

PRE-CONVENTION 2015

Nozzle CHATTER

NEWS FROM THE ASSOCIATION OF DIESEL SPECIALISTS



Make Your Voice Heard

2015 ADS INTERNATIONAL CONVENTION & TRADESHOW

FIX IT RIGHT THE FIRST TIME WITH DORMAN

MECHANICS TURN TO DORMAN

DORMAN STOCKS OVER 160 SKUS OF THE MOST POPULAR DIESEL PARTS, JUST WHAT IS NEEDED FOR A COMPLETE REPAIR

SELL MORE AND FINISH THE REPAIR WITH THESE OTHER DORMAN PARTS

AIR INTAKE HOSE

PART #696-202



- Direct-fit replacement to OE designs
- Constructed of high-quality rubber to resist drying and cracking

TURBO UP-PIPE KIT

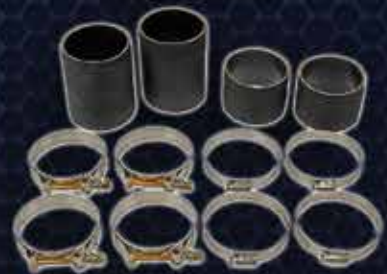
PART #679-005



- Includes all gaskets and hardware
- Treated with a rust resistant coating

ENGINE BOOT KIT

PART #904-220



- Made from nitrile rubber to resist oil absorption and increase durability
- Includes corrosion-resistant clamps



FOR A FULL LISTING OF DORMAN DIESEL PARTS VISIT DORMANDIESEL.COM

BECOME A DORMAN DIESEL DISTRIBUTOR E-MAIL DISTRIBUTORINFO@DORMANDIESEL.COM



THE LEADER IN AFTERMARKET DIESEL PARTS
Scan the QR code and sign-up for the "Be the First to Know" Program



PRE-CONVENTION 2015

Nozzle CHATTER

NEWS FROM THE ASSOCIATION OF DIESEL SPECIALISTS

on the cover

12 Make Your Voice Heard

The 2015 ADS International Convention & Tradeshow, ADS: Your Voice, Your Future is August 4 – 7, 2015 in San Antonio, Texas. This is your chance to have your voice heard in the diesel industry. As the only Convention & Tradeshow dedicated solely to diesels, this is a unique group of people and companies brought together so you can see what is happening in your industry and talk about where you see it going.

ADS Happenings	04
From the President	07
From the Executive Director	09
Forerunners Forum	11
Diesel in the News	24
Advertising Index	36
Swap & Shop	38

Departments



20 AE Custom Laptops Built for Efficiency

One of the most common questions AE Tools receives when setting a customer up with an OEM diagnostic solution is, "Well, can't I just supply my own laptop?" Learn how AE Tools can help your company.



26 Building Family Harmony Starts with Living Our Values

Family harmony is a critical component to a strong family business. Alignment in vision and values and strong commitment from family members helps business leaders to make tough decisions that will steer the company in an appropriate direction. Family harmony and competitive advantage can result from this alignment

ADS publishes *Nozzle Chatter* with the belief that all the information set forth is true and accurate, but the Association disclaims any liability to the reader or third persons for any injury or damages which result from any inaccuracies. The information is for use of ADS members. Any distribution, reproduction or sale of this material or the contents hereof without the consent of ADS is expressly prohibited.

Find us on:  



The ADS Online Forum: Log On and Get Connected

The ADS Online Forum community continues to grow. Every day, members log on to the Forum to interact with others for diagnostic advice, training tips and to discuss the latest news and trends within the industry. Here is a real discussion directly from the ADS Online Forum:

Case: 1996 Ford F350

April 23

I know we have seen this before....When you start this truck it lopes horrible, doesn't matter hot or cold just running or not. You accelerate the truck and let it come back to idle it runs perfect and will never act up unless you shut it off and restart it. It does it every time you start it no matter what and if you do not accelerate it the lope continues indefinitely.

Two new cam sensors, one from Ford. New IPR valve. IPR bounces up and down when the truck is loping.

April 23

Check the trans range sensor, most likely will show it is in gear when in park. This has caused this issue many times for me. Replacing the trans range sensor usually fixes the issue.

April 23

Was the trans range sensor the problem? We have a similar issue with a truck that had the wrong injectors installed, instead of "AA's" the customer was sent and installed "AB's", he ordered them online. On startup it had a bad lope until the computer adjusted the pulse width to achieve the proper idle. It would idle around 2 ms when it should have idled around 1 ms. The non-split shot "AA's" run a much shorter pulse width than "AB" or "AD" split shot injectors.

April 23

We will know for sure tomorrow but I do think the sensor is the problem. When we monitor it with IDS the truck thinks it's in reverse when you start it. If you drop it in Neutral quick the surge stops. We tried adjusting it while watching it on IDS but at no time does it ever register that it is in Park. I have a sensor coming and I should know by noon if Ford gets the part to me. I will post as soon as I know for sure!

April 24

We installed a new transmission range sensor and our truck starts and idles normally. You can watch IDS and see that the selector position agrees with the ECM now.

I can't say we have ever run into this before but we will look for it in the future now that we know what we are looking for and it is so simple to check.

Case: '02 Ford 7.3L-injector orings keep blowing out



April 8

Truck came in last week, we found 2 upper injector orings blown out. Replaced all injector orings.

Customer used it about 2 days and it started knocking and blowing oil out of the exhaust and had fuel in the oil.

We pulled the injectors again and have found a bottom oring on a different cylinder blown.

Any thoughts?

This is a 1 yr. old Jasper rebuilt motor.



April 8

There has been a bad batch going around approx 1-1.5 years ago. Trucks are showing up 6-12,000 miles later with the bottom 2 seals blown out. I was told to only use o rings sets that have painted marks on the square upper seal.



April 8

I ran across the same problem with some customer supplied injectors, replaced one side, then customer was back 2 months later with other side blown out.



April 9

Found the problem.

Somehow, one of the coppers fell off during injector installation, landing vertical in the sleeve.

Thanks for all the suggestions, but can't blame this one on o-rings, injectors, sleeves....

As much as we wish we could sometimes.

You can get quick and helpful diagnostic suggestions just like these ADS members did! Post your question on the ADS Online Forum now. It is free for members to post and view the archives; all you have to do is make sure you've requested to be a part of the Forum. Not an ADS member? Try the ADS Online Forum free for 30 days! Sign up on the ADS website today.

ADS/Industry Calendar

For more information on these and other events, visit diesel.org/events

ADS International Convention & Tradeshow

Aug. 4-7, 2015

San Antonio, TX

ADS Welcomes New Members

Associate Members

Gabriel Arguelles

C47 #766 X Circuito Colonias y Calle 20 Col. Maniel Avila Camacho Merida, Yucatán 97159 Mexico
e-mail: sdmc96@hotmail.com

Juan Guilera

Carretera de Camposancos N 92 Bajo Vigo, Pontevedra 36213 Spain
e-mail: marketing@dieselparts.com

Daniel Torres

16417 Goldentree Ave Fontana, CA 92337
e-mail: dtorresc79@yahoo.com

Service Member North America

Inyeccion Diesel Del Istmo

Jorge Meza

16 de September #139 Juchitan, Oaxaca 70000 Mexico
e-mail: contacto@idistmo.com

Technical Training

Bishop State Community College

Michael Lott

925 Dauphin Island Pkwy Mobile, AL 36605
e-mail: mlott@bishop.edu

Lamar Institute of Technology

Pete Matak

PO Box 10043 Beaumont, TX 77710
e-mail: pmatak@lit.edu

Ranken Technical College

Dan Kania

4431 Finney St. Louis, MO 63113
e-mail: dakania@ranken.edu

FEEL THE POWER!

*Don't
Compromise
Quality.*



FPPF PRODUCT BENEFITS:

- Cleans Injectors
- Eliminates Water
- Dramatically Improves Fuel Lubricity (ASTM6079 HFRR)
- Increases Cetane
- Stabilizes Fuel
- Improves Combustion
- Kills Fuel Bacteria
- Improves Fuel Economy
- Increases Power
- Best Winter Antigel Protection

Available in bottles, 5 gallon pails, 55 gallon drums and 330 gallon totes.



*The Premium Fuel
Additive Company*

**Call Us: FPPF CHEMICAL COMPANY, INC.
1-800-735-3773**

Buffalo, New York ■ www.FPPF.com

**For Every Fuel
Problem FPPF has
the Solution.**



**Recommended for Ultra Low
Sulfur Diesel Fuel & Biodiesel.**

(All FPPF additives are compliant with EPA ultra low sulfur content requirements.)

**2014-2015
ADS Leadership
OFFICERS**

Chuck Oliveros
ADS President
Williams Diesel Service Inc.

Carl Fergusson
ADS Vice President
The Taylor Diesel Group

AL Roberts
ADS Secretary
Turbo Diesel & Electric
Systems, Inc.

Laura Rountree
ADS Treasurer
Industrial Diesel Inc.

BOARD MEMBERS

Ken Batton
Southeast Power Systems
of Orlando Inc.

Greg Coryell
Power Distributing Inc.

