and FA-4 oils,” Weatherill says.

“We believe that this is testament to the meticulous preparation, education, communication and planning that went into the development of our product.”

For aftermarket companies stocking, selling and using the new categories, API has developed a different API Service Symbol “Donut” for API FA-4 so that consumers can easily distinguish between CK-4 and FA-4. The new API FA-4 Donut features a shaded section (either black or color) to differentiate FA-4 oils from CK-4 oils. The CK-4 Donut looks the same as the CJ-4 Donut. ■

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Grilles for Freightliner trucks

World American says it has added six part numbers for Freightliner tractor grilles.

The grilles fit a number of Freightliner tractors and model years. Each is available and ready to ship today.

Trio of service tools

Kiene Diesel has introduced a disc brake hub handler, a tool for measuring brake shoe lining thickness and an adapter for its Clutch Caddy.

According to the company, the Disc Brake Hub Handler (K-1380) is a new concept for removing, servicing and reinstalling disc brake hubs. The tool for measuring brake shoe lining thickness (K-1390) features a laser-etched scale and recording slider that captures the reading in hard to see locations. Finally, Kiene Diesel says its Clutch Caddy King Pin Adapter (CC2068) aids technicians while replacing king pins on commercial vehicles.

Kits for EGR engines

Reliance Power Parts has introduced four new engine kits and service components for Navistar DT466 EGR engines.

The company says the expansion includes in-demand truck and bus applications. Reliance in-frame kits contain one-piece aluminum pistons and provide coverage for DT466 engines from model years 2004-2006 with serial numbers between 2,000,000 and 2,999,999.



Cordless grease gun kit

Legacy Manufacturing debuts the Flexzilla 20-volt Cordless Grease Gun Kit.



Legacy says the grease gun kit features a 42-in. grease hose with a non-kink bend restrictor and a four-jaw coupler. The hose is made with a hybrid material engineered to remain flexible in temperatures ranging from subzero to 140°F. Legacy also says the gun features the company's proprietary Rapid Reload feature designed to make it faster and easier to switch grease cartridges.

Wheel bearing adjustment system

Meritor has released a wheel bearing adjustment system for the aftermarket.

The company says the Doctor Preload and Temper-Loc have proven to be a cost-effective time-saver when technicians set proper preload for wheel-end bearings. The Doctor Preload Tool adjusts wheel-end bearing to meet SAE J2535 recommended preload settings, while the Temper-Loc precision single-locking nut system provides accurate and exacting bearing adjustment. The nut system sets optimal wheel-end preload maximizing tire life and vehicle uptime.

The Doctor Preload tool and Temper-Loc nuts are eligible for the Meritor Wheel End Extended Warranty on both trucks and trailers, which offers increased warranty coverage when complementary Meritor wheel-end products are purchased and installed together.

Refuse vehicle fenders

Fleetline has released two new refuse fenders.

Fleetline says its 7125 fender is made of black polyethylene and comes in two

pieces, which fit together to make a full tandem. It is 129 in. long, 25 in. wide.

The 7225 fender, also made of black polyethylene, is a single-piece multiple

axle extender that combines with 7125 for tri-axle applications.

Both fenders are engineered for corrosion and UV resistance, the company says.



New load range steer tire

Cooper Tire & Rubber Company has added a new load range to its Roadmaster RM180+(EM) SmartWay verified steer tire line to accommodate increasingly heavier steer axles.

Cooper says the RM180+(EM) is now available in load range H for tire sizes 11R22.5 and 11R24.5. The RM180+(EM) is an ideal steer tire for long-haul applications. Cooper says the tire features a highway tread pattern and optimized footprint to promote even wear.

Engine sensors

AFA Industries has added six new Detroit Diesel sensors to its product offering.

AFA says these sensors are manufactured from the highest quality materials in ISO Certified manufacturing plants and have passed the AFA Quality Control Department's most rigorous testing. They are guaranteed not to fail under the most extreme conditions, the company says.

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Cargo restraint trailer product

Ankra International introduces Logist-A-Panel.

