Tools and Tips of the Trade
Boosting the Bottom Line With Gear That Gets the Job Done

The SEMA Show is the once-a-year epicenter for automotive accessories. It’s more than 1,500 exhibitors offering their best products and services to more than 100,000 attendees. The must-see attraction for many is the custom, one-of-a-kind vehicles on display throughout the Las Vegas Convention Center. For others, however, the real eye candy is getting a look at the tools and equipment that builders are using to create those masterpieces. In 2009, 23,191 buyers went to Las Vegas specifically interested in tools and equipment. These buyers found 107 exhibitors, registering 32 products in the New Products Showcase and media/buyers scanned those entries 1,395 times. Jason Fennessey from Speedlife Motorsports in Andover, Massachusetts, attended the 2009 SEMA Show for the first time ever, looking for opportunities.

“We specialize in Audi and Volkswagen parts. I’m looking around for tools or anything I haven’t seen before,” said Fennessey. “This is my first time to the SEMA Show, and the New Products Showcase is very cool. I like the way it’s laid out by categories, and I’m amazed at all the things I didn’t know about.”

Astro Pneumatic Tool Company
Seven-Piece Metric Split Box Ratcheting Wrench Set
800-221-9705
www.astrotools.com
PN: 7125
Chrome-moly steel heads for maximum strength. Open-ended ratcheting action wrench provides the functionality and access of an open-end wrench with the ease and speed of a box ratcheting wrench. Includes 10 mm, 12 mm, 13 mm, 14 mm, 17 mm, 19 mm and 22 mm. Patented.

Bossco International Corp.
Hi-Beam First Ever Light Wrenches
858-391-9219
www.bosscointernational.com
PN: 207
First-ever light wrench.

Garage Equipment Supply
Dannmar MaxJax
877-432-6627
www.dannmar.com
PN: MaxJax
This portable two-post lift is perfect for low-clearance ceilings without permanently taking up a vehicle lane. Set it up in 15 minutes, and roll it into the corner when not in use.

Better Tools & Fasteners
Grip-Tite Super Wrenches SAE Six-Piece Set
866-576-3216
www.mygriptite.com
PN: 141
The ultimate wrenches for tightening good bolts and nuts and removing rounded, rusted and damaged bolts and nuts.

Cherokee Spark Plug Boot Puller
Sparkplug Boot Puller
269-382-0490
www.cherokeespark.com
PN: 94922-37750
Efficiently removes the plug wire boot from the sparkplug in one simple step without breaking the boot.

Homier Distributing Co. Inc.
One-Ton High-Quality Folding Aluminum Ramp and Tailgate Extender
260-359-6761
www.homier.com
PN: 7586
Heavy-duty folding aluminum loading ramp/tailgate extender.

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Mini-max cleaners convert cold water to high-pressure steam vapor instantly. This vapor penetrates all areas, dries instantly and evaporates leaving no waste-water stream.

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The Jetstream 1600 includes standard-feature one-piece rotational-molded housing that eliminates leaks and rust; premium-quality Kuul Pads cooling media.

KuulAire 45 features pushbutton controls, three speed settings, automatic-swing louvers, timer, remote control and more. Affordable, all-natural evaporative cooling for home, office and light industrial applications.

Presenting a higher-flow-rate compressed air outlet. The ½-inch NPT ports allow this outlet to provide great looks and enhanced performance. Use with our flexible 1-inch i.d. Duratec tubing.

The Riggio ratcheting, retractable line wrench is the alternative to traditional line wrenches.

The Pro- Driver’s unique design can easily re-coin damaged, corroded or stuck fastener heads. The 5,000 lbs. of impact can also shock corroded or damaged fastener threads for easy removal.

Carbon-fiber front bumper cover for '09 and newer Nissan 370Zs.
The Impact Head turns any rotary drill into a powerful, dual-function impact wrench and impact driver.