Adolfo Dittborn
Servicio Lucas Diesel S.A.

Eduardo Drexel
Combustión Diesel
de Monterrey S.A.

Andy Girres
Diesel Specialties Inc.

Al Johnston
Thompson Diesel Inc.

Simon Lynch
Delphi Diesel Aftermarket

Tracie Parker
Honeywell Turbo Technologies

Gord Reid
N.W. Fuel Injection Service, Ltd.

Ilidio Serra
Robert Bosch LLC

Paul Thoms
Midwest Fuel Injection
Service Corporation

Nicole Tucker
Diesel Forward Inc.



Chuck Oliveros
Williams Diesel
Service Inc.
Ocala, Fla.

Filtering Exhaust on Today's Diesel Engines

From the President

The Diesel Particulate Filter or DPF has become a common term these days for people involved in the diesel industry. Twenty years ago I couldn't have imagined filtering the exhaust on any engine, let alone a diesel engine! While advancements in diesel fuel injection technology (namely high pressure common rail) have greatly helped in the reduction of diesel emissions, by 2007 regulations required all on-road diesel vehicles to be equipped with a DPF.


As the name self describes, the DPF traps the harmful particulate matter that is inherent to diesel exhaust. The most commonly used style of DPF is a 'wall-flow' or closed type. These filters are made up of a highly porous ceramic that is shaped into hundreds of tiny channels. The exhaust gas flows down these tiny channels, but every second channel is blocked which forces the exhaust gas to penetrate the porous walls between the channels to continue. As the gas penetrates the walls, the particulate matter (which is larger in size than the porous ceramic) is trapped inside the filter. Due to its design, the DPF must be frequently cleaned or regenerated to ensure its proper function and avoid plugging. This means that the trapped matter is incinerated and reduced to ash which takes up only a fraction of the space.

Depending on the vehicle duty cycle, regeneration is accomplished by one of two ways, passive or active. Passive regeneration takes place automatically when the exhaust temperature is high due to the engine working hard (highway driving or hauling a heavy load). Low duty cycle engines require active regeneration. When the soot loading in the filter reaches a set limit the vehicle's ECU will initiate

post combustion fuel injection to increase the exhaust temperature and trigger regeneration.

Over time, the leftover ash from regeneration builds up in the filter. This eventually causes a rise in backpressure in the exhaust, which affects engine performance, economy and durability. Poor fuel quality, engine or fuel system issues may also compromise the DPF. This is the point at which the filter must be serviced. Several companies offer equipment capable of cleaning the DPF bringing it back to manufactures standards. Extending the life of a DPF could be another source of revenue for your shop. That's not to mention the money you saved your customer.

"While advancements in diesel fuel injection technology (namely high pressure common rail) have greatly helped in the reduction of diesel emissions, by 2--7 regulations required all on-road diesel vehicles to be equipped with DPF."

DPF's are just another part of modern day diesel engines that need to be cared for and maintained. Why fight it, learn all you can about these systems and become the expert on repairing and maintaining these expensive and complex modern diesel vehicles. 

**What You
Get From
Alliant
Power:**

AP63640

**What
You Get
From
the
OEM:**



*Other Parts
Sold Separately*



**6.4 L
Power Stroke®**

One Part Number Does the Job!

- Complete 6.4 L Kit Not Offered Through the OEM
- Save Time by Getting Everything You Need the First Time
- 13-Month, Unlimited Mileage Warranty Including Labor
- Professional Technical Support



*For More Information Check
Out the Alliant Power
YouTube Channel. Current
Episode: 6.4 L Engine
Performance Misfire.*



P.O. Box 7485 ▪ Madison, WI 53707-7485 ▪ P: 866.283.1785 ▪ F: 800.237.5984 ▪ alliantpower.com



Volume 57 Issue 2

Executive Director
David Fehling
david@diesel.org

Director of Operations & Forerunners Liaison
Lea Ann Reed
lea.ann.reed@diesel.org

Marketing Director/ Advertising
Greg Carlile
gregc@diesel.org

Director of Meetings
Rosemary Hall
meetings@diesel.org

Membership Coordinator
Mary Cirese
info@diesel.org

Mexico City Office Administrative Manager
Virginia Morett
virmor1@prodigy.net.mx

Association of Diesel Specialists Headquarters
400 Admiral Blvd.
Kansas City, MO 64106
Phone: 816.285.0810
Fax: 847.770.4952
E-mail: info@diesel.org
Website: www.diesel.org

Executive Director's Office
PO Box 26487
Overland Park, KS
66225-6487
Phone: 913.345.0288
Fax: 913.345.0299

Mexico City Office
Av. Adolfo Lopez Mateos
No. 8-3
Col. Santa Cruz del Monte
53110 Naucalpan,
EDO Mexico
Phone: 52.55.55.72.38.11
Fax: 52.55.55.72.37.28

Nozzle Chatter is the official publication of the Association of Diesel Specialists.




David Fehling
ADS Executive Director

2015 ADS International Convention and Tradeshow

There are more than a few reasons you and your employees go to the ADS International Convention and Tradeshow. For one, as leaders in this industry you have enthusiastically assumed the responsibility of moving the industry forward toward greater growth and innovation. This year is a particularly significant chance to support the association and those who have partnered with us for years. You will receive the wealth of information you're looking forward to through high-level conversations with your fellow colleagues, thought provoking technical, business management and educational sessions, and a tradeshow second to none in our industry. You will also have the opportunity to lead others in support of the reinvention, resilience, and vitality reflected by both the association and this year's ADS Annual Convention and Tradeshow destination, San Antonio, Texas.

I encourage you to attend August 4 – 7 and bring your key employees to join other ADS member leaders to meet, learn, and innovate. With your continued support in 2015 we can educate, inform, empower, advocate, employ, aspire and achieve even more than ever before.

We look forward to seeing you in San Antonio, Texas where you will experience the only tradeshow specifically designed for the diesel fuel injection industry all under one roof. You will have the opportunity to learn all there is in new technology for your business, hear the latest in business trends affecting your business as well as having the opportunity to network with your industry peers. As our slogan for the convention states: YOUR VOICE – YOUR FUTURE, don't miss it, register today. 



“You will receive the wealth of information you're looking forward to through high-level conversations with your fellow colleagues, as well as thought provoking technical, business management and educational sessions.”

SPACO DIESEL

Components For Diesel Fuel Injection Pumps



50th ANNIVERSARY
1961-2011



Manufactured By **R.A.S.E.D.** s.p.a.
Via Padova, 183, Milano, Italy E-mail: info@rased.it
Tel: +39 02 27 22 161 Fax: +39 02 25 67 974
Web: www.spacodiesel.com / www.rased.it





Forerunners is the young leadership group of the ADS. Its activities include an annual meeting /networking event, held during the ADS International Convention & Tradeshow, presentations during the Convention and cooperative efforts with other committees and subgroups within ADS.

In addition, membership in the ADS Forerunners provides an opportunity to develop peer relationships with individuals from other member companies. If you are employed by, in partnership with, in ownership of a concern that is a member of ADS, perform in a managerial or executive capacity and you are 39 years old or younger, you are eligible for membership in the ADS Forerunners.

Membership in Forerunners is free. Contact ADS Headquarters at 816.285.0810 or e-mail lea.ann.reed@diesel.org.

Forerunners 2011–2013 Officers

Chair
Michael Ingram
GCL Diesel Injection Service

Vice Chair
Michael Oliveros
Williams Diesel Service Inc.

Secretary
Ryan Dooley
Jasper Engine and
Transmission Exchange, Inc.

Past Chair
Nate Breunig
Diesel Forward Inc.

Staff Liaison
Lea Ann Reed
ADS Headquarters



Michael W. Ingram
GCL Diesel Injection Service, Ltd.
Edmonton, Alberta, Canada

What are you getting out of ADS?


As part of a professional trade association have you asked, “What am I getting out of this?” The answer is simple in its answer, yet harder to put into practice. Trade associations are created to bring together all parties of a common industry to discuss issues, challenges, successes and changes to that industry. So in short, you will get out of the association what you put into it. You need to make your voice heard and listen to those of others in order to help shape the future of the industry and your company. Dialogues between members of ADS have brought about change and will continue to do so and it is our responsibility to be sure we are part of that discussion. Just as the Convention slogan for this year states, it is Your Voice, Your Future.

Being a part of the Forerunners and the future of the industry we need to make sure we are speaking up and making our ideas heard. Even if you are not able to attend the Convention you can still participate in the association by responding to requests for articles, participating as part of a committee, or simply joining discussion on the Drive-in Forum. If you are interested in being on a committee or writing articles for Nozzle Chatter, email Lea Ann Reed at lea.ann.reed@diesel.org.

Don't discount your ideas or thoughts, make them heard. As your officers for Forerunners we welcome your e-mails or phone calls on what you see needs

to be done in the association in order to promote its mission of “Providing programs and services to its members that will assist them in achieving success in the operation of their businesses in the diesel industry throughout the world.” Our contact information is at diesel.org/about-us/forerunners.

“You need to make your voice heard and listen to those of others in order to help shape the future of the industry and your company.”

