

2018 Distributor of the Year finalists announced | HDAW 2019 reveals theme

# **TRUCK** PARTS & **SERVICE** THE AFTERMARKET AUTHORITY



## Making the most of a sale

WHAT TO DO WHEN BUYING OR SELLING IN THE AFTERMARKET



Developing homegrown talent **24**

# Dealer News

- Ryder has reopened its maintenance and rental facility in Boucherville, Quebec, Canada.
- Trailer Wizards has acquired Canadian Service Plus Inc., an independent trailer maintenance repair facility.
- Penske Truck Leasing has relocated to a new, larger facility in Evansville, Ind.



Sherwood Freightliner held a grand opening celebration in June at its new Freightliner, Western Star and Sterling dealership in Drums, Pa.

- McKinney Trailer Rentals announces the acquisition of the assets of Fleet Trailer LLC of Denver.



Rihm Kenworth recently celebrated the opening of its new facilities in South St. Paul and Coon Rapids, Minn.



Big Tex Trailer World has opened new stores in Abilene and Beaumont, Texas.

## Phillips Connect Technologies makes acquisition in Euro market

Phillips Connect Technologies (PCT), a business of Phillips Industries, recently completed the purchase of Fortech Poland LLC, a manufacturer and distributor of 24-volt electrical connectors and cables for commercial vehicles with a broad and established customer base primarily in the European Union market.

The newly formed company will be identified as Phillips-Fortech Poland LLC. Jacek Pekala, founder of Fortech Poland, will serve as president of the management board of the new company.

“We’ve been planning for this expansion into the EU market for some time, but needed to be sure it met our stringent criteria for quality products and excellent customer service,” says Rob Phillips, president and COO at Phillips Industries. “By acquiring Fortech, we’ve met that goal and will now be able to better serve current Phillips customers in Europe and future end-users, OEMs and aftermarket customers in this market. We’re excited to fully develop the Phillips-Fortech capabilities to further our global growth.”

## HDAW 2019 introduces co-chairs, announces theme

Preparation is underway for Heavy Duty Aftermarket Week (HDAW) 2019. Event organizers announced last month that Ian Johnston of Harman Heavy Vehicle Specialists and Brett Penzkofer of Meritor will serve as co-chairs for the upcoming event, which will have a theme of “Connecting to the Future.”

The 14<sup>th</sup> annual event will be held Jan. 28-31, 2019, at the Mirage in Las Vegas.

Johnston, vice president of operations and marketing at Harman HVS, will serve as the event’s distributor representative. Penzkofer, vice president, North American aftermarket at Meritor, will serve as the event’s supplier

representative. Sean Ryan, president and treasurer at Point Spring & Driveshaft, will be the distributor vice chair.

“Our unique industry backgrounds make our partnership expertly qualified to drive the direction of this year’s program,” says Johnston. “Our goal is to bring insight that attendees will be excited to apply in their workplaces in the years to come.”

“The HDAW conference has an incredible reputation in our industry, and the task of delivering relevance is a big one,” adds Penzkofer. “Having seen the joint operating committee and HDAW planning committee volunteers in action, I have no doubt that this year’s HDAW will exceed expectations.”

## Joy to receive CVSN President’s Award

Robert “Pete” Joy of Phillips Industries will be honored this September as the Commercial Vehicle Solutions Network’s (CVSN) 2018 President’s Award recipient.

The President’s Award, started by CVSN Past President Ken Duval of Canadian Wheel, recognizes individuals who have contributed greatly to the

heavy-duty aftermarket and promoting and supporting the independent aftermarket distributor.

“I’ve been very fortunate to have received a number of industry awards within the supplier side of the industry,” says Joy. “It’s quite humbling to be recognized with the President’s Award from CVSN.”

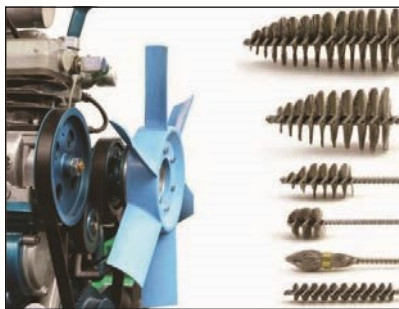


### Multi-use drive tire

Michelin introduces the Michelin X Works Grip D drive tire for on- and off-road use.

Michelin says the new tire offers exceptional traction, which is created by staggered shoulder blocks that provide lateral grip to handle slippery conditions and sawtooth lugs with more than 800 serrated edges that maximize grip on ice and snow-packed surfaces.

The Michelin X Works Grip D tire is available in the United States and Canada in 11R24.5 size and load range H.



### Specialty brushes for engine cleaning

Brush Research introduces its Specialty Automotive Brushes.

Designed to remove rust, carbon deposits and dirt during engine rebuilds, Brush Research says its new brushes are engineered for efficient, thorough cleaning of injectors, seats, copper, injector cups and plunger bores to facilitate uniform seating and sealing.

The custom diesel brushes are suited for Cummins, Detroit Diesel, Caterpillar and International engines and are designed for durability and longevity, the company says.

### Cylinder head gasket

PAI Industries has released a new high-performance 7-layer cylinder head gasket for turbocharged diesel engines.

The company says the gasket uses graphite layers that present high sealing capabilities, and resistance to heat and most corrosive chemicals. A perforated steel core in between each layer ensures a secure overall bond and increases gasket strength. Additional internal graphite sheets also are installed to withstand extreme pressure and high and low temperatures, while maintaining flexibility without warping or deforming, the company says.

The gasket's flex graphite sheet is 0.50 mm thick, while the perforated steel is 0.15 mm thick and the cylinder head facing material is 0.35 mm thick. PAI says the gasket is available with a three-year warranty.



### Stainless steel hood shield

Roadworks has released its Stainless Steel Hood Shield, designed to transform a truck's appearance while offering streamlined, stylish hood and windshield protection against weather, bugs and road debris, clearing the driver's line-of-sight.

The company says the shield is precision-engineered with a stiffener rib along the top edge to help maintain its shape against wind. It is available for 2008-15 Freightliner Cascadia, International Prostar, Kenworth T680/T800/W900L and Peterbilt 389 models, the company says.



### Swinger gladhand option for air brake systems

Phillips Industries has launched the Air-Defense Swinger System, its latest offering in in-line air brake system filtration products.

According to Phillips, the new system combines Phillips' original Air-Defense System and a swinger gladhand into one for better protection of commercial vehicle air lines.

The Air-Defense Swinger System is available with one of the following gladhand options: straight service, straight emergency, QWIK-E or the swinger arm without a gladhand for customization, the company says.

### Sine wave inverter

Purkeys introduces its Invert Pure sine wave inverter, a new product designed to provide power to drivers without fully covering the needs of the truck.

According to Purkeys, the new inverter features the company's patent-pending DynaBalance monitoring technology, which is housed within a control module remotely connected by a cable to the inverter unit. The controller continuously monitors the truck battery's state of charge and displays how much power is available for the driver to use.

Purkeys says the inverter is available in 1,500 and 2,000 watts.