

'Tis the Season

Happy New Year!

Season's Greetings from the Snap-on Equipment Family!

We want to bring in the New Year by saying thanks to everyone who gave Snap-on Equipment the opportunity to meet all of your automotive service needs in 2007!



We are proud to have provided service to each and every customer and it was an exciting year! We were pleased to bring you upgrades to the award-winning BFH 800-the most advanced balancer in the industry. We brought you the savings and productivity enhancing power of our patented Weight Wizard Weight Management Software and WeightMiser Weight Reduction Software. We offered you competitive prices and outstanding quality, and continued to set industry standards with the patented technology of our John Bean brand of products-including the most technologically advanced alignment systems in the world.

In 2008, we look forward to providing you with the best service and highest-quality products the industry has to offer. With the most advanced equipment in the industry and our dedicated sales team, we guarantee that you will be amazed by what the John Bean brand can do for your shop in 2008!

The New Year brings with it many exciting and new developments that you won't want to miss!

Our goal remains the same for 2008- to produce the highest quality products that maximize your performance and productivity. We are looking forward to finding innovative ways to continue reaching this familiar goal.

As new and exciting products are introduced, we'll continue to keep you informed of how these automotive service tools can help your business be more profitable. Please call us at 1.877.482.4866 or visit our website – www.snaponequipment.com – if you have any questions.

Have a Safe and Happy Holiday Season!!



Approved

Snap-on Equipment's Arago Alignment System Approved

Snap-on Equipment's latest and most advanced alignment technology, John Bean's ARAGO V3D alignment system, has received Volkswagen approval.

The industry's most innovative alignment system is now available to dealers who service Volkswagen and Audi vehicles.

Designated by Volkswagen as the VAS 6421, the patented Arago system is the only self-calibrating alignment machine in the world. It offers true three-dimensional modeling and measurements of scrub radius, caster trail, rolling radius and diagonal offsets used to detect frame damage. Instead of using electronic gravity sensors or heads like conventional systems (which have to be leveled each time), the Arago uses live, computerized 3D modeling and high-resolution cameras to produce unsurpassed alignment results.

Known in the industry for its speed, this system provides alignment measurements complete with visual representation identifying current and optimal settings.

With its unquestionable accuracy, easy to use features and extraordinary speed, the newly approved VAS 6421 will increase productivity, customer satisfaction & profits to shops servicing Volkswagen & Audi vehicles.



Workshop
Equipment

Industry 1st: 10K Scissor Lift

Snap-on Equipment Introduces Industry's First 10K Scissor Lift to North American Market

Snap-on Equipment has added a 10K Scissor Lift to its list of high-quality automotive service equipment. The lift is the first and only one of its kind in the industry to receive ALI Certification validated by ETL.

"From our market evaluations we expect the all new 10K scissor lift to fill a much needed gap in the alignment lift market," said Gary Diangelo, product manager. "Proven features like the widest in class runways at 26", allows easy positioning and support of dual wheel trucks. With the longest wheel base capabilities in its class, this lift gives shops the same easy rollback capabilities for crew cab truck alignment as for cars."

The 10K has a lifting capacity of 10,000 pounds, totally open access between the runways and lifting systems that provide 73" of lifting height. It also features a compact and enclosed control console that protects core components from the shop environment, and proven hydraulic synchronization, and "Right-Side-Up" flush mount rear-slip plates (with oversized transfer bearings) that make vehicle positioning resistance free. Strategically positioned openings minimize maintenance requirements by preventing water and debris build up.

Gary says the market is excited about this 10K introduction. "The features on the 10K Scissor Lift have shop owners talking about updating or adding new alignment bays."



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Innovative Design

John Bean Balancers Get a Fresh New Look

Snap-on Equipment's John Bean balancers have an updated look to match the outstanding technology and performance they provide. The BFH 800 and VPI Systems II and III balancers all have a new physical re-design for an aesthetic look that's as satisfying as the products' performance.