We do hope to see many of you in August in San Antonio at our Forerunners meeting on Wednesday evening. Bring your ideas and let's talk! If you are unable to attend, send us any talking points you think need to be discussed and we will report back to you. 



YOUR VOICE YOUR FUTURE



ADS INTERNATIONAL CONVENTION & TRADESHOW



Make Your Voice Heard

The 2015 ADS International Convention & Tradeshow, ADS: Your Voice, Your Future is August 4 – 7, 2015 in San Antonio, Texas. This is your chance to have your voice heard in the diesel industry. As the only Convention & Tradeshow dedicated solely to diesels, this is a unique group of people and companies brought together so you can see what is happening in your industry and talk about where you see it going.

For the first time the ADS Convention and Tradeshow will be in a convention center. The Henry B. Gonzalez Convention Center is located on the San Antonio River Walk and within blocks of the Alamo and just a few short steps from the Grand Hyatt San Antonio.

Download the App!

A desire of the Communications and Business Management Committees has been to develop an app for use by the Association. For the 2015 Convention there will be an app with the complete schedule, information on speakers, social media interactions and more. We hope you will download it and use it throughout the Convention. Schedule updates will be made here and you can make your own schedule based on what you would like to see and hear!

Through Eventbase, an event application company, ADS is happy to bring you this new offering. To get the app go to your Google Store or Apple Store and search for Eventbase. Download the app. You can then search for ADS or by the dates of the Convention and launch the Event Guide.

Manufacturer Seminars

One big change this year will be the presentation of all Manufacturer Seminars on Thursday morning. Get all your manufacturer updates in one dose! The morning will begin with DENSO and will only be open to our Service Members. All other seminars that morning are open to all attendees and will include Delphi Diesel Aftermarket, Cummins Inc., AMBAC International, Cummins Turbo Technologies, Honeywell Turbo Technologies, Borg Warner Turbo Systems, Stanadyne LLC and PurePower Technologies.

Invitation only!

Another addition to the schedule are distributor/dealer meetings by the three Turbocharger manufacturers. On Wednesday and Thursday afternoons and Friday morning there will be special presentations by Cummins Turbo Technologies, Honeywell Turbo Technologies and Borg Warner Turbo Systems. These will be by invitation only so talk with your Turbocharger manufacturer for further information.



CONTINUED ON PAGE 18

The Tradeshow is your opportunity to view and find the latest in diesel technology, supplies, equipment, parts and other services that are designed to make your company more profitable and competitive in today's market place!

Meet with the experts and discuss their products in depth and how they can help you. Test the equipment before you buy it. Talk to other shop owners about their experiences to ensure you find the best fit.

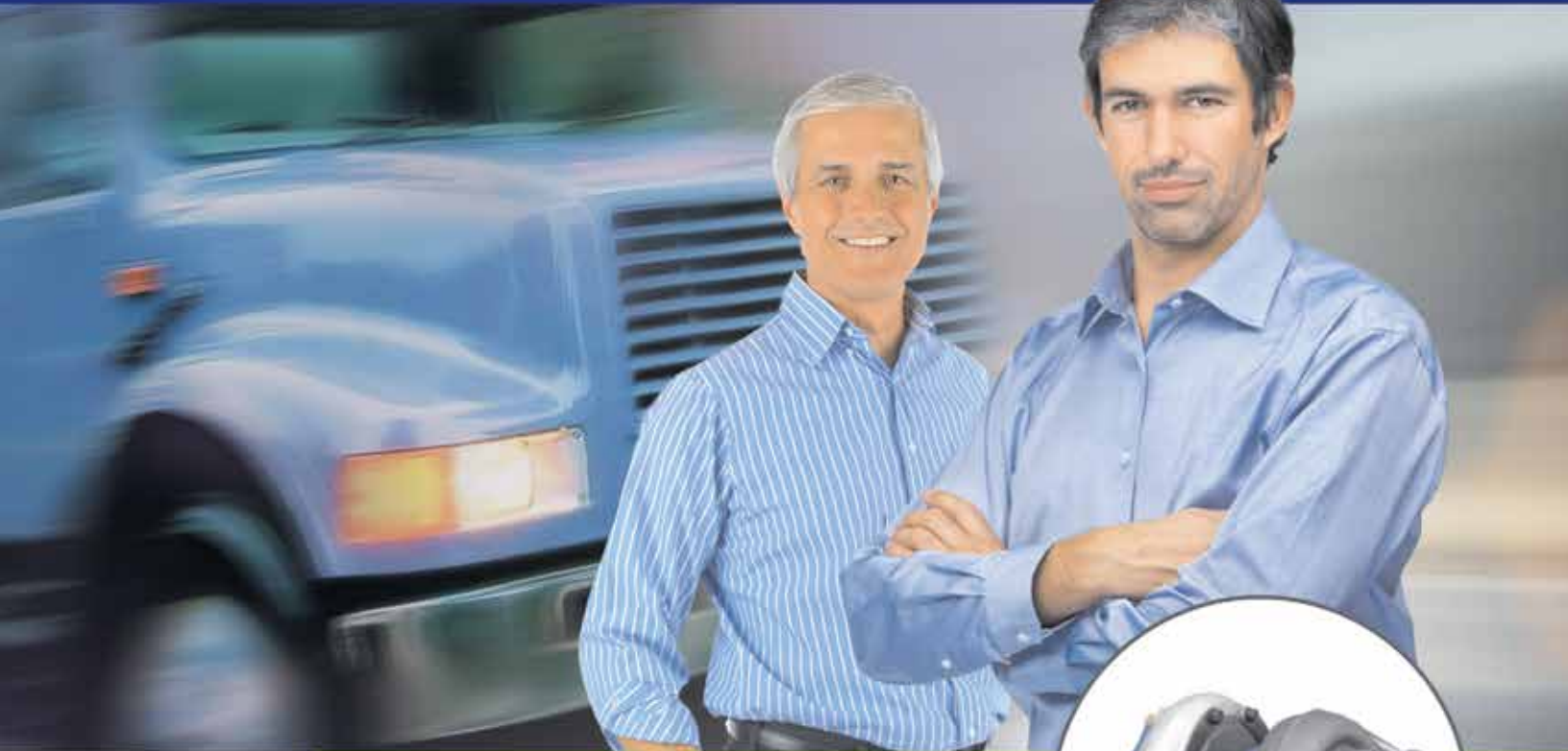
Looking to exhibit? Contact ADS at 816.285.0810 or exhibits@diesel.org.

Current 2015 Tradeshow Exhibitors*

- | | |
|--|--|
| ADS Headquarters, Kansas City, Mo. | GB Remanufacturing Inc., Long Beach, Calif. |
| AE Tools & Computers, Olathe, Kan. | G2 Diesel Products, Harrisburg, Pa. |
| Alliant Power, Windsor, Wis. | Goldfarb & Associates Inc., Rockville, Md. |
| AMBAC International, Elgin, S.C. | Herm-Archer, Irvine, Calif. |
| Area Diesel Service Inc., Carlinville, Ill. | Honeywell Turbo Technologies, Torrance, Calif. |
| Automotive Technical Support Services - ATSS, Clovis, Calif. | Interstate Billing Services Inc., Decatur, Ala. |
| Autoshop Solutions, Apex, N.C. | Interstate-McBee LLC, Cleveland, Ohio |
| Berrueta Diesel Parts, S.A. de C.V., Guadalajara, Jalisco, Mexico | IPD LLC, Torrance, Calif. |
| BG Products Inc., Wichita, Kan. | KDiesel SRL, Comano, Milano, Italy |
| BizUnite, Manchester, N.H. | Kendiesel Inc., Edison, N.J. |
| BorgWarner Turbo Systems, Arden, N.C. | KTS TurboBilletX, Selangor, Malaysia |
| Bostech, Hemingway, S.C. | L&J Diesel Service Inc./Dieselogic, Jacksonville, Fla. |
| Buehler Motor Inc., Morrisville, N.C. | MAHLE Clevite Inc., Farmington Hills, Mich. |
| CDTI-DuraFit - Clean Diesel Technologies Inc., Glen Ellyn, Ill. | Melett Ltd., Barnsley, South Yorkshire, United Kingdom |
| Central Turbos Corp., Doral, Fla. | Mississippi Diesel Products, Mendenhall, Miss. |
| Clarcor EMS, Windsor, Conn. | Modern Silicone Technologies, Bannockburn, Ill. |
| Combustión Diesel de Monterrey S.A., Monterrey, N.L., México | Motor a Diesel / MGC Publicidad, Mexico, D.F., Mexico |
| CPQ - Callidad en Precision Querétaro, Santiago de Querétaro, Qro., Mexico | Mylex International, Mendenhall, Miss. |
| Cummins/Cummins Turbo Technologies., Columbus, Ind. | Poltron - CIMAT, Frederick, Md. |
| CWT Industries, Norcross, Ga. | ProDiesel, Nashville, Tenn. |
| Delphi Diesel Aftermarket, Troy, Mich. | PurePower Technologies, West Chicago, Ill. |
| DENSO, Long Beach, Calif. | Racor Division, Parker Hannifin Corp., Modesto, Calif. |
| Diesel Core, Houston, Tex. | Redat North America Inc., Orlando, Fla. |
| Diesel Products Inc., North Hollywood, Calif. | RIMSS Business Systems, San Antonio, Tex. |
| DIPACO Inc., Reno, Nev. | Schenck Trebel Corporation, Deer Park, N.Y. |
| DNR Industries, Inc., Anaheim, Calif. | Stanadyne Corporation, Windsor, Conn. |
| Dorman Products, Colmar, Pa. | Turbo Supply Inc., Joplin, Mo. |
| Engineered Products Co., Waterloo, Iowa | U.S. Diesel, Inc., Fort Worth, Tex. |
| E-Zoil Products Inc., Tonawanda, N.Y. | Zeki Turbo Inc., Miami, Fla. |
| Flight Diesel, Lewisberry, Pa. | |
| FPPF Chemical Co., Buffalo, N.Y. | |
| Frontier Core and Surplus, Wyoming, Mich. | |

*Exhibitors as of 4/10/2015.

