NEWS & VIEWS

A PUBLICATION OF THE EQUIPMENT AND TOOL INSTITUTE
SUMMER 2008

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LETTER FROM THE PRESIDENT

Midway through what is turning out to be a challenging year, I am pleased to report that ETI continues to make progress on our major objectives for the year. I am fortunate to have inherited this seat from John Wiedemann with the Institute in great financial condition and with our membership at an all time high. Our thanks to John for his leadership over the past year.

Tool Tech 2008 was the most successful ever with a record number of requests for one on one meetings. The demand validates the value of our format to our members and our OEM partners. And we plan to continue to modify the format to accommodate this growing demand. On behalf of the all of ETI, we say thank you to the OEM representatives for their participation.

The just completed Detroit Tech Week was, again, our most successful to date. In his new role as ETI's Technical Manager, Rich Pershell did a great job in working with our OEM partners in putting together some great information exchanges. And a reminder to all of you that it is time to begin planning if you want to participate in Japan Tech Week this December in Japan.

The TEK-NET Library indexing project is progressing nicely. For those members who want to have a preview of some of the progress, contact Rich Pershell at the ETI office. The technology being brought to bear on this project holds great promise for us as we look to expand the scope of the information exchange that is the core of ETI's mission.

Half way through the year, we all find ourselves in a market that few if any thought we would see, much less this soon. Combine $4 per gallon gas (or almost $5 per gallon diesel fuel) with the 2008 political landscape and it is enough to drive anyone to distraction. But you can be assured that your board of directors is keeping ETI firmly focused on our objective of continuing to provide our members with the tools and services that will support the growth of their businesses for the long term.

Challenging times but also times filled with opportunity.

David Schaar

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JAPAN TECH WEEK PREVIEW

ETI has begun preparations and planning for Japan Tech Week.

This year's Japan Tech Week will be held in Japan Dec. 8 – Dec.12, 2008.

The tentative schedule is as follows:
Monday – Hamamatsu – Toyota, Mazda, Mitsubishi
Tuesday – Hamamatsu – Suzuki and Suzuki's activity at the Hamamatsu Facility
Wednesday – Ota – Subaru and Subaru's activity at the Ota Facility
Thursday and Friday – Tokyo – Nissan, Honda, Hino, Isuzu, Mitsubishi-Fuso, Nissan Diesel

Registration will be open soon on our website, and we will have information as it becomes available.

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New Board Members

Officers (one year term)

President – Dave Schaar (SPX Service Solutions)
Vice President, Programs – Randy Gard (Chief Automotive Technologies)
Vice President, Marketing – Steve Gill (Alldata)
Secretary/Treasurer – Mike Cable (Hickok)
Immediate Past President – John Wiedemann (JS Products)

Directors

Elected to fill open and expired board seats to a two year term:

Ben Johnson (Delphi), completing Mike Cable's Term

Re-Elected to fill open and expired board seats to a three year term:

Dan Brass (JS Products)
Neil Davis (Snap-on Diagnostics)
Peter David (ProgRama)

Rounding out the Board of Directors completing terms previous elected to are:

Richard Amador (Innova Electronics Corp.)
Garret Miller (SPX Service Solutions)
Sylvain Julien (Celette North America)
completing their terms in 2009

Don Vanderheyden (Hennessy Industries)
Alan Tecmire (ETAS)
completing their terms in 2010

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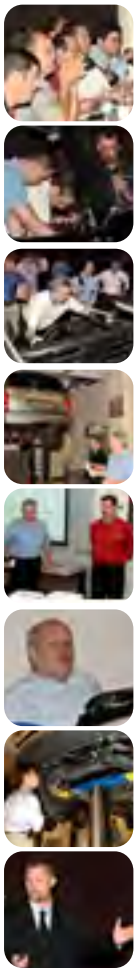
More than 90 ETI Members from 45 companies attended this years' Detroit Tech Week in Dearborn, Michigan. This highly popular and information-packed event was kicked off with a reception in the rotating Rotunda Ballroom at the Dearborn Hyatt Regency and wrapped up by an evening of food, friends, and beverages at the Henry Ford Museum. We were fortunate once again to have 5 guest writers to report on Detroit Tech Week Meetings.