Ankra says Logist-A-Panel creates a combination captive beam decking and

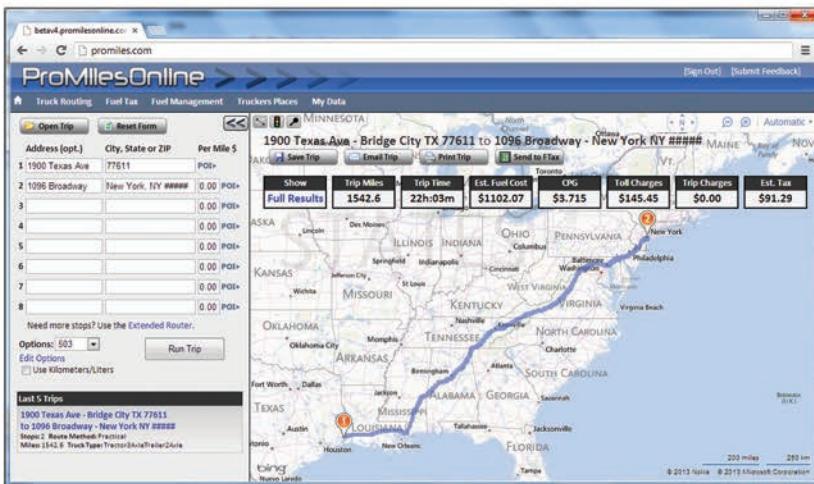
shoring wall system replacing the standard plywood or liner panel from a sheet and post trailer.

The Logist-A-Panel can be shipped as a retrofit kit containing preassembled logistics panels with Lift-A-Deck II track, beams and an accessories kit for quick and easy installation. In fact, Ankra says a single technician can convert a 28 ft. trailer with 24 in. post to Lift-A-Deck II on 16 in. centers in as little as three hours using the retrofit kit.

ProMiles Online v.4

"We absolutely love the new version of ProMiles online service! It seems like we find something new and cool every week that makes us like it even more. Now we're emailing directions and the fuel stop list to our drivers as soon as they are dispatched. Keep up the great work!"

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Regional drive tire

TP Commercial Solutions, LLC, introduces the Formula Driver II tire, which is now available for sale for long-haul and regional all position applications as part of the Formula Brand, a Pirelli Tier II brand that will be launched in the U.S. and Canada.

The Formula Driver II All Position rib will start with limited sizes and then expand to a full product line being developed over the coming months. It can be fitted on different axles of several types of vehicles, the company says.



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Pallet lifting tool

The new PalletPal Roll-On with Turntable features a platform that lowers to floor height so that pallets can be placed and removed using a hand pallet truck.

Made by Southworks Products, the company says the product features a built-in turntable that allows users to rotate loads so they are always loading or unloading pallets from the near side.

The unit's capacity is 2,500 lb., and its 44 in. x 48 in. platform accepts a variety of pallet sizes. The fully raised platform height is 30 in. tall.



Trailer wall mounting cargo tool

Kinedye has announced the introduction of THE E-HOOK brand wall-mounted, freight loading storage solution.

THE E-HOOK mounts securely to any vertically installed A-Track, E-Track or logistic post system.

The company says the product has a working load limit of 300 lb. Multiple hooks can be mounted to accommodate longer cargo and THE E-HOOK can be installed at different heights along a wall to support freight with contoured shapes.

Four-post heavy-duty lift

Rotary Lift introduces the 35,900-lb. capacity HDC36, the newest member of its HDC series heavy-duty four-post lifts.

Rotary Lift says the HDC36 is available in two lengths, and low-profile runways are built to handle a maximum wheelbase of 28 ft. The HDC36 features a 79-in. maximum rise to the top of the runways to provide ample working room for even the tallest technicians.

Optional accessories include 14,000 lb. and 22,000 lb. capacity rolling bridge jacks that lift the vehicle off its wheels for tire, brake and suspension work, and high-efficiency LED lighting for improved visibility. A shim kit is available for uneven floors, the company says.



Trailer charging system

Purkeys releases the BOSS Dump Trailer Charging System, designed as the answer to uncharged dump trailer batteries, a common issue within fleets with dumping systems.

According to Purkeys, the BOSS connects to a 7-way trailer harness

and includes an LED indicator light to quickly show drivers that the system is working properly. By boosting the voltage going into the dump trailer battery, Purkeys says the system is designed to be effective and reliable, keeping batteries charged even in cold weather.

Reman fuel injectors

PAI Industries has introduced a new crop of fuel injectors. The company offers competitive pricing and core charge on all fuel injectors as well as an 18-month unlimited mileage warranty.

The reman fuel injectors are designed for most OE parts.

Various aftermarket products

NEWSTAR has added five parts to its aftermarket product offering.

The new parts include a 12-volt halogen fog lamp for International tractors, a latch assembly works for various Kenworth tractors, a 5 in. diameter exhaust pipe splitter tree for Kenworth models, a fairing retainer that fits Volvo VN and VNL models and a multi-function trailer valve with 70 PSI and PPV pressure.

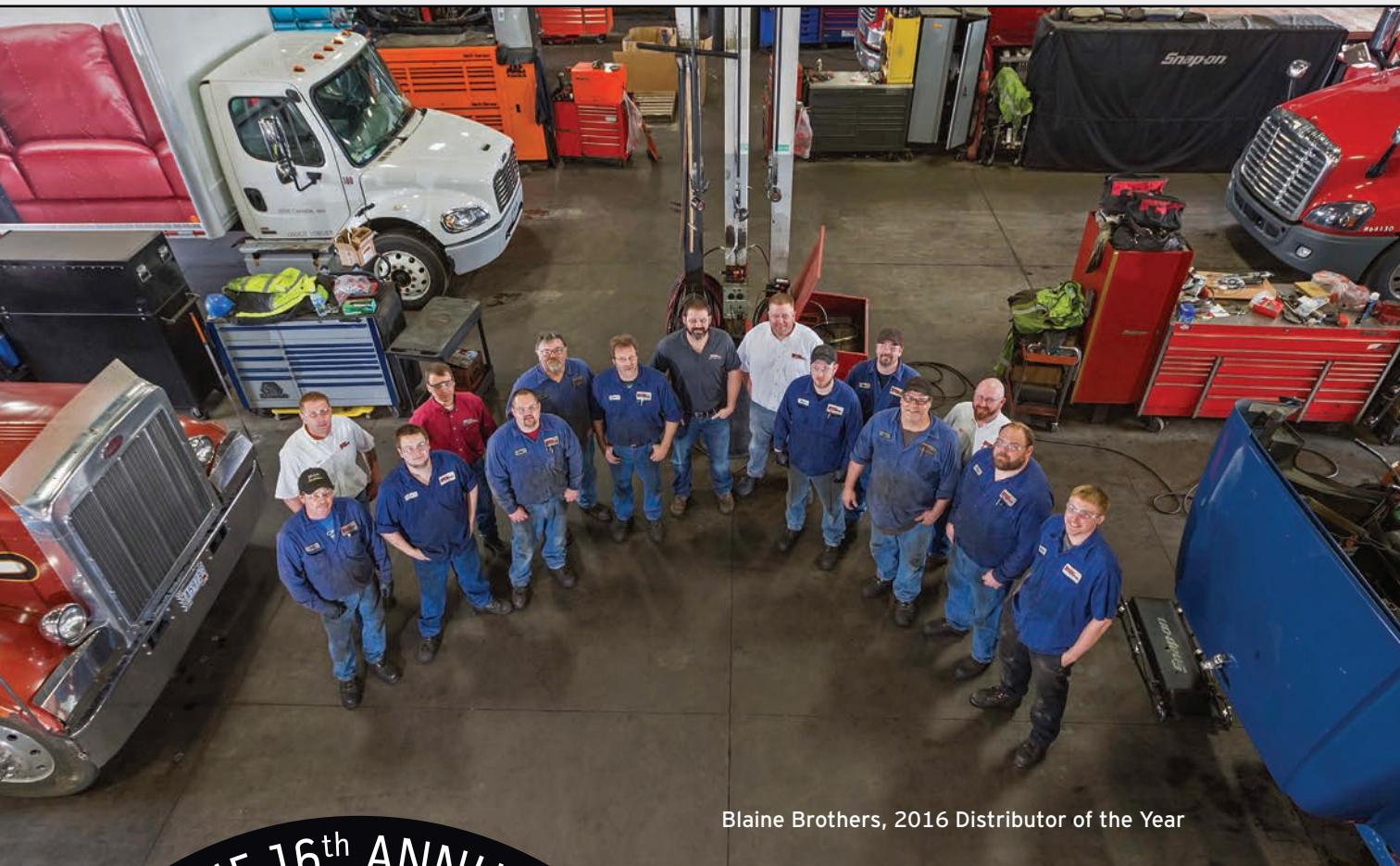


Spill clean up compound

Eco-Absorb has introduced a new all-natural, non-toxic earth compound for cleaning up spills in a repair facility.

According to the company, Eco-Absorb's newest compound weighs 1/3 less than traditional clay products but absorbs up to 15 times more so less product is needed to do the job.

Additionally, the company says with better spill cleanup options being made available, shop managers will keep employees safer and the service center more productive. A cleaner shop will also help the shop to pass required inspections, as well as impress customers.



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King pin pusher set

OTC introduces the 4240A 30-Ton King Pin Pusher Set to assist technicians when changing king pins and brake anchor pins on heavy-duty vehicles.

According to OTC, the 30-Ton King Pin Pusher Set removes both straight and tapered king pins faster than traditional methods. Included in the set are five special collars and two pins to adapt the tool for various king pin and brake anchor pin applications. The tool uses the hydraulic force of a hollow-center cylinder to replace even the most corroded kingpins, ranging from 7/8 in. to 2 in. in diameter and up to 11-1/4 in. in length. The included hand pump drives the cylinder, OTC says.



Air hose reel

Gates presents two variations of the retractable air hose reel, based on what the company calls “extensive customer feedback.”

The first is a multi-use, fully enclosed automatic reel that allows the hose to be reeled out and stopped or rewound at any point. Its gradual return feature ensures no uncontrolled rewind.

The second is an indoor/outdoor heavy-duty reel with a heavyweight dual supporting arm. Both come with 50-ft. Gates’ Hybrid Polymer Air Hose.

High-torque starters

Leece-Neville says its new PowerPro and PowerPro Extreme series high-torque starters for medium, heavy duty and extreme use applications are available now.

PowerPro and PowerPro Extreme 12V and 24V starters, engineered to provide starting power for 12L to 40L engines, include a host of features to help reduce operating and maintenance costs and increase vehicle uptime, including high-torque, high-power designs, planetary gear reduction, rotatable flanges, soft start relays and more, Prestolite says.

Aftermarket switches and sensors

Dorman HD Solutions has added five new parts to its former dealer only product offering.

The new components include a nitrous oxide (NOx) sensor, four SKUs of a cruise control on/off switch, a windshield wiper switch, timing cover and HID lighting ballast.

Next generation trailer scale

Air-Weigh releases the next generation of its LoadMaxx Trailer Scale.

According to Air-Weigh, the new scale combines the best of previous LoadMaxx and Quickload trailer scales into one trailer scale with two options: LoadMaxx base model, and LoadMaxx with ComLink.

Off The Line

Spotlighting a new OEM innovation



Paccar introducing new front axle

Paccar will introduce a new proprietary front axle for its Kenworth and Peterbilt vehicles in the third quarter of 2017.

The Paccar axle is designed for construction and vocational applications that support infrastructure investments. It is available with ratings of 20,000 or 22,000 lb., and uses an innovative tapered kingpin roller bearing that simplifies the design and delivers enhanced steering

efficiency, the company says.

“Paccar is pleased to introduce its front axle to enhance customer vehicle payload and complement the superior performance of our Paccar Powertrain,” says Landon Sproull, Paccar vice president. “The Paccar front axle improves steering efficiency and load carrying capacity for customers.”

The Paccar front axle offers steering angles up to 50 degrees and has a five year or 750,000-mile warranty.

Reusable air filters

Freedom Air Filters' introduces pre-filters for Peterbilt 386 and 579 trucks are engineered to offer added protection and extended air filter life without drilling, gluing or removing the intake grilles.

Freedom says the reusable pre-filters are designed to prevent larger particles of debris such as grain chaff, dirt and sand from getting into and clogging the air filter element to help maintain performance and fuel economy.

They are treated with a hydrophobic water-repellant process that helps keep out rain, ice and snow and can be cleaned easily with soap and water.

Closed shoulder drive tire

Sumitomo Tires introduces its ST948 SE, a premium series, deep tread SmartWay-verified closed shoulder drive tire.

Sumitomo says the new tire offers significant improvements in mileage and wear performance over past models. It also features a 30/32 in. tread depth, advanced tread compounds to combat irregular wear (to increase miles to removal), and a wide footprint to distribute weight over a wider contact patch.

New all-makes ADB program

Dayton Parts introduces its new all-makes air disc brake program for heavy truck and trailer applications.

Dayton Parts says the comprehensive offering will cover all major OE air disc brake products comprising a large majority of the market requirement.

The Dayton Parts all-makes portfolio will cover original products from Bendix, Hendrickson, Meritor, WABCO. Dayton Parts says it will consist of a wide variety of air disc brake components, including: air chambers – piston design and double diaphragm; carrier bracket kits; component kits, calipers (new for Hendrickson and WABCO, reman for Bendix and Meritor); disc pad sets; disc pad and rotor shields; hardware; rotors; tools.



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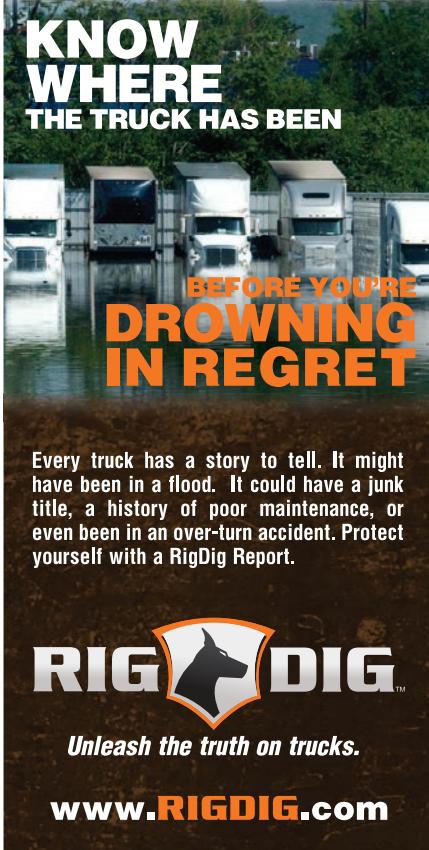


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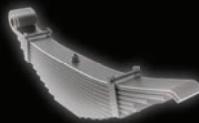
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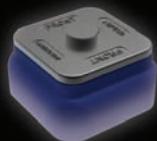
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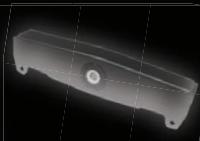
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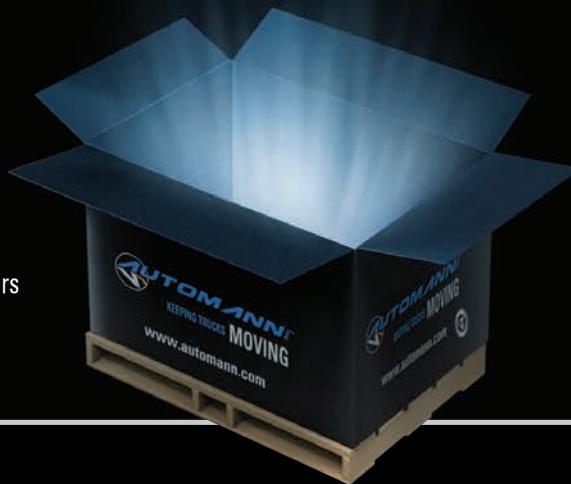
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