Our turbo engineers wouldn't leave well enough alone.



The BorgWarner S300 replacement turbos for International DT466E engines



When we set out to engineer our S300 series turbos for the DT466E engine, our objective was not to just replace the original turbo, but to try to improve on it. Enhancements such as forged milled compressor technology (FMW), a robust thrust bearing system and a high efficiency turbine stage are all integrated into the S300. These high quality features set a durability standard that helps our S300 turbos work as hard as the vehicle. Every turbo is backed by a 1 year, 100,000 mile warranty.

Can we make it better? It's a question we never stop asking ourselves.

www.turbodrive.com

 **BorgWarner**

© 2012 BorgWarner

All numbers, names and descriptions herein are used for reference purpose only and do not imply that they are the product of the original manufacturer.

SCHEDULE-AT-A-GLANCE

TUESDAY, AUGUST 4

8:00 a.m. to 12:30 p.m.

ADS Board of Directors Meeting*

12:30 to 2:30 p.m.

ADS Committee Meetings:

- Business Management
- Communications
- Membership
- Replacement Parts
- Technical Education
- Tradeshow
- Turbocharger

2:30 to 4:30 p.m.

ADS Board & Committee Chair Meeting*

5:00 to 6:15 p.m.

ADS Canadian Members' General Meeting International Attendees' General Meeting

6:45 to 7:00 p.m.

Exhibitor Meeting

7:00 to 8:30 p.m.

Get-Acquainted Reception in Tradeshow

WEDNESDAY, AUGUST 5

7:30 to 8:00 a.m.

Coffee & Danish

8:00 to 9:10 a.m.

Opening General Session:

- Welcome - David Fehling, ADS Executive Director
- ADS President's Remarks – Charles Oliveros, Williams Diesel Service Inc.
- **KEYNOTE:** *Taking the Next Step, Critical Thinking at a Critical Time*
Mike Rayne, FTI Consulting

9:15 to 9:35 a.m.

Technical Seminar: Alliant Power

9:40 to 10:00 a.m.

Technical Seminar:

Racor Division/Parker Hannifin Corporation

10:00 to 10:15 a.m.

Break

10:15 to 10:30 a.m.

Business Management Seminar:

The ADS Business Marketplace

Jason Long, BizUnite

10:35 to 11:20 a.m.

Technical Seminar:

Diesel in the Changing Global Energy and Climate Landscape

Allen Schaeffer, Diesel Technology Forum

11:20 to 11:45 a.m.

ADS Annual Business Meeting & Presentation of Awards

11:45 a.m. to 1:00 p.m.

Networking Luncheon

1:00 to 5:00 p.m.

Tradeshow Open

4:30 to 5:30 p.m.

ADS Latin American Members' General Meeting

5:30 to 6:30 p.m.

BorgWarner Turbo Systems Distributor Meeting

(Invitational Only)

5:30 to 6:30 p.m.

Forerunners Annual Meeting & Networking Event

THURSDAY, AUGUST 6

7:30 to 8:00 a.m.

Coffee & Danish

8:00 to 8:20 a.m.

Manufacturer Seminar:

DENSO (Service Members ONLY)

8:25 to 9:00 a.m.

Manufacturer Seminar:

Delphi Diesel Aftermarket

9:05 to 9:25 a.m.

Manufacturer Seminar:

Cummins Inc.

9:30 to 9:50 a.m.

Manufacturer Seminar:

AMBAC International

9:50 to 10:05 a.m.

Break

10:05 to 11:05 a.m.

Turbocharger Presentation:

Turbocharging – Your Choice for the Future

Gary Beshears, Cummins Turbo Technologies

Tracie Parker, Honeywell Turbo Technologies

Brian Rhinehart, BorgWarner Turbo Systems

11:10 to 11:30 a.m.

Manufacturer Seminar:

Stanadyne LLC

11:35 to 11:55 a.m.

Manufacturer Seminar:

Pure Power Technologies

12:00 to 1:30 p.m.

Open Lunch/Lunch on Your Own

1:30 to 5:00 p.m.

Tradeshow Open

4:30 to 5:30 p.m.

Honeywell Turbo Technologies Distributor Meeting

(Invitational Only)



6:00 to 8:00 p.m.

ADS Wild West Saloon Night Sponsored by Manufacturer Committee

FRIDAY, AUGUST 7

8:00 to 8:30 a.m.

Coffee and Danish in Tradeshow

8:00 to 9:00 a.m.

ADS/Ortner Foundation Trustees

8:00 to 9:00 a.m.

Cummins Turbo Technologies Distributor Meeting (Invitational Only)

8:00 a.m. to 12:00 p.m.

Tradeshow Open

9:00 to 10:00 a.m.

Manufacturer Committee Meeting

12:15 to 1:00 p.m.

Networking Lunch

1:00 to 1:50 p.m.

Training Seminar Sponsored by the Forerunners: TBD

1:55 to 2:40 p.m.

Business Management Seminar Sponsored by Replacement Parts Committee:

Master Your Future, Master the Internet!™
Danny Sanchez, AutoShop Solutions

2:00 to 6:00 p.m.

Tradeshow Teardown

2:40 to 2:55 p.m.

Break

2:55 to 3:55 p.m.

Business Management Seminar Sponsored by Business Management Committee:

Family Business: A Winning Strategy for Your Business

Dr. Otis Baskin, Family Business Consulting Group

4:00 to 5:00 p.m.

Training Seminar:

Ford Powerstroke Diesel – Fact or Fiction?
Mike Cleary, ATSS/Cleary Automotive

6:30 to 9:30 p.m.

Closing "Tex-Mex" Theme Event

Vintage Parts Pricing.



Lower Standard Pricing On Legacy Engine Parts.

Genuine Cummins parts may be more affordable than you might think, with lower standard prices on parts for legacy engines such as the N14 and older ISX models. Genuine Cummins parts are built to original specs by the experts who built your engine, incorporating the latest upgrades in materials and manufacturing for better performance and durability. Plus, they are backed by a full Cummins warranty, honored at over 3,500 authorized service locations. Go to cumminsgenuineparts.com or visit your local Cummins distributor or authorized dealer to learn more.



©2015 Cummins Inc., Box 3005, Columbus, IN 47202-3005 U.S.A.



CONTINUED FROM PAGE 14

Networking

Your request for additional networking opportunities has been heard! An additional networking opportunity is available on Thursday night. The Manufacturer Committee is hosting a Wild West Saloon in a room located by the beautiful grotto on the Riverwalk. Join the other Convention attendees for drinks and hor d'oeuvres.

Sessions, sessions, sessions

The 2015 Keynote Speaker, Mike Rayne of FTI Consulting, will discuss Thinking Critical at a Critical Time. He will review the diesel industry in the context of new and emerging technologies focusing on the risks and opportunities that will present themselves in the short, medium and long term. "As we move into the next decade the forces that shape our future will be very different to those that got us to this point," said Mr. Rayne.

Technical Seminars will include presentations from Racor Division/Parker Hannifn Corporation and Alliant Power as well as Allen Schaeffer from the Diesel Technology Forum.

Mr. Schaeffer will speak to diesel's role in the changing global energy and climate landscape. From the changes in Europe and California to the increased demand in the US, Mr. Schaeffer will cover how these issues are shaping the world diesel industry.

This year's business seminars will feature Biz Unite discussing the many benefits and cost saving opportunities they offer through their relationship with ADS and Autoshop Solutions presenting on empowering shop owners with facts about Internet Marketing. The seminar will inspire shop owners to take control of their business' future by using powerful marketing tools at their disposal. Dr. Otis Baskin from the Family Business consulting Group will talk about A Winning Strategy for Your Family Business.