The new look accompanies the addition of the patented OptiLine Tire Indexing Software (BFH 1000 only), and the addition of Weight Wizard Weight Management Software has been added to our BFH 1000 and BFH 800 balancers. The VPI System III balancer now comes in two versions, one with the Quick Mount Speed Nut, and the other with Power Clamping. All John Bean balancers have been upgraded to include our new WeightMiser Weight Reduction Software technology.

Also new to the BFH 800 and VPI balancers are redesigned trim plates and storage trays that are more user friendly in their design. John Bean products continue to cover all of your wheel service needs, and now our balancers not only provide you with great performance, but also with the added bonus of a fresh look for your shop.



SEMA 2007

Snap-on Equipment Has Enthusiastic Showing at SEMA Show 2007

Las Vegas - The 40th Annual SEMA Show brought Snap-on Equipment the opportunity to showcase its products to visitors from more than 100 countries. This year's show, held Oct. 30 - Nov. 2 at the Las Vegas Convention Center, had more than 130,000 attendees and displayed more than 1,700 new products in the specialty equipment market. The SEMA Show is the premier automotive specialty products trade event in the world, and attracts hundreds of thousands of industry leaders from countries all over the world.

"The 2007 SEMA Show was probably the busiest show I have seen in the past five years," said David Dixon, Snap-on Equipment sales and service manager. "Attendance was at an all time high, and as always, our alignment products got most of the attention. Our booth had a very high tech look with live video cameras and large screens so that people could clearly see demonstrations."

On display in Snap-on Equipment's John Bean booth was the BFH 800 Premium Wheel Balancer, a winner of Motor Magazine's Top 20 Tools for 2007.

There were also several new John Bean products displayed at the show.

"We introduced several new products including the new 10K scissor lift, a new System III wheel balancer, and a System II balancer with a new look. All of those products were getting good reviews from our customers, especially the 10K lift. Our booth was extremely busy for the 4-day show."



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Snap-on Equipment: Trailblazers of the Alignment Technology Evolution

John Bean is *the* pioneer of alignment technology.

In 1925 John Bean developed the world's first alignment machine. By 1932 this new machine had become the industry standard for diagnosing alignment problems, and was marketed and sold world wide under the John Bean name.

Throughout the decades John Bean has remained the industry standard in wheel alignment equipment. For almost 75 years John Bean has produced the highest quality automotive service equipment in the world, and has 26 more imaging patents filed than anyone else in the industry. This establishes John Bean as the industry's leader in innovating technology. This pattern of firsts continued with the development of the first imaging alignment system.

In the early 90's imaging aligner inventor Bernie Jackson was driving down the road and noticed a car in front of him "dogtracking" - a condition where the rear wheels do not follow straight behind the front wheels usually due to rear axle or rear toe misalignment. The car had obvious camber problems on a particular wheel. Bernie was struck by an idea. He thought, "If a human eye can see alignment problems, I bet a camera can see it too, and a computer should be able to measure it."

This started the chain of events culminating in Snap-on Equipment patenting the first imaging alignment machine in the world.

Snap-on Equipment: A Rich Heritage of Alignment Firsts

- Invented the first imaging aligner in the world and revolutionized alignment productivity.
- Invented the first self-calibrating imaging aligner ARAGO. Eliminated the need for field calibration - still a necessary fact for competitor units.
- Introduced the first movable camera boom alignment system - A huge productivity enhancer. Always thinking about a technicians comfort while designing products.

Inventors of First 3D Camera-Based Alignment Systems and Technology!

- 1991 Engineers started working on the concept
- 1995 First V3D shown in Paris
- 1996 V3D Introduced in Europe
- 1997 V3D Introduced in United States
- 2001 V3D IVS System Introduced
- 2002 Arago Introduced
- 2003 Ultra V3D Introduced
- 2005 Ultra Arago Introduced
- 2006 Short-Bay Introduced