Dan's Deal
By Dan Brass, JS Products
The week started strong with a great presentation from GM's Dick Gratz and Tom Hayes. The UCG was very happy to receive great information concerning wheels, torques, TPMS, etc. GM is always interested in making sure their vehicles can be serviced correctly by giving us the information we need.

On our second day, we made a trip to Chrysler. Joe Kummer put together a great program that provided great information about their new vehicles. They were even kind enough to put a couple of vehicles up on lifts for the group to inspect. The TPMS presentation provided great detail, which was greatly appreciated. We also received some great information about various new drivetrain components.

We wrapped up our week with a trip to Ford. We were given a very important update on TPMS by Arick Rush enlightening us on Ford's change to stem based sensors. Dan Wood and Bill Caines had several vehicles on display, and were able to put several up on a lift to allow our members to inspect them. They also were able to show us a breakdown of a new gear box, showing us how to service the new components.

Tim's Take
By Tim Morgan, Car-O-Liner
The Collision group was wowed right at the start early Tuesday by Audi with presentations from Mark Kadovach. Audi's new ideas to expand growth at the collision center. Innovative extra repair options to increase the profitability of the facility while maintaining customer loyalty.

The afternoon was no exception, with the addition of BMW of North America to the list of OEM's Walter Malec presented new vehicle concepts that included repair procedures, steel content, and future trends in their repair processes. With the props at the BMW Training Center located in suburban Detroit it was a great addition to Tech Week and the Industry.

Wednesday brought us to Chrysler with many great presentations from the general session to the breakout sessions specific to Collision. The multiple presentations moderated by Doug Craig brought new information from frame and steel designs to modules used to improve production and reparability. New model information that will be released along with repair procedures is a great addition to the collision industry.

Thursday was on pace at Ford Motor Co. with the information. Gerry Bonnani (Add Title) from the start provided the information the group needed and the additional presenters also came through with information to help the collision industry succeed in the future by providing additional procedures to enhance collision repair procedures.

John's Gist
By John Haralamos, Robert Bosch
No longer last, and never least, VW/Audi's Kurt Immekus kicked off this year's Tech Week organizing another informative session with the six time return of Volker Lantzsch, and Karl-Heinz Koehler from Germany. In addition to their, always good, bit & byte presentation, they opened a two-way dialogue with ETI members on such topics as up and coming diesel applications, scan tool compliance testing. VW/Audi announced that their bit & byte data to ETI would be updated four times a year.
Chrysler's newest hybrid entries, the Dodge Durango, and the Chrysler Aspen, were presented by Abdullah Bazzi. The Chrysler Diagnostic Team lead by Todd Chizmar, highlighted all new models, and systems for model year 2009.

Sue Lepidi lead Ford Motor Company in their presentations of SYNC, and the new Intelligent Access and Push Button Start key-less system debuting on the 2009 Lincoln MKS. Paul Baltusis gave us the newest of the new updates for OBD Diagnostics.

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Mike's Musings
By Mike Cable, Hickok

Chrysler's Detroit Tech Week's presentation was once again a premier performance. Todd Chizmar and his Team presented in detail the 2009 + MY to the Scan tool and UnderCar Groups. The Hybrid and diesel presentations were very informative covering the new DPF, Ureia, Lean NOX Traps, and the 300VDC/300VAC AC systems on the Hybrids.