CONTINUED ON PAGE 33

TURBOCHARGERS FUEL INJECTORS INJECTION PUMPS

CORES REMANUFACTURED AND NEW

NOW OPEN · NEW AND REMAIN PARTS DIVISION
PLEASE ASK US FOR OUR CATALOGS



FIND US ON
FACEBOOK
INSTAGRAM
TWITTER

Goldfarb
& Associates^{LLC}

MULTIBRAND
ADAPTORS



NAVISTAR
FORD 6.0



CATERPILLAR
C7-C9



NAVISTAR
DT466/570-HT570



CATERPILLAR
3126B



NAVISTAR
T444E/Ford 7.3L



ISUZU
TROOPER



PC
NEEDED



CHARACTERISTICS

- ECU-BEA PC SOFTWARE MANAGEMENT
- SUITABLE WITH DIFFERENT TEST BENCHES (optional coupling)
- AUTOMATIC TEST PROCEDURE WITH EDX611D TEST BENCH
- INJECTION DELAY TIME MEASUREMENT

OPTIONAL



Digital
Delivery
Metering
Instrument

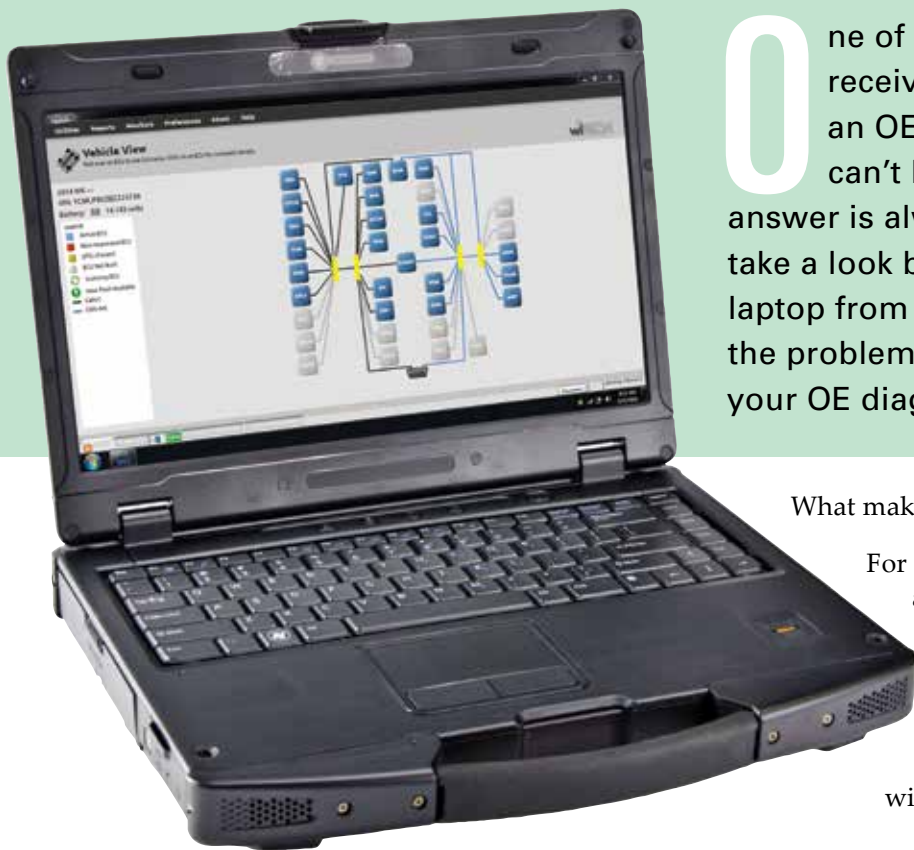
Universal Tool
Suitable to ISO norm
efficient
Diesel Test Bench





AE Custom Laptops Built for Efficiency

By Joey Hendrich, AE Tools & Computers Owner



One of the most common questions I receive when setting a customer up with an OEM diagnostic solution is, "Well, can't I just supply my own laptop?" My answer is always the same. But before I share, take a look below at what a custom designed laptop from AE Tools & Computers includes, the problems it solves, and how it strengthens your OE diagnostic solution.

What makes our laptops so special?

For the last 10 years we've been building and perfecting custom laptops designed specifically to address the needs of the automotive technician, diesel technician, and automotive locksmith. From the durability of the laptop to the hard drive configurations, our laptops are designed with you in mind.

CONTINUED ON PAGE 22



TURBOCHARGERS

www.holsetaftermarket.com

The **Holset E-Tool** and
Online Holset Catalog
are available now.



Visit us at the ADS Convention on the Cummins booth – no. 637

...It's got to be Holset

CONTINUED FROM PAGE 20



The units are fully armored-drop resistant, shock resistant, dust resistant, and water resistant. The units also come with a long-life battery, and an optional 12-volt auto air adapter to plug into the cigarette lighter.

All our laptops come equipped with a 9-pin serial port, which is necessary to connect with the GM Tech 2 and Chrysler's DRB III scan tools. Any new laptops you purchase from retailers are not equipped with this serial port.

We also manage the entire system for you. If your laptop get a virus or Windows 7 crashes, we can do an automated recovery process by deleting the affected partition and loading on a new partition with the exact software you lost. We do this all remotely, through the internet, logged into your computer in under 10 minutes, so you are back up and fixing cars fast. You'll never have to ship us a laptop for repair unless it has physical damage or a total hard drive crash.

As you may know, software from many of the OEM's conflict with one another. This means they can't operate together on the same hard drive on the laptop. We've solved that issue by implementing multiple partitions on the same hard drive, each quipped with Windows 7. By doing this, we are able to isolate the various OEM softwares from one another, so multiple OEM softwares run seamlessly from one laptop.

Partitioning the hard drive makes our units completely scalable, so as you add more OEM tools to your arsenal, we can keep adding partitions to your laptop. If you outgrow the included 500 gb or 1 terabyte hard drive, don't worry. You can easily pop-out and pop-in another partitioned hard drive.



Big shops and fleets really love the way we do our laptops, because we


can create a master hard drive and cookie cut them exactly the same to standardize their units, leading to increased efficiencies in the shop.

Our laptops come pre-loaded with the software you need, completely customized for your operations, with lifetime support from the team at AE Tools & Computers. By the way most units are ready to ship out in 48 hours.

So, in short, my response when I get the question, "can I supply my own laptop?"

Sure, you can supply your own laptop, but your job is to fix cars. Our job is to make your job easier. We do that by providing you a laptop designed specifically for your shop with lifetime technical support just a call away.

Come see us at booths 426 & 428!  



"Sure, you can supply your own laptop, but your job is to fix the cars. Our job is to make your job easier."

NEW!

**High Pressure
Common Rail
Approved**



**Performance
So Good It
Raises Yours.**

**For any diesel.
For any season.
For anyone who thinks
performance matters.**

**Diesel Fire and Diesel Fire Plus are
the newest diesel fuel additives from
E-ZOIL. They're formulated with the
latest fuel additive technology and
deliver unsurpassed performance.**

Diesel Fire and Diesel Fire Plus:

- Improve Fuel Economy
- Improve Cold Flow (Diesel Fire Plus Only)
- Increase Cetane
- Increase Lubricity
- Clean Fuel Systems
- Reduce Exhaust Emissions
- Separate (Demulsify) Water

**Call us at 855-MY-EZOIL today for a free sample
and to become an E-ZOIL distributor.**



E-ZOIL

Performance. Pour it on.

**234 Fillmore Avenue, Tonawanda, New York 14150
855-MY-EZOIL EZOIL.com Made in the USA**

Cummins Begins Production Of QSF & QSB Engines With New Aftertreatment

Cummins Inc. announces that production has started on the 4-cylinder QSF2.8, QSF3.8 and QSB4.5 engines certified to meet U.S. EPA Tier 4 Final low-emissions regulations.

The new generation of engines provides a simplified technology approach focused on compact installation packages for space-constrained construction and material handling equipment across the 49 to 173 hp (37 to 129 kW) output range. The QSF and QSB engines use filter-free, flow-through exhaust aftertreatment systems and a cleancombustion formula focused on fuel efficiency. For rental companies, that means a lower cost of operation and higher uptime availability as they transition their fleets to Tier 4 Final compliant equipment.

The 2.8-L, 3.8-L and 4.5-L offer an ideal range of engine displacements and incremental performance to align with rental equipment step-ups in capacity, size and operating

weight across a broad product range. The ability to power-match is also realized with the potential for installation downsizing at two pivotal points - with a new, lower 74 hp (55 kW) rating for the QSF3.8 and a higher 173 hp (129 kW) rating for the QSB4.5.

Equipment positioned in the 75 to 90 hp (56 to 67 kW) power band can transition to the new QSF3.8 rating at 74 hp (55 kW) and take advantage of using a simple Cummins DOC in place of SCR aftertreatment or a Diesel Particulate Filter system. The 3.8-L displacement ensures that machine capacity and low-end torque performance are retained at the lower 74 hp (55 kW) rating. Compared to an SCR system, the Cummins DOC reduces the aftertreatment space claim by more than 50% and eliminates the on-board DEF tank and the associated cost of replenishing the fluid. Increasing the top rating of

CONTINUED ON PAGE 25

feel the pulse of a racing superstar

BILLET
KTSTURBO

MORE SEXY
MORE POWER

TURBO COMPRESSOR WHEEL

We sell
EXCITEMENT

- Performance
- Technology
- Selection
- Delivery
- Lowest Risk

www.ktsturbobilletx.com | **Facebook**
KTSTurbobilletX

All Sizes All Model

Cummins Begins Production Of QSF & QSB Engines With New Aftertreatment

CONTINUED FROM PAGE 24

the QSB4.5 to 173 hp (129 kW) for Tier 4 Final presents the opportunity for equipment using a 6-cylinder engine at a similarly rated power to downsize to a much smaller 4-cylinder QSB4.5 installation, with the added benefit of fuel consumption savings of up to 10%.

The QSB4.5 is performance-upgraded for Tier 4 Final with a compact Variable Geometry Turbocharger (VGT Turbo) to provide higher boost at all engine speeds with impressive levels of torque response.

The QSF2.8, QSF3.8 and QSB4.5 are fully integrated with exhaust aftertreatment systems designed and manufactured by Cummins Emission Solutions. For QSF2.8 and QSF3.8 ratings below 75 hp (56 kW), the Cummins DOC provides a completely transparent filter-free device able to reduce emissions from the exhaust without the need for regeneration or any service cleaning. For applications above 75 hp (56 kW), the Cummins SCR

system achieves very high emissions conversion efficiency with filter-free, flow-through operation. The SCR works as an integrated system with the engine combustion so that DEF use is reduced to as low as 3% of fuel consumed.

The SCR system is used in combination with a DOC for higher outputs up to the 173 hp (129 kW) rated QSB4.5 for premium performance equipment. The Cummins DOC-SCR system allows a greater latitude within the in-cylinder combustion formula to realize faster engine response and improved fuel efficiency.

Emissions control of the exhaust is complemented by a light-flow, cooled EGR, sized to fit within the QSF and QSB engine envelopes. Due to the high efficiency of the aftertreatment in removing emissions, the EGR system needs to recirculate only a low proportion of the exhaust gases back to the in-cylinder combustion. ■



PUMPS
INJECTORS
EGR COOLERS
ELECTRONICS
VARIOUS KITS

800-868-0057
300 W. Broad St.
Hemingway, SC 29554

GM
FORD
DODGE
CUMMINS
NAVISTAR

Building Family Harmony Starts with Living Our Values

By Deb Houden, Ph.D.

Family harmony is a critical component to a strong family business. Alignment in vision and values and strong commitment from family members helps business leaders to make tough decisions that will steer the company in an appropriate direction. Family harmony and competitive advantage can result from this alignment.

What does family harmony mean? It means the ability to trust and support, communicate differences in a constructive manner and look beyond the self (and immediate family) at a broader picture. It means continuous work and constant reflection on actions that

keep a healthy connection with the family as a larger unit. Family harmony does not mean there are no arguments. It does not mean sacrificing the self to be subsumed by the larger whole, without voice or choice. As Randel Carlock and John Ward state in their book *When Family Businesses Are Best: The Parallel Planning Process for Family Harmony and Business Success*: “Business interactions are professional and temporal, meaning that plans require clarity and a relatively short time frame; family relationships, in contrast, are emotional and last forever.”

Structuring Values

Family harmony can be aided by focusing on a simple structure to identify and clarify family values and using those values as guideposts in family and business vision, strategy, investment and governance.

But identifying and clarifying family values isn't enough. It takes real courage and tenacity to make sure future family decisions and actions are based on values. Just as empty business values can create cynical and disheartened employees, so too can empty family values create cynical and mean-spirited family members. Adhering to common family values can steer the family towards productive behavior and appropriate business decision making.

Patrick Lencioni argues in “**Make Your Values Mean Something**” (*Harvard Business Review*, July 2002) that businesses need to identify their core values. He suggests that there

TOGETHERNESS

HONESTY

GENEROSITY

INTEGRITY

CARING

RESPECT

Family Actions




Business Actions

The five steps of the parallel planning process from *When Family Businesses Are Best: The Parallel Planning Process for Family Harmony and Business Success*.


CONTINUED ON PAGE 28

Caterpillar Maintains, Expands HQ in Peoria

Caterpillar Inc. announced that it will maintain its global headquarters in Peoria, Ill., and will expand its corporate campus to include a new three-tower building. Overall, the company's new headquarter complex will cover 31 acres and six blocks and will include amenities such as walking and biking paths and innovative workspaces to "retain and attract the finest talent in the world," according to Caterpillar CEO Doug Oberhelman. Just over two years ago, Oberhelman had complained publicly about the Illinois' business climate and the company said it would review options for its corporate headquarters, including relocation to another state.

But after a two-year study, Cat decided instead to modernize and expand its Peoria complex. Approximately 2400 employees work at Cat's main headquarters and 800 more are spread through downtown Peoria. The new headquarters building will consolidate all of Cat's Peoria employees in one location. Cat called the expansion "a multiyear project" that would begin with site preparation this year, but construction will not begin in 2015. 

Ricardo Partnering With Cooper Corp. On New Engine Development

Cooper Corp. Pvt. Ltd – one of India's leading engine manufacturers – and Ricardo have agreed to jointly develop a new line of Cooper engines ranging from 3.5 to 1,000 KVA, with the entire range available in both Diesel and CNG versions. Working together with Ricardo, Cooper is the only company in India who has made 52 engine variants in six years including diesel and gas versions. The new Cooper engines will power applications for diverse sectors including automotive, gensets, marine, defense, construction equipment and agriculture. Ricardo will be responsible for the overall design of the engine and Cooper will develop all components for the engine, assemble and also conduct the required engine tests.. 



- OEM Quality and Reliability
- All Components Thoroughly Tested and Inspected
- Manufactured and Remanufactured in the USA
- Advanced Remanufacturing Processes

(717) 932-7000 | www.flightdiesel.net | flight-diesel@fseg.net | 505 Fishing Creek Road, Lewisberry, PA 17339

are four different types of values: core values, aspirational values, permission-to-play values and accidental values. Lencioni asserts that companies which identify, cultivate and adhere to their core values achieve a distinct competitive advantage; so, too, can a family. When business owning families cultivate and adhere to their core values, they give the company and their family an advantage in prospering over the generations to come.

Values in Action

As consultants to family business, we often begin our work with families by helping them identify their core values in action terms. Many times, when we ask about their values, we get answers like “respect, integrity, honesty.” Sometimes families identify these values, but then don’t live by them on a day-to-day basis. One family had spent considerable time on a values exercise coming up with the following list:

- Honesty
- Integrity
- Caring
- Supportive
- Togetherness
- Generosity
- Respect

The family truly believed in these values but their everyday experiences with each other were in conflict with this vision. This family’s sibling group was mired in competitiveness, hurt feelings and mistrust. In-laws were perceived as out-laws and the parents had positioned themselves as arbitrators and communication conduits for their children. At one point, the siblings hadn’t talked to each other in quite some time. Many of the values they had listed were aspirational values. The values of “caring, supportive, togetherness,

and respect” simply were not their values in action. It was what they wanted their values to be - what they aspired their values to be - but it wasn’t supported by their behavior. Unfortunately, the group did not have enough trust built up between them to develop the tenacity needed to achieve their aspirational values.

Achieving Actionable Values

We spent time honing their list of values and breaking them into three of the four components described

by Lencioni: core, aspirational and permission-to play. Core values consisted of honesty and generosity. The values of integrity and respect were identified as

permission-to-play values - simply those

values that were deemed necessary in each of us as a human being to belong to a group. Finally, the aspirational values were identified and honed to work towards as a common goal for the family.

At each meeting, the values were reviewed and each individual was asked to reflect on how they did or didn’t live those values since we had last met. Each family member did a lot of soul-searching, reparation and subtle changing to help the larger family work through their challenges. By naming the value and the behavior



HONESTY

associated with that value, the family was able to identify how they could modify their actions to start living the values they deemed important.

Unfortunately, many families have an expectation that their family has certain values, but the mismatch between values and actions leads to disappointment, ill will and hard feelings. Ultimately, the family mentioned here reached “caring and supportive” as core values in their actions. Through courage and tenacity, the family was able to identify, clarify and ultimately live their core values. As a result, some of

“... companies which identify, cultivate and adhere to their core values achieve a distinct competitive advantage; so, to, can a family.”



CARING

their other aspirational values turned to core. Today, the resulting harmony in their family has given their business a competitive advantage over others in their industry because of the time, courage and adherence given to their core values.


Aligning Values for Future Generations

Another family that had gained considerable wealth from their family enterprise was concerned about the next generation coming of age. The first-generation parents had created the wealth and were anxious about the



INTEGRITY

Cummins Expanding Dealer Network To 500 Locations Across N.A.

Cummins Inc. announced that the latest generation of 4-cylinder QSF2.8, QSF3.8 and QSB4.5 engines is set to drive a significant growth of Cummins-powered compact equipment with rental fleets moving forward to meet the U.S. EPA Tier 4 Final lowemissions regulations. Ahead of the anticipated population increase of QSF and QSB 4-cylinder engines, the Cummins service support network is expanding to around 500 distributor and dealer locations in North America by the end of 2015. The foundation of the support network is based on 170 Cummins distributor locations providing expert technical, service and warranty support for rental companies. Specialist advice on maximizing fuel efficiency and best service practices for Cummins engines is readily available. Cummins Tier 4 Final engines are supported by INSITE, an easy-to-use electronic diagnostic tool, and QuickServe Online (QSOL) engine information resource. Aligned with an increased geographic spread of locations, Cummins has also initiated a Tier 4 Final training program that will see the number of qualified service technicians increase to over 1,000 by the end of the year. 



“Engineering expertise allows us to deliver consistent manufacturing to exacting standards”

Chris Slack, Design Engineer

What's inside your turbo?

Supplying precision engineered turbocharger components to the very best of the industry's remanufacturers and repairers, Melett is the trusted aftermarket brand for the highest quality replacement turbocharger parts.

To find out how Melett parts can benefit you and your customers, visit us at **Stand 219** at the **ADS International Convention & Tradeshow** August 4 - 7, 2015, San Antonio, Texas.

T: 1-855-235-9706 E: USsales@melett.com

Melett - Quality you can trust



melett

QUALITY REPLACEMENT
TURBOCHARGER PARTS

potential for entitlement, division and squandering among their children and their families. Some of the siblings were employed in the business, and some were not. Their parents had done considerable estate planning but had not communicated any details to their children. Soon, the siblings (and their families) would receive some of the benefits of ownership due to the estate planning.

To help the family deal with their concerns about carrying the values forward, we worked in distinct groups: the wealth-generating parents as one group, and each sibling and their spouse as the other groups. Each person had to choose 10 values (out of a provided list of 50) that they believed identified their family. Then they were asked to rank the top five in order of importance. When the entire group met again, each subgroup identified their values and the family then worked to find a common thread among all the values presented.

The next step was to associate the values with behaviors in the family. What they discovered was considerable agreement with each other over their core values and the associated behaviors of those values. The first generation parents were pleased to see their children and spouses were grounded in the same values that they were, and that it showed in the way they treated each other. As with many families, the siblings couldn't be more different in their personalities, but when it came to their values, they were remarkably similar and aligned. Developing this understanding about the values of the second generation created a bright spot for the future of the enterprise, as well as for the family. The siblings trusted each other because of their alignment and were poised

to make intelligent decisions regarding the future of the family enterprise and the wealth they were going to receive.



Excerpts from: Carlock, Randel S. and Ward, John L. *When Family Businesses Are Best: The Parallel Planning Process for Family Harmony and Business Success*. New York, NY: Palgrave Macmillan. 2010. Page 32 and 53.

“As a family grows through generations, it is even more important to identify and clarify the family values in order to maintain the harmony needed in a family enterprise.”

As a family grows through generations, it is even more important to identify and clarify the family values in order to maintain the harmony needed in a family enterprise. Additions to the family through marriage bring in new values which can be beneficial to the nuclear family, but may pull at the core values once identified by the initial enterprising family.

Each generational group should review the core values of the previous generation (along with the associated behaviors) to ensure the alignment of family values to drive vision, strategy, investment and governance. This can be true for an operating company, a foundation or possibly a family office.

Values alignment helps to clarify why the family should remain together as shareholders, and helps the enterprise gain an advantage - because of family harmony.



About the Author

A consultant with the Family Business Consulting Group, Inc., Deb Houden specializes in helping family-owned businesses with family communication, transition, and next generation development by providing resources, tools, and knowledge that are needed to navigate their specific issues.



Deb has helped numerous families to develop effective communication and conflict resolution skills, establish family meetings, begin stages of board development, and work with next generational members of family firms, including adolescents. She is adept at developing processes to help families make changes within the business and family systems. 



India To Be Engine Hub For GE?

General Electric Co. said it will use its new manufacturing operations in India as an export hub, with plans to send half of its output to the conglomerate's global factories. GE officially inaugurated the 67-acre plant in Chakan, on February 14th. GE said Chakan is the company's first multi-purpose manufacturing facility in India, and the plant will manufacture a range of products including aviation turbines, as well as rail and diesel engines. The company also said the facility will be a major part of GE's plan to win increased domestic orders. GE said it spent a total of \$200M on the facility and is eager to expand further in India, including opportunities in the government's planned railway modernization program. **NC**

EU Commercial Vehicle Market Up 7.6% in January

Demand in the EU market for new commercial vehicles in January increased 7.6%, totaling 142,596 units, according to the European Automobile Manufacturers Association (ACEA). A significant growth prevailed in all segments, including the truck and bus & coach segments which saw an increase, following a sharp decline the month before. Four of the five largest markets in Europe posted monthly gains, in particular Spain (+25.7%) and the UK (+23.6) recorded a double-digit growth. **NC**

**EXPERTISE
THAT KEEPS
YOU *RUNNING***

**MIDWEST
FUEL INJECTION**

www.MidwestFuelInjection.com

877.DSD.ONLY 877.373.6659
TOLL FREE



**IN HOUSE BENCH TESTED
REBUILT ECD-V4 PUMPS**

Our Network of Experts:

Bolingbrook, IL 815.886.9900	Palatine, IL 847.991.7867	Peru, IL 815.224.3439	Marion, IA 319.377.7365	Agawam, MA 413.789.6600	Allentown, PA 610.395.3718	Deep River, CT 860.526.5941	Portland, OR 503.283.5615	Boca Raton, FL 561.241.2542
---------------------------------	------------------------------	--------------------------	----------------------------	----------------------------	-------------------------------	--------------------------------	------------------------------	--------------------------------

YOUR VOICE YOUR FUTURE

SAN ANTONIO •

AUGUST 4-7, 2015 •

ASSOCIATION OF DIESEL SPECIALISTS



**Association of
Diesel Specialists**
diesel.org
info@diesel.org
816.285.0810


Join ADS in San Antonio for the 2015 International Convention & Tradeshow. Network with industry peers, learn about technology and business trends, and experience the only tradeshow specifically designed for the diesel industry. Your Voice is Your Future!

CONTINUED FROM PAGE 18

Mike Cleary will once again present a Training Seminar. This year he will discuss the Ford Powerstroke Diesel and many of the misconceptions about some of the systems operations and diagnostics specifications. There will also be another Training Seminar yet to be determined.

Bring your companions!

Don't forget to bring your companions with you! This year's program will feature an optional Companion Tour of some of San Antonio's historic sites including Mission San Jose, El Mercado, the Alamo and the King William area. There is also many opportunities to get together with other companions. The evening networking events and Business Management Seminars are also included in the registration.

If you haven't registered for the 2015 International Convention and Tradeshow don't miss your opportunity to be a part of this unique opportunity! 



CRI TESTING



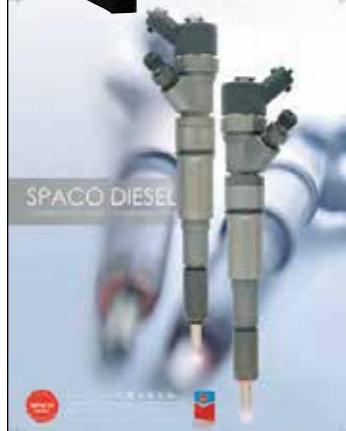
CRI REBUILDING



CRI TESTING



EUI TESTING



CRI PARTS



CR PUMP TESTING



www.usdiesel.com

800-328-0037 USA 817-485-6422

4535 City Point Dr Ft Worth Texas USA 76180



Diesel Calibrating Fluids

Supporting ADS and it's Members since 1977

- Celebrating 40 years as a leader in Petroleum Technology
- ISO 9001:2008 Registered
- Meets ISO 4113 / SAE J-967 Specifications



Proven Performance for 40 years

Rock Valley Oil & Chemical Co.

1911 Windsor Rd
Rockford, Illinois 61111 USA
(815) 654-2400
www.rockvalleyoil.com



Actionrev

www.actionrev.com

Call Toll Free 1-844-535-4919

Finally, Software designed with the Power of the Internet!

Actionrev is internet based software designed to improve your repair or service shop.

It is web based CMMS and CRMS software designed to handle estimates, work orders, and invoicing from any location.



**30 DAY
FREE TRIAL**

Actionrev Features:

- Easy to use Estimates, Work Orders, and Invoicing
- Inventory
- Preventive Maintenance
- Rebuilds & Create Package Kits For Sale
- Handles Multi-Location
- Export to Quickbooks®
- Hosting and Support
- E-Commerce Website Included

**REBUILD, REPAIR,
SERVICE & SELL ONLINE**

▶▶ **Actionrev, the
highest ranked
workflow solution**

Modal Software Corporation
525 West Main Street, Suite B
Visalia CA, 93291

Advertising Index Volume 57 Issue 2

Alliant Power 8 866.283.1785, www.alliantpower.com Windsor, Wis. US	Kendiesel Inc. 19 732.572.9700, www.kendiesel.com Edison, N.J. US
BorgWarner Turbo Systems 15 800.787.6464, www.turbo driven.com Asheville, N.C. US	KTS TurboBillet X 24 60361392462, www.ktsturbobilletx.com Batu Caves, Selangor Malaysia
Bostech 25 843.558.3914, www.bostechfuel.com Hemingway, S.C. US	Melett Ltd. 29 44.1226.320939, www.melett.com Barnsley, South Yorkshire, UK
Clean Diesel Technologies, Inc. 39 905.431.0410, cdti.com Thornhill, Ontario Canada	Midwest Fuel Injection Service Corporation 31 877.373.6659, www.midwestfuelinjection.com Bolingbrook, Ill. US
Cummins Inc. 17 812.377.6102, www.cummins.com Columbus, Ind. US	Modal Software – Actionrev 35 559.733.8323, www.modalsoftware.com Visalia, Calif. US
Cummins Turbo Technologies Aftermarket Division 21 800.888.1862, www.cummins.com Memphis, Tenn. US	R.A.S.E.D. 10 39.02.272.2161, www.spacodiesel.com Milano, Italy
Dorman Products 2 215.712.5444, www.dormanproducts.com Colmar, Penn. US	Robert Bosch LLC 40 708.865.5283, www.boscheservice.com Broadview, Ill. US
E-ZOIL Products Inc. 23 716.213.0106, www.ezoil.com Tonawanda, N.Y. US	Rock Valley Oil & Chemical Co. 34 815.654.2400 www.rockvalleyoil.com Rockford, Ill. US
Flight Diesel 27 717.932.7000, www.fseg.net Lewisberry, Pa. US	U.S. Diesel Inc. 33 800.328.0037, www.usdiesel.com Fort Worth, Texas US
FPPF Chemical Company 6 716.856.9607, www.fppf.com Buffalo, NY. US	Zeki Turbo 37 305.715.0045, www.zekiturbo.com Miami, Fla. US
Goldfarb & Associates Inc. 18 301.770.4514, www.goldfarbinc.com Rockville, Md. US	



Vision

We, the membership of The Association of Diesel Specialists, see ourselves as the leading international organization of professionals that provides sales and expert service for yesterday's, today's and tomorrow's diesel systems.

Our goal is to be the complete resource for training, technical service information, member promotion and networking opportunities. Our Association encourages participation at all levels of membership and is operated with the highest level of fiscal integrity. We embrace the economical, durable and clean diesel engine as one of the key elements for addressing global pollution and fossil fuel depletion.

Mission

The Association of Diesel Specialists's mission is to provide programs and services to its members that will assist them in achieving success in the operation of their businesses in the diesel industry throughout the world.

Find us on:  

Green Statement

The Association of Diesel Specialists (ADS) believes in the future of clean diesel as part of an environmental solution to global greenhouse gas issues. ADS believes in the future of the inherently more efficient clean diesel power plant as a method of reducing our dependence on fossil fuels. ADS applauds the work of engine manufacturers in their efforts to continuously reduce emissions in diesel engines to near infinitesimal levels. ADS believes that the use of clean diesel will improve the sustainability of consumers, businesses and communities by reducing the environmental and societal cost of their activities.

ADS does not condone the use of devices made to intentionally contravene emission controls for use in equipment or vehicles used on a regular basis. ADS believes that intentionally bypassing or altering emission controls in the name of performance enhancement undermines individual and group efforts to promote the use of clean diesel as a viable alternative power plant for the future.



100% ASSEMBLED IN USA



For product line, application and more, please contact us at sales@zekiturbo.com

www.zekiturbo.com

zeki turbo

engineered to move forward



TURBOS | CARTRIDGES | REPAIR KITS | COMPONENTS | MINOR PARTS





BUY, SELL OR TRADE EQUIPMENT WITH ADS SWAP & SHOP!

Swap & Shop is available to assist members seeking to buy, sell or trade equipment. Swap & Shop ads run in Nozzle Chatter and on the ADS website under the PARTS section.

TO LIST

Complete the ad listing form, located online under the PARTS section of the ADS website

or by contacting ADS Headquarters at nozzlechatter@diesel.org. "Help wanted" or "situation wanted" ads will not be accepted. ADS Swap & Shop ads do not constitute an endorsement by the Association. Ads must be sent electronically to nozzlechatter@diesel.org.

FEES

Contact ADS Headquarters for listing fees and details. *Subject to specific terms listed online.

FOR SALE: 815 Bosch testing bench with VP44 kit, very low usage. Power 220V, 60Hz, 3Ph. Price: referential: \$ 135,000.00 USD. email: info@lacasadelatobera.com. Phone: xx 5934 2410561. We speak Spanish.

Hartridge IFT-70 Common Rail Injector Test Stand. Test stand includes capability to test dual spring injectors and has an ultrasonic tank for cleaning. The adapters to test Duramax, Cummins, Denso and 6.4L Ford common rail injectors are also included.. Price is \$9,500. Contact is JT Pitcher j.pitcher@wdiesel.com

FOR SALE: HI 2000 7.3 Injector Test Bench E-mail Tom Hoeber at Thoeber@dieselinjection.com Telephone: 361-289-6666 \$10,995.00

BUSINESS OPPORTUNITY: New Donaldson Diesel Particulate Equipment Gen 2 Pulse cleaner and Thermal Regenerator. Purchase both machines, new complete with factory warranty - \$25,995.00. Over (3) million diesel trucks, industrial and off-highway equipment fitted with Diesel Particulate filters. E-mail Tom Hoeber at Thoeber@dieselinjection.com

FOR SALE: Bosch 515 Test Bench, new counter, excellent transmission. Includes universal mounting bracket. E-mail Tom Hoeber at Thoeber@dieselinjection.com Telephone: 361-289-6666 \$7,495.00 or best offer

FOR SALE: Bacharach CD3 test bench, all adapters included, electronic retrofit kit installed for Cummins Celect & Detroit Series 60 injectors. Great condition and only 308 hours. Contact Michael Oliveros at 352-873-4880 or michael@ocaladiesel.com Price \$2500 obo.

FOR SALE: HEVI test bench H12000 in perfect condition - \$32,000 USD.

Contact Harold Vejarano at info@puntodieselltda.com or (057) 315 391 3954.

FOR SALE: Complete Diesel fuel shop, test stands (Hartridge AVM20-8, 1100MK2, & HA2500), hardware, tools, bench's, modular office, inventory, cores, great start up business. Call for details. Price: \$ 69,000. Contact: Steve McGovern 908 964 0700 x 206, smcgovern@mackboring.com

FOR SALE: Dieselogic NEO Common Rail Injector test stand. S/N 0002. Built October 2011 without Fiber Optics. Test adapters for Duramax and Cummins. \$100,000. Contact Tim Stechschulte: 717.514.3095.

FOR SALE: Good running condition Hartridge test bench 2500, 10 Hp is available for sale. Contact RAJ at 800-320-8166 or raj@fhfuel.com

FOR SALE: Rabotti Tec200 Evolution HD Test Bench for common rail. Used very little. Complete set of tools to work on common rail injectors, tools never used. Call 308-520-0620 to discuss pricing.

FOR SALE: Used Mustang MD 250 Chassis dynamometer Peak Power measurement 900hp at maximum speed. Peak Speed 150 mph. Complete listing of features available. Call 308.520.0620 to discuss pricing.

FOR SALE: Hartridge AVM2PC with transformer 7 years old. \$80,000.00 Hartridge AVM 1 20HP new in 1996 \$20,000.00 Hartridge 123 Cummins pump stand \$8500.00 Hartridge HA2500 10HP pump stand \$13,000.00 All in working condition, reasonable offers will be considered. Please call Jim Smith 813-623-1551ext109.

FOR SALE: New Donaldson Diesel Particulate Cleaning Equipment complete with factory warranty. Gen

2 Pulse Cleaner PIN X009981 Thermal Regenerator PIN X007955 over 2 million trucks and busses equipped with DPF devices, a great investment. Purchase both machines new \$25,995.00. View these machines in action at [http://ijwww.youtube.coml\(Watch?v=MPOOczrY4Ow\)](http://ijwww.youtube.coml(Watch?v=MPOOczrY4Ow)) contact Tom Hoeber e-mail thoeber@dieselinjection.com phone number 361 289-6666

FOR SALE: Bosch 707 Test Bench excellent transmission maintenance records universal bracket \$7995.00 Contact Ty phone number (210) 648-4500

FOR SALE: Maxwell Chassis Dyno for HP testing, Water Brake at 650HP, Accelerometer 1250HP. Good condition. Contact Rick Corder Diesel Controls Inc Massillon OH, RickC50@Gmail.com for details.

FOR SALE: USDiesel offers the following NEW & USED equipment for SALE. Also available used Hartridge HA2500/15, HA400, HA285 comparator, HA123 PT pump Tester. Bacharach A2000 20hp, Bacharach Specialist 10, Bacharach Test oil chiller & Heins turbo balancer TC2 & many more machines for sale. New Maktest TK1026 common rail injector tester, TK1025 common rail pump tester, TK1024 HEUI Injector tester, TK1020 EUI cam box & UTS1004 EUI tester stand-a-long, KO4000 computer aided CR injector rebuild center, & PT2012CRE Maktest common rail pump test stand. We also stock most common tools and adapters new & used. Please go to www.usdiesel.com to view our complete list of test equipment. Contact us at 800-328-0037; 817-485-6422, Fax 817-485-6404 or Mark Hagood: markh@usdiesel.com / Brad Glenn: bradg@usdiesel.com Please note our (new address) 4534 CENTER POINT DRIVE FORT WORTH TEXAS 76180. 



UNLIMITED MILEAGE