A second-generation flameless heat system; release seized hardware and other mechanical components. Turns hardware red hot if needed without the need for torches.

The world’s first safety coupler to utilize a single push to vent downstream pressure and release the plug. The user has to perform just one action—push the button; no mistakes possible.

This is the piece that connects from the throttle body to the EVO-R stainless air filter. Improved throttle response compared to the stock piece that connects the throttle body and air box. Give cooler air to your engine. Made of titanium.

An extension wrench that works with a 3/8-inch socket set. Can be used with 0° of arc in tight spaces.

Model 5400 ultrasonic cleaning generator with a patent-pending transducer monitoring circuit that indicates the operational condition of the transducer that it is powering.
This ratchet features five locking head positions and a free-turning sleeve, which makes it the fastest ratchet in the world.

A unique new design of ratcheting open end combination wrench. New design incorporates a moving pawl that grips the fastener tightly but restricts slippage. Torque is rated at 130% of ANSI spec for a standard combination wrench.

TCA Toolstorage
TCA HD 41-Inch Tool Storage Solution
604-882-0709
www.tcatoolstorage.com
PN: TCA HD 41-inch set

TCA HD 41-series powdercoated 1.0-1.5mm double walls; 100-lb. sliders (double sets on 4-inch-high drawers); 660-lb. casters; key-locked; rubber drawer liners; and gas shocks on chest lid.

In our world, everybody is looking for tools and equipment that saves labor. Our piping goes up twice as fast as the traditional copper and black pipe installations. Someone doing a new facility or retrofitting a building is always looking for labor savings. We’re now selling a rolled piping product that can be shipped via UPS. It comes in up to a 1-inch diameter, and we can overnight it anywhere in the country for next-day delivery.”

—Andy Remus, Owner
RapidAir Products
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Magnetic and Decal Toolbox Label Kits-70/Kit Stainless & Blue
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Find your tools fast. Each kit includes 70 individual magnets or decal toolbox labels.

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Find your tools fast. Each kit includes 70 individual magnets or decal toolbox labels.

NO SHOCK SPARKPLUG BOOT PULLER

SE Tools
Nylon Sparkplug Boot Puller
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www.setools.com
PN: 824N
No shock sparkplug boot puller pliers. All-nylon construction, lightweight, compact, non-conductive and cost effective for technicians. Made in the USA.

Tool Trend:
“In the welding segment, features such as Miller’s Auto-Set have really made setting up and using our welding products even easier for the automotive enthusiast. In the case of MIG welding, the operator simply selects the wire diameter and the material thickness he or she is welding on, and the machine makes sure you have the ideal setting. There’s no need for fine tuning or welding on test material.”
—Jon Ertmer,
Segment Manager
Miller Electric Mfg. Co.

DON’T WASTE THIS CRISIS:
ARE YOU CREATING YOUR PREFERRED FUTURE?

Eighteen months ago SEMA commissioned three groundbreaking specialty-equipment industry research reports from the highly-regarded Center for Automotive Research (CAR) to assist SEMA-member companies with their business planning, product and vehicle technology forecasting:

• The Specialty-Equipment Company of the Future: Guideposts for Technology Forecasting and Strategic Planning identifies critical scenario planning considerations you should be aware of.

• Powertrain Forecast and Analysis: What is Coming and What are the Implications for the Specialty-Equipment and Performance Aftermarket Industry addresses the rapidly changing powertrain plans and vehicle architectures of the OEMs for the U.S. Market.

• The Major Determinants of U.S. Automotive Demand: Factors Driving the U.S. Automotive Market and Their Implications for Specialty-Equipment Suppliers presents an analysis of the economic drivers of the U.S. automotive market and their potential impact on SEMA-member companies.

The line between high performance and mediocrity is often a red line. Contact John Waraniak at johnw@sema.org

GO TO www.SEMA.org/CAR AND GET STARTED ON YOUR WINNING PLAN