This year ETI made a change in the Detroit Tech Week venue. The Scan Tool Group was separated from the UnderCar Group. This was done to make the sessions more valuable to the groups, and in the case of GM, where there is no Scan Tool information, only the UnderCar Group attended. The GM tech day was hosted by Will Godfrey. First, Mark Palmer gave an update on the MDI. It is now in the dealers, and being supported by GM. Along with Mark, Mike Waszczenko provided an update to the Support of the MDI and the TIS2Web (a subscription Program). Both were interesting presentations, showing that these new systems need constant update and software support, to keep the technicians current with the technology in the cars. Keith Newbury's presentation, left no doubt that the Hybrid technology is an important part of the General Motors future. He discussed the Mild Hybrid system. The Hit of the GM presentations was Brad Thacher, and his "Virtural Drive' in the new ZR1! Brad discussed the unique aspects of the new ZR1, and the challenges that the Technicians will face.

Ford's DTW Presentation had a change of venue, we met at Ford for the presentations. Sue Lepidi and her Team, once again, did a great job of organizing the event. The TPMS presentation was interesting as the change from Band TPMS to no Band was introduced. SYNC was an interesting presentation. This new technology is slated to allow information to be communicated from the vehicle to the customer/tech, to enhance serviceability. It is though dependent on the cell phone carrier that the owner has.

The Intelligent Keyless Systems were informative as was the License of Ford information. Paul Baltusis was very informative with his Diagnostic Presentation, and where the new SAE guidelines are headed for 2009+MY's. The Bayesian Diagnostic presentation, showed that Ford is looking at new ways to improve productivity in their bays.

Rich's Review
By Rich Pershell, Equipment and Tool Institute

One of the innovative sessions for this year's Detroit Tech Week was a Tuesday session presented by Mike Bartkowiak of The Dearborn Group on CAN implementation.

The presentation was on "Basics of CAN network" and the topics presented were:

- What is it?
- Why OEM's use it.
- How it operates
- Example CAN circuits
- ISO 11898
- ISO 15765 and Diagnostics on CAN
- CAN and the OSI Model

ETI would like to thank the Dearborn Group for putting on this seminar and we will be using the attendee's reviews to better tune these presentations.

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Letter From The Executive Manager

Charlie Gorman

I would like to use my space this time to eulogize someone very important to me, to ETI and to our industry. John Peter Kushnerick passed away this past April from complications of lymphoma. John was a Navy Pilot during the Korean War. He was qualified to fly nine different aircraft. Perhaps the most famous being the Navy Corsair.

He remained in the Navy reserve until 1966 and made 250 safe landings on aircraft carriers in the Atlantic, the Pacific, and the Mediterranean. While in the Navy, he earned a bachelor's degree from Wilkes University in Wilkes-Barre, PA.

In the 1950s, Mr. Kushnerick worked for the Boeing Co. developing a process to produce adhesive bonding for helicopter blades.

In 1957, he joined Chilton Publishing Co. in Philadelphia as an editor of Aerospace Management magazine. Later he was editor and publisher of Motor Age magazine. In 1973, he became editorial director for all of Chilton's automotive magazines and its automotive catalogs. He was an executive for Chilton's book and research divisions when he retired in 1990. He then operated a consulting firm, Expert Automotive Research Services, for several years.

John was always active in ETI. He was one of the strongest advocates of the EPA rulemaking requiring OEMs to provide repair information to the aftermarket. He was one of the earlier recipients of ETI's Founder's award. Mr. Kushnerick held several committee, director and officer positions within ETI. He was President of ETI in 1995.

John Kushnerick

John, more than anyone, was a mentor to me as I became more and more involved in the Institute. John was a visionary who not only understood the aftermarket and all its facets, he understood that the aftermarket and OEMs have always been and always will be interconnected and dependent on each other. He knew that it made no sense for this relationship to be adversarial. He taught me that ETI was one of the best conduits to promote an amicable win-win environment between the two industry segments.

John truly cared about our industry. He was very active with the New Jersey and Pennsylvania Alliance of Automotive Service Providers (AASP) organizations. He always felt that ETI needed to become better known among shop owners and technicians. He felt that we had so much to learn from each other because of our interdependencies.

