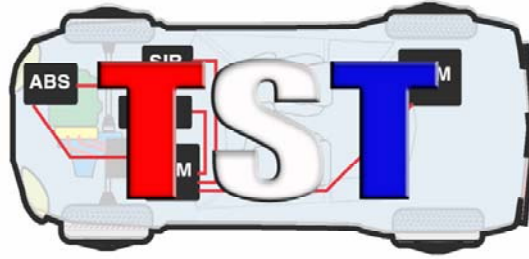


February 2012



Technicians Service Training

Technicians' Choice Awards 2011

INSIDE THIS ISSUE:

Technicians' Choice Awards

P. 1 - 16

What are you doing on Saturday?

P. 18

Upcoming Seminars:

9th TST Big Event

Truglia/Morton/Nall

March 24th, 2012

**What are you waiting for?
Sign up before the price goes up!**

Editor

Jerry "G" Truglia

© 2012 ATTS INC.



Technicians' Choice Awards 2011

Technicians Service Training is unveiling their choice for their top ten favorite tools of 2011. The criteria for the Technicians' Choice Awards is as follows:

- Real-world usefulness—The tool has to be essential for today's technician.
- Ease of use and ability to perform as advertised.
- Bang for the buck—The tool has to offer a lot for its price.
- Relative newness—A tool does not have to be brand new during the year of the reward, but it has to be cutting edge and just beginning to catch on in the business.

(Con't on page 3)

Technicians Service Training

11 Lupi Plaza

Mahopac, NY 10541

Phone: (845) 628-6928

Fax: (845) 628-9109

Email:

Info@tstseminars.org

No part of this newsletter may be reproduced, stored in a retrieval system, or transmitted, in any form by any means, electronic, mechanical, photocopying, recording, or otherwise, without prior written permission of the authors.

Information contained in this newsletter is intended for use by professional auto repair technicians familiar with approved vehicle repair procedures. The authors are not responsible for physical injury or property damage resulting from the incorrect application of information or procedures outlined in this volume.

Currently there are **TST chapters in Connecticut, Massachusetts, New Jersey, New York** and membership continues to grow. For more information you can call

TST headquarters at:

(845) 628-6928



Technicians Service Training



www.TSTseminars.org

What is TST?

TST is a group of dedicated technicians and instructors committed to the continuing education of our fellow technicians. We provide once a month training seminars to technicians at a reasonable price. TST brings our members nationally known instructors and state of the art training.

Our Goal & Mission Statement

- *Keep our fellow technicians up to date with the latest technology.*
- *Provide training seminars for a reasonable price.*
- *Deliver information that the technician can use now.*
- *Keep technicians informed of information affecting our industry.*
- *Increase consumer awareness of what a good technician is.*

Why join TST?

TST membership includes special pricing on once a month week-day night seminars and the occasional full Saturday seminar. With a **\$75.00 yearly membership, the monthly seminars are only \$65.00.** **TST classes are NOT sales or product seminars.** The instructors that TST brings in are all “hands-on” industry experts with up to date, cutting edge knowledge that you can use in your shop the next day. That’s 65 dollars for a seminar in which you are able to learn something useful, for fixing those tough jobs that we all see on a regular basis. Our instructors are masters at making the complex understandable. Membership also includes a Monthly Newsletter full of real world technical articles, diagnostic case studies, and solutions to the kinds of problems you see in your bays each week.

The following are some of TST’s regular instructors:

Bernie Thompson of ATS

John Thornton of Autotrain Inc.

Wayne Colonna of ATSG

Jorge Menchu the “Labscope Guru,” AES Wave

John Anello of Auto Tech On Wheels

Mark Warren of Motor Magazine

Bob Pattengale of Bosch

Peter Meier of Motor Age Magazine

Ken Zanders of Illinois Air Team

Jerry “G” Truglia of National Instructor & owner of A.T.T.S. Inc.

Technicians' Choice Awards 2011 (con't from p. 1)

1. Launch CReader VI

"It's small, it graphs, it's quick...It has no boot-up time and ready to go with a reasonable price to boot."- G Truglia

The Launch CReader VI has a very specific purpose: to quickly scan emissions-related problems and test for monitors. It is a Generic OBD II scan tool and lets face it, that's the majority of our scanning. This is a very easy to use tool and is worth its price for the time it will save you alone scanning your customers' check engine lights.



2. EMS Emissions Analyzer

Not many shops are shopping for emissions analyzers these days due to changing state inspection requirements and the increase of on-board sensors on vehicles. Nonetheless, an emissions analyzer is still an essential diagnostic tool for finding tough leaks (try using CO2 on those tough EVAP, vacuum, and air suspension leaks with an emissions analyzer) to diagnosing driveability problems.



All of them run about \$5,000, so if you want one that not only updates quickly but also allows you to quickly test pre and post catalytic converter readings quickly and easily, plus allows you to use the machine on your computer so you can graph readings, or stand alone for times which you need the tool to be portable.

(Con't on p. 7)

Pro-TEC

Tool & Equipment Insurance Coverage

The Absolute Very Best Tool And Equipment "All Risk" Insurance Coverage ever developed that money can buy.

**\$250 a year
for \$50,000 of
replacement cost
coverage.**

If you don't believe us,
take a few minutes
to check it out on our
website:

www.mechanicsinsurance.com

or

call **800.344.3501**

Jim Bradanini
Program Administrator

QUOTE

Hey: To all my tool carrying friends,

I just switched Brian's tool insurance from Farmers to Pro-TEC and I am now only spending \$350 a year for \$70,000 of insurance on hand tools, welder, air compressor, tool boxes, etc....we were spending \$747 every six months.

Anyway, I figured whoever needs insurance on your tools against theft, flood, fire, etc.... blanket coverage. The people are really nice and you can do it over the phone. You don't have to have a tool inventory list, though you will need one if you have a claim so do one up front anyway.

They offer \$50,000 for \$250 but we upped it to \$70,000 for \$350. <http://www.mechanicsinsurance.com>. The guys name is Jim Bradanini and his email address is: JimB@cpminsurance.com. Their phone is 203-439-2810. I had left a message and he got back to me within the hour.

Thank you so much for making your process so smooth and painless, kind and professional.

Jo



SOCIAL MEDIA



BLOG

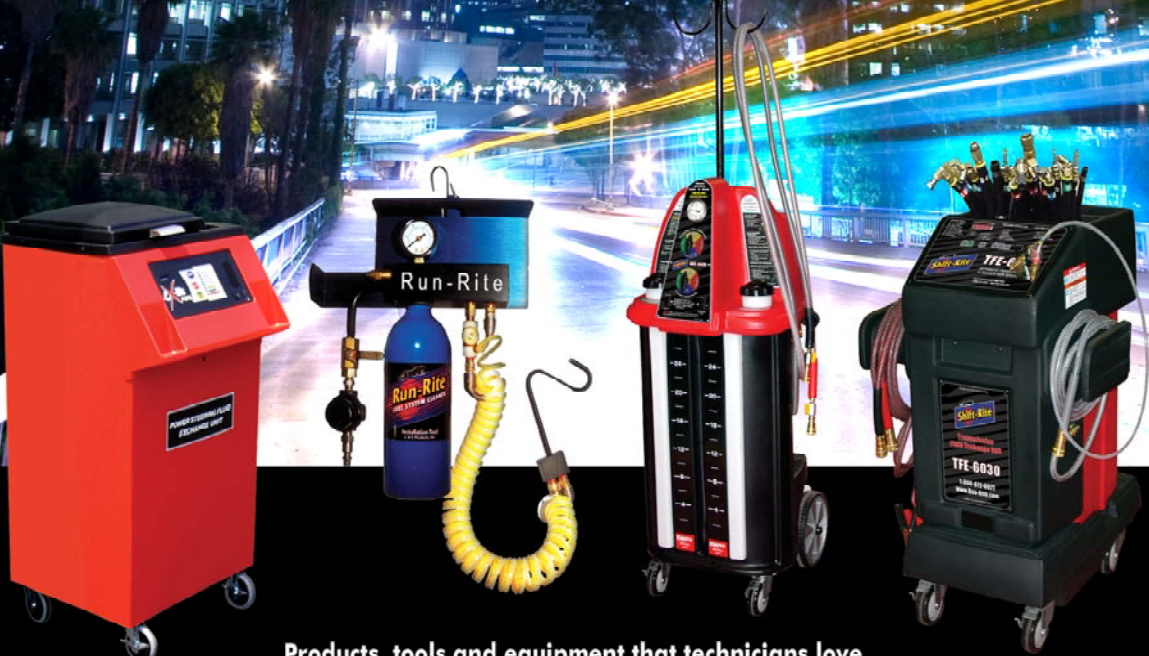
800.344.3501

1-800-872-8921

www.Run-Rite.com



**PRODUCTS
PROGRAMS
PEOPLE™**



Products, tools and equipment that technicians love.
Ask about our complete equipment programs.

Pegisys®

High-Speed Diagnostic Power, Unmatched Vehicle Coverage!

Diagnose and Repair Faster than Ever Before!

Direct Hit Technician™ – Diagnostic solutions delivered right at the fender from millions of experienced-based confirmed fixes from Identifix®.

Two Tools in One!

J2534 Reprogramming Capability –

The MVCI not only provides unique Airbridge™ wireless connectivity, but it's also a J2534-1 and J2534-2 compliant device for vehicle reprogramming.

For Whatever Pulls into Your Shop!

Advanced Vehicle Coverage –

OEM-based scan diagnostics provides over 27 years of vehicle coverage for 44 different vehicle makes from over 25 different manufacturers.

Best Diagnostic Value on the Market!

Pegisys Technology allows you to choose the handset version or PC Diagnostic System as your diagnostic platform. And every Pegisys comes with the new J-Kit which includes:

- Domestic/Asian kit w/cables & 6 month subscription
- Direct-Hit Technician – 90 day trial subscription
- J-2534 Kit

Limited Time – Special Offer!

Trade in coupon – trade in an old scan tool and receive the Euro Starter Kit & additional 6 month Domestic/Asian software subscription



Pegisys –
“Handset Version”

PC Version –
PC Diagnostic System



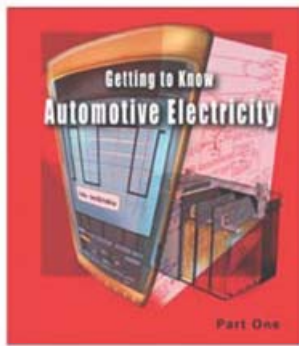
(PC not included)

SPX
SERVICE SOLUTIONS

© 2009 SPX. OTC is a registered trademark and Pegisys, AirBridge, are trademarks of SPX Corporation. Direct-Hit Technician is a trademark of Identifix.

Call today, 1-800-533-6127
or visit www.pegisysotc.com

OTC®



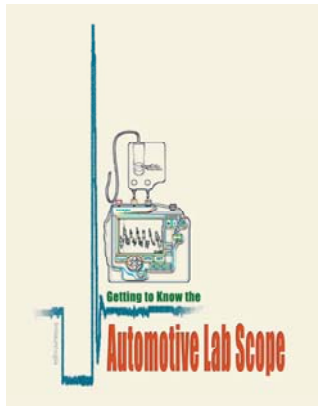
Batteries
Starters
Alternators
Common Tests and Testers
Circuit Types
Ohm's Law

©2003 Ralph Benneken, 110" Jerry Truglio



845 628-1062

www.ATTStraining.com



Technicians' Choice Awards 2011 (con't from p. 3)

3. GTC COP TA500 Ignition Analyzer

For a little more than a couple hundred bucks you can diagnose bad ignition coils in a flash, as you can see below. Use caution and common sense. Sometimes a coil is lower KV not because the part is bad, but because a cylinder has low compression as this example shows.



2002 Toyota Rav 4, Low Compression in One Cylinder



Cylinder #2 Ignition Coil



Cylinder #2 Compression Low



Other Ignition Coils



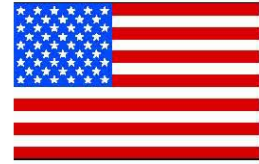
All Other Cylinders

(Con't on page 9)

EMS

EMISSIONS SYSTEMS, INC.

TEST DON'T GUESS DRIVEABILITY PROBLEMS



INLINE BACK PRESSURE GAUGE



EVAP PROBE 3/16" Dia S.S. BRAIDED



- Heavy duty filter & pump system, bullet proof IR bench.
- Switch between Pre-Cat & Post-Cat sample hose at the analyzer saves time
- Ideal for Catalytic Converter Efficiency calculation. & In line back pressure gauge to check cat. Contamination.
- Use the EMS EVAP S.S. Probe for hard to find EVAP leaks your smoke machine doesn't.
- Capable of daily use for diagnostics, Check LAMDA, NO Start, and EVAP leaks to save time which means \$120/week!
- 24 Hr. Turn around on all spare parts, repairs, or warranty!

EMISSIONS SYSTEMS INC.
P.O. BOX 7086
ALGONQUIN, IL. 60102
VOICE & FAX: 847-669-8044
E-MAIL: sales@emsgas.com

Technicians' Choice Awards 2011 (con't from page 7)

4. Autologic VW Software

"The Autologic is an amazing scan tool. It's ridiculously easy to use, quick, and makes reflashing very easy. Autologic has made real gains with their VW software, especially on late models, and it is the first scan tool I pull out on VWs."-Craig Truglia



Autologic is an expensive scan tool, yes, but so is the factory scan tool. The Autologic is much quicker and intuitive than the factory scan tool, and it does not change interfaces every five years. So, for the serious European shop that needs to diagnose and reprogram vehicles, the Autologic is the advertised alternative to the factory tool.

5. OTC Ready Scan

This is a pretty straight forward time-saving tool. If you are trying to pass a vehicle for emissions inspection, it tells you whether enough monitors are ready to pass inspection without plugging your scan tool in and out multiple times.



(Con't on page 12)

northeast
AUTODOCTORS
mobile diagnostics & reprogramming
(203) 770-1695

All OEM Dealer Diagnostic Tools
Automotive Computer Reprogramming
Air Bag & Occupant Seat Diagnostics
Security & Immobilizers Coding
Performance Flashing
L1 Master ASE Certified & Ferrari Certified Technician



Got Wires?



Go Wireless!



NEW! ENHANCED DOMESTIC COVERAGE NOW INCLUDING SELECT MODULE CODING & ADAPTATIONS FOR FORD & GM!
 THE MOST EXPERIENCED IN OE-LEVEL COVERAGE FOR: LAND ROVER, VOLVO, JAGUAR, SAAB, SUZUKI & PORCHE!
 OVER 400 WEEKLY UPDATES A YEAR! NO NEED TO WAIT 6 MONTHS TO A YEAR FOR NEW COVERAGE & CAPABILITY
 THE DIAGUN UTILIZES KEYLESS TECHNOLOGY! NO TIME WASTED SEARCHING FOR MISSING KEYS
 POWERFUL OE-LEVEL SOFTWARE FOR EURO & ASIAN APPLICATIONS
 CLASS 1 BLUETOOTH WIRELESS UP TO 300FT!
 ULTRA FAST BOOT-UP & PERFORMANCE



LAUNCH

www.launchtechusa.com 1-877-LAUNCH9



THE WIRELESS EXPERTS SINCE 2005

Come By And See Us At:

AAPEX • Las Vegas • Nov. 2-4, 2010, Booth #1261 & AVI Conference • Las Vegas • Nov. 4-5, 2010

For More Information Contact:



9 of the Top 10* "Check Engine" DTCs can be diagnosed with a Smoke Wizard.

Maybe it should be called the "Smoke Wizard" Light

Use with shop air or any inert gas (like nitrogen) for safety

Pressure and vacuum decay tests

Automatic flow shut-off avoids filling bay with dangerous fumes

Easy-to-read variable flow control valve

Safely stores in your toolbox like no other

NEW! Pop-It Filler Neck Adapter.
Pop it on, test vehicle, pop it off.
Simple. Reusable. No seals required.

Smoke that won't stink

UltraTraceUV dye pinpoints leaks

Internal filter protects machine & vehicle from contaminants

Flow ball that won't hang up

Monitor and detect .040", .020" -- even .010" leaks like Chrysler does

Now available in an array of colors

Ask Your Dealer Or Call For A Dealer: 877.669.2841

www.SmokeWizard.com

*Analysis of 2008 California Smog Check data.

See us at **AAPEX Booth # 964**

©2009 Global Leak Detection

9 of the Top 10* "Check Engine" DTCs can be diagnosed with a Smoke Wizard.

Maybe it should be called the "Smoke Wizard" Light

Use with shop air or any inert gas (like nitrogen) for safety

Pressure and vacuum decay tests

Automatic flow shut-off avoids filling bay with dangerous fumes

Easy-to-read variable flow control valve

Safely stores in your toolbox like no other

NEW! Pop-It Filler Neck Adapter.
Pop it on, test vehicle, pop it off.
Simple. Reusable. No seals required.

Smoke that won't stink

UltraTraceUV dye pinpoints leaks

Internal filter protects machine & vehicle from contaminants

Flow ball that won't hang up

Monitor and detect .040", .020" -- even .010" leaks like Chrysler does

Now available in an array of colors

Ask Your Dealer Or Call For A Dealer: 877.669.2841

www.SmokeWizard.com

*Analysis of 2008 California Smog Check data.

See us at **AAPEX Booth # 964**

©2009 Global Leak Detection

Technicians' Choice Awards 2011 (con't from page 9)

Questions:

1. Do you want seminars to continue in your area?

2. Do you find the seminars useful?

Please ask a fellow technician to come and check-out our seminars so we can continue to bring you the best available information each month.

We need your support:

***Thank you,
G Truglia***

6. EZ Red LW4M Line Wrenches

This wrench is made to make it easier to loosen tough to turn line fittings, because it increases the surface area in which your wrench can grip the fitting. Quite nifty and pretty reasonably priced too.



7. Powermax Battery Maintainer PMBC-75

Battery maintainers are necessary for the shop that reflashes vehicles or is tired of killing a battery during diagnostics when you leave lights on & scan tools plugged in. Most of the time you already own a battery charger, so all you need is the maintainer.

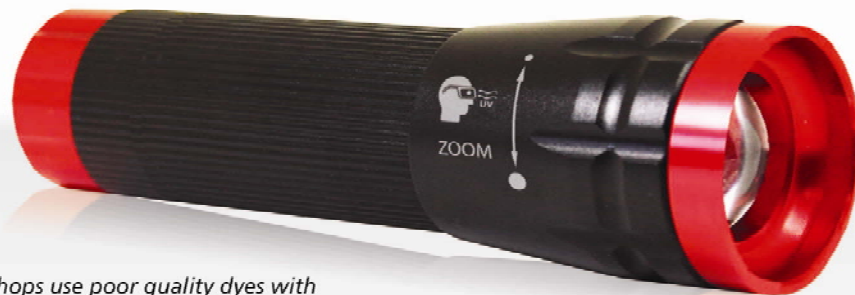


Battery chargers have too much AC ripple to be used as battery maintainers, but most maintainers don't have enough Amperage to be used for reflashing every vehicles unless they cost almost \$1000. This is not so with the Powermax. Simply click the button onto on and that's it. It powers the car with as much as 75 A of power when needed for less than \$300!

(Con't on page 16)

DYING TO FIND A/C LEAKS?

The new **UV Phazer NEO™** UV light finds leaks others miss.



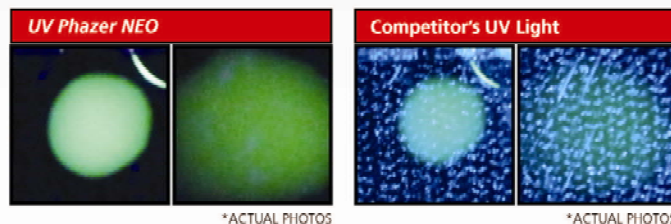
Powered by
Li-ION
Technology

PN: 413025

We found many shops use poor quality dyes with ineffective blue lights. That's when we challenged our Engineers to create the ultimate leak detection solution – the **UV Phazer NEO**.



*UV enhancing glasses and
Smart Charger Included.



We compared the **UV Phazer NEO** light against a leading competitor's UV light using a few popular A/C dyes. The **UV Phazer NEO** fluoresces the dyes brighter which results in faster leak diagnosis and repair.

FEATURES:

- ▶ **High Output UV LED**
- ▶ **True UV:** Fluoresces dyes brighter than blue LED lights
- ▶ **Adjustable Lens Focus:** Allows for focusing light intensity
- ▶ **Rechargeable Lithium Ion Battery:** Years of trouble free battery life
- ▶ **Compact Design:** Perfect for use in tight areas
- ▶ **Durable Aluminum Construction**

Which light do you want in **your** toolbox?

UV PHAZER
NEO™

UVIEW
built by technicians for technicians®

ISO 9001
CERTIFIED

www.uview.com

CONVERT YOUR SCOPE INTO A POWERFUL IGNITION ANALYZER



Works with coil-on-plug,
coil-near-plug, waste spark, and
distributor type ignition systems.



Automotive Test Solutions

ECOP
ONLY \$95

Set of 4 ECOP's
\$360⁰⁰

Set of 8 ECOP's
\$690⁰⁰

START DIAGNOSING IGNITION SYSTEMS TODAY
800-572-6112 • AutomotiveTestSolutions.com

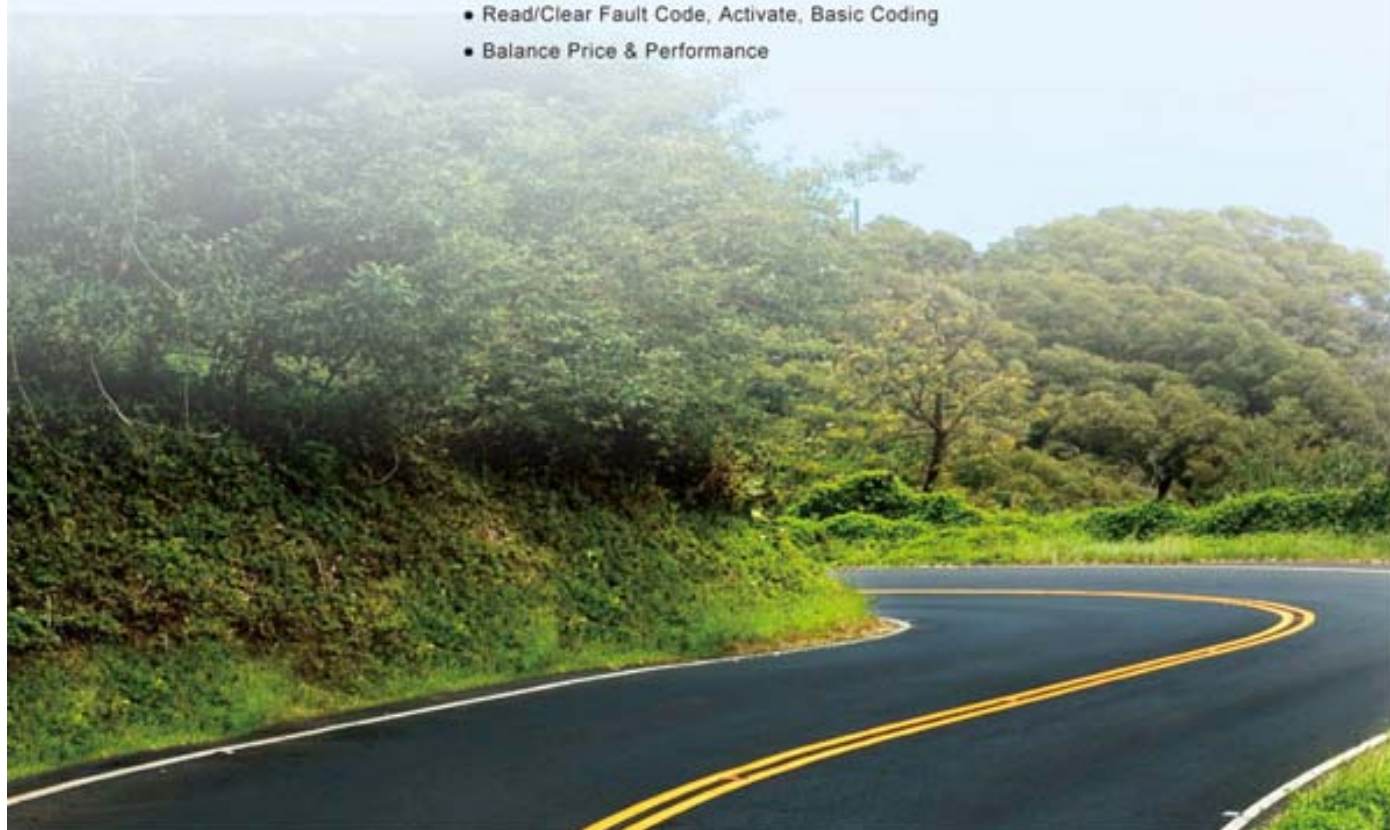
AUTOLAND
S C I E N T E C H
www.precisiontec.us



VeDiS™ II

Exceed Your Expectations

- Handheld Diagnostic Scanner
- Supports more than 40 Makes
- Read/Clear Fault Code, Activate, Basic Coding
- Balance Price & Performance



Technicians' Choice Awards 2011 (con't from page 12)

8. General Tools and Instruments Thermal Imaging Camera

Thermal Imagers are expensive, relatively low resolution, and generally are not able to read temperatures higher than 600 degrees or so. General Tools and Instruments has made a thermal imaging camera that has amongst the highest resolution available, capable of seeing temperatures as high as 2200 degrees for catalytic converter diagnosis, and a relatively affordable price. The thermal imager is close to becoming a common tool in automotive. Imagine diagnosing those P0420s in 30 seconds!



9. ProCut Warthog

You know from your brake pulsation comebacks that aftermarket rotors have a lot of problems. OEM rotors also have issues too, which is why ProCut is required by most OEMs to fix brake pulsation complaints. Many dealers own one.

The Warthog is the newest in on-the-car brake lathe technology. It has increased durability and is built to work on commercial vehicles. The ProCut is for the shop that wants to eliminate brake related comebacks or offer lathing rotors as a profitable option for brake service.



(Con't on p. 18)

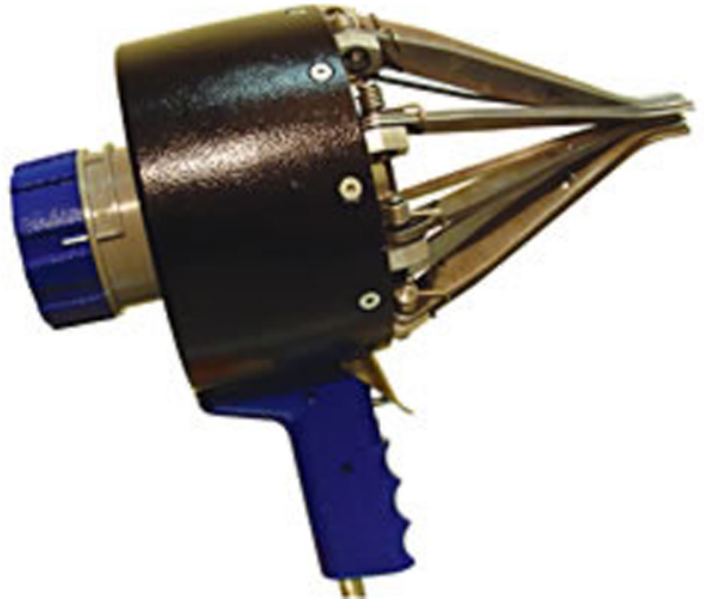
Featured Products

Astoria 2000 CV Axle Replacement Kit--

"Make Money On Your First Job!"

CV Axle Boots tear far before the cv axle has had it and replacement axles (Remanufactured and Chinese) result in comebacks. With the Astoria 2000, you can replace the CV axle boots with better-than-new boots without even removing the axle from the vehicle. Use it to repair newly ripped CV axle boots or as a maintenance item that will save your customers money in the long run and make you money too.

At \$259.99 for the tools and \$25.98 for a pair of boots, you'll pay for your tool on your first CV axle maintenance.



CV Boot comes with clamps and CV Joint lubricant.

Price: \$12.99 for Mini-ATV CV Boot

\$12.99 an Universal Car CV Boot

\$16.99 for Universal Truck-SUV CV Boot

\$16.99 for Universal Rack & Pinion CV Boot

\$39.99 for Box of Universal Gomex Clamps

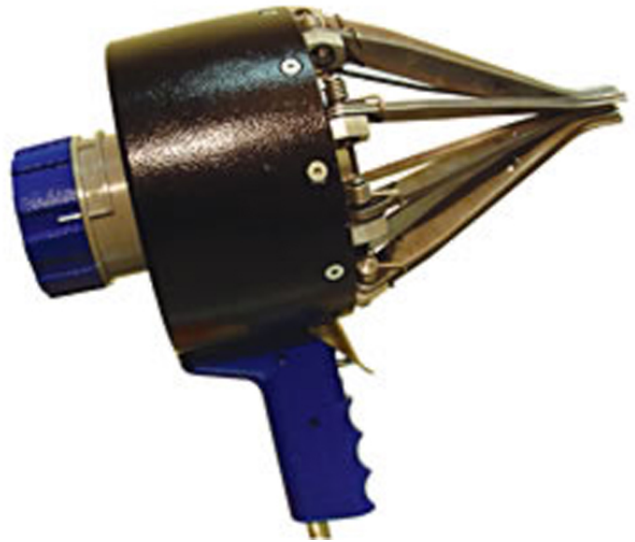
\$259.99 for New CV Boot Installer Claw including Gomex Clamp Tool



Technicians' Choice Awards 2011

10. Astoria 2000 Flex Boot Installer 2.0

Servicing CV boots is demonstrably a high profit, low-comeback proposition. You only need 3 part numbers to service the vast majority of CV axles out there and the flex boot installer from Astoria 2000 has had recent updates. Its ease of use has been improved and it is now compatible with shop air up to 150 psi.



Have any suggestions for future Technicians' Choice Awards winners? Email us your idea at info@TSTseminars.org with the Subject: Technicians' Choice Awards.

How should you spend your Saturday, March 24th?

*...with the wife and the kids?
...making money at the shop?
...doing a side job?*

NO!!!

Learning at the Big Event of course! Sign up today!



WELLS
VEHICLE ELECTRONICS

Tech Tip: **SECRETS TO INTERMITTENT MISFIRES REVEALED!**

Check out the troubleshooting process and ultimate solution to an unusual misfire problem on a Dodge Caravan in a fascinating new diagnostic video.



Testimonial

"This latest case study from my friends at Wells Vehicle Electronics shows how doing something as simple as installing spark plugs the old-fashioned way may result in an unnecessary comeback. This is a great video and I encourage you to share it with your fellow techs!"

Peter Meier - Technical Editor, Motor Age Magazine

Access this video through www.wellsVE.com
or via the "Wellstech" channel on YouTube.



See more than 20 other in-depth
diagnostic case studies by visiting:

www.wellsve.com/case_studies.html

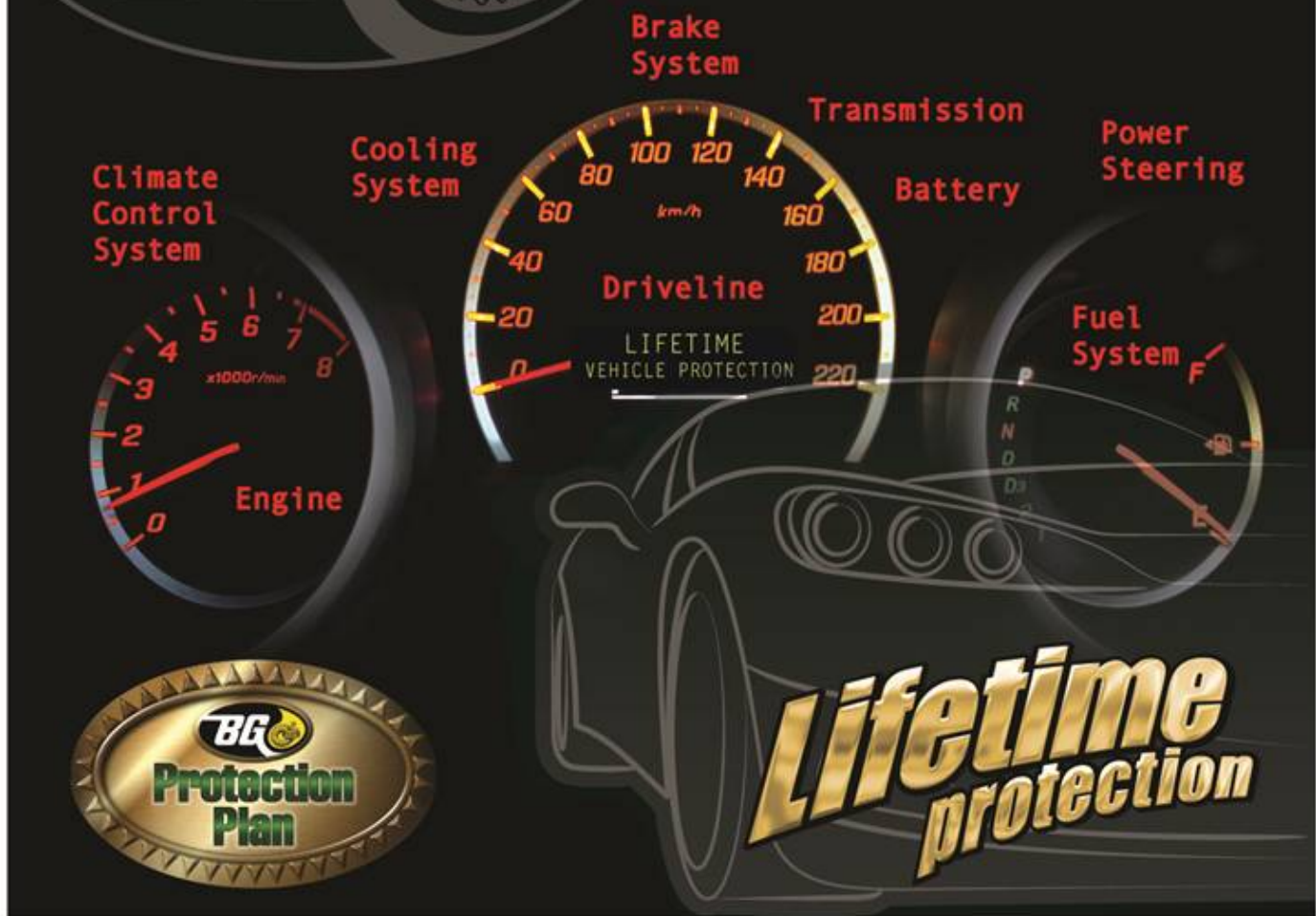


©2011 Wells Vehicle Electronics All Rights Reserved - A UCI International Company



WORLD CLASS TECHNOLOGY

**Are you giving your customers a reason
to return.....or a reason not to?**



**The BG Lifetime Protection Plan is the
#1 Customer Retention Tool
in service shops nation wide.**



Lubri-Care
Distributors of Connecticut, Inc.

203.877.5690 • 65 Eastern Steel Rd.
Milford, CT 06483 www.lubri-care.com

Diagnose Circuits Fast...

A Multitude of Testers right at
your fingertips...

**Powers Up
Components!**

Power Probe III

- Volt Meter
- Power Supply
- Short Circuit Indicator
- 20ft Jumper Lead Set
- Bad Ground Indicator

#PP319FTC



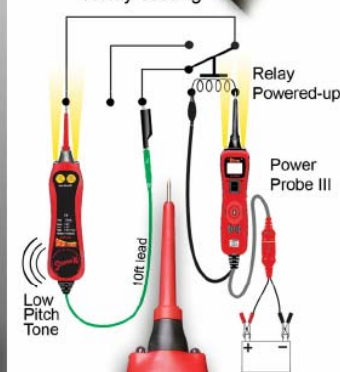
the "Smart" ECT2000



#PPECT2000

The "SMART" receiver indicates
the direction to the short circuit
eliminating the guesswork.

Relay Testing



Power Probe Lead Set



#PPLS01



Gold Series

Power Probe Lead Sets makes
your Power Probe more useful
than ever before!



#PPCT

POWER PROBE®

The Perfect Compliment to the Power Probe III

DID YOU KNOW?

ASE CERTIFIED
TECHNICIANS

- ➔ **GET PAID MORE**
- ➔ **GET HIRED FIRST**
- ➔ **ADVANCE FASTER**



**THIS IS YOUR LAST CHANCE TO TAKE A
TRADITIONAL "PAPER AND PENCIL" TEST!**
AFTER THIS FALL, ALL TESTS WILL BE COMPUTER-BASED!



Motor-Age
TRAINING
Self-Study Guides for ASE Certification

MOTOR AGE STUDY GUIDES
...YOU PASS OR DON'T PAY!



Fall Test Dates: November 10, 15, 17
Registration Deadline: September 30, 2011

www.PASSTHEASE.com