John will be missed. Champions like him are few and far between.

Bruce Dobbs
Presidenet/CEO
C.A.T. Products, Inc/Run-Rite

How long have you been in the industry?
I have been in the industry for 28 years.

What's new at your company?
We have a couple of new service programs (Cabin air cleaning service, Diesel intake service, and 2 different Headlight resurfacing programs)

When and why did you join ETI?
We joined ETI last year. We were looking for additional ways to connect with some of the industry's key players.

What are some of the benefits of ETI to you and your company?
ETI has given us access to the OEMs. The format of Tool Tech is the best.

If they were making a movie of your life, what would it be called and which actor would play you?
I think it would be Forrest Gump. My life has been filled with random interactions with people that somehow become interconnected later.
Tom Hanks of course.

What kind of music do you like? Who are your favorite artists?
My favorites are still older rock and roll. Neil Young, Jackson Browne, and some newer guys like Dave Matthews.

What hobbies do you enjoy?
Golf and fishing.

What is your favorite place to relax and unwind?
My deck and the beach.

What are the 5 things you can't live without?
Coffee, good friends, good food, a purpose, and of course a good Manhattan!

What do you like best about your job?
I enjoy the challenge of finding new business and the opportunity to interact with and impact other companies.

In your opinion, what is the biggest issue or challenge facing the industry today?
Attracting and keeping qualified technicians. We need to continue to educate the public on what is required to service a modern vehicle.

Give us some words of wisdom . . . What is your favorite quote or saying?
"The greatest discovery of my generation is that a human being can alter his life by altering his attitudes of mind."
William James 1842-1910

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SAVE THE DATE!

What: ToolTech 2009
When: April 27 –April 29, 2009
Where: Westin Riverwalk, San Antonio, Texas

The Equipment & Tool Institute invites you to Participate in ToolTech 2009

ToolTech is the only event focused solely on the automotive tool and equipment industry. This sales and marketing event is designed for those that make, sell or buy automotive tools and equipment in volume.

The event includes scheduled private OEM and other company to company one-on-one meetings, industry speakers/panels/presentations, netw orking opportunities, free booth at our company show case, ETI Tee Time golf tournament, and much more.

See you at ToolTech 2009!

Tuesday April 28

8:30am – 1:30pm	ETI Tee Time Golf Tournament
1:00pm – 4:00pm	Booth Move In
5:00pm – 7:00pm	Welcome Reception

Wednesday April 29

8:00am – 9:00am	Registration Desk Open
8:30am – 9:00am	Show case Open
9:00am – 9:30am	Annual ETI Meeting
9:30am – 10:30am	Opening Session
10:45am – 11:30am	Keynote Speaker
11:30am – 12:45pm	Show case Open
11:45am – 12:45pm	Lunch
1:00pm – 5:35pm	One-on-One's
7:00pm	Past President's Dinner, By invitation only

Thursday April 30

8:30am – 9:00am	Show case Open
9:00am – 11:45am	Shop Talks
11:45am - 12:45pm	Lunch
11:45am - 12:45pm	Show case Open
1:00pm – 4:00pm	Booth Move Out
1:00pm – 5:00pm	One-on-One's
6:30pm –9:00pm	Closing Banquet

Calendar of Events

Automechanika 2008
Sept. 16 – Sept. 21 2008
Frankfort, Germany

Clean Air Conference
Sept. 22 – Sept. 25, 2008
Boulder Colorado

AAPEX
Nov. 4 – Nov. 8, 2008
Sands Expo Center
Las Vegas, Nevada

NACE
Nov. 5 –Nov. 8, 2008
Mandalay Bay Convention Center
Las Vegas, Nevada

SEMA
Nov. 4 – Nov. 7, 2008
Las Vegas Convention Center
Las Vegas, Nevada

ETI Japan Tech Week
Dec. 8 – Dec.12, 2008
Japan

SAE World Congress
April 20 – April 23, 2009
Cobo Center
Detroit, Michigan, USA

ToolTech 2009
April 28 – April 30, 2009
Westin Riverwalk
San Antonio, Texas

Autopromotec Show 2009
May 20 - May 24, 2009
Bologna, Italy

ETI would like to welcome the following New Members

Full Members
Drew Technologies

Associate Members
SAE International
OBD, Inc.
Harloff

ETI's current membership is 89 companies

Glenn Richardson
National Technical Supervisor
STAR Envirotech

How long have you been in the industry?
It all started at birth. I was not born in a hospital. (That answers a lot) I was born in my Grandpa's "Flying A" service station. I was losing his tools by the age of 3. In 1978 I started my own auto repair shop (With my grandpa's tool box that I still have to this day). In 1994 I started an Automotive training company with as many as 500 techs a month attending. I have also been involved in the development of many tools over the last 15 years. I have been a part of 5 Motor Magazine "Top 20" tool awards. This industry is a big part of my life and I am proud of it!

What's new at your company?
If I told you, then I'd have to kill you! Kidding aside; our company is all about 'leak detection'. In the last few years we have established several new strategic partnerships with selected companies. Also, several new patents and patent pending keep us advancing into the future. We currently have new products being evaluated at the OE's.

When and why did you join ETI?
Our company started with ETI about 8 years ago. I have only been taking part in ETI activities for the last two years. So I guess I'm a new comer. Why did our company join? To start with, the connections you can make and the information you get when talking to others is very valuable. The connection between members and the OEM's is huge. Last but NOT least ---going to Tool Tech, watching people having a drink then getting on that mechanical bull! It doesn't get better than that! RIGHT JESSIE?

What are some of the benefits of ETI to you and your company?
To connect with other people; the information gained from the OEM's; and the partnerships that can come out of these relationships. Our ETI membership helps our company to continue to develop cutting edge products for this ever-changing industry.

If they were making a movie of your life, what would it be called and which actor would play you?
My Margaretville -- Steve Martin

What kind of music do you like?
I like most ALL music, with the exception of Rap, but coming from my time era the 70's Rock N Roll---

Who are your favorite artists?
It has changed over the years, from Led-Zeppelin, Van Halen, Crosby, Stills, Nash and Young, Steve Miller, The Stones, Pink Floyd, to U-2, Chili Peppers's, Jimmy Buffet and more.

What hobbies do you enjoy?
Working on my 10 acres, playing my drums, and most of all, having dinner parties with my family and friends.

What is your favorite place to relax and unwind?
My home
http://www.thelogconnection.com/inprogress_project.php?project=Richardson&page=pix

What are the 5 things you can't live without?
My family and friends. The rest is all replaceable!

What do you like best about your job?
Starting out at my Grandpa's "Flying A" service station to opening my own auto repair shop to having a training company and now being a part of a company that develops equipment for the OE's. I would have to say coming from where I started to what I do now, is like a dream. If you were to say to me as a teenager that I would be working with companies like GM, Ford, Chrysler, BMW, Honda, Toyota, Mazda, Kia and so on -- in partnership to help develop better diagnostic products -- I would NEVER have believed it. I guess I'm saying it is not like a job, the automotive industry has always been part of my life.

In your opinion, what is the biggest issue or challenge facing the industry today?
I feel that information and education will always be at the top of the list year after year. Our industry changes so fast that without information and education this industry will pass you by in a minute. As new laws are passed and new systems are developed to accommodate these new laws, equipment must be designed so that today's technician will be able to quickly identify and repair.

Give us some words of wisdom . . . What is your favorite quote or saying?
If you were to ask anyone in my family, they would all say the same thing, this is what I tell them all the time- "Life is not about memories --- It's about making them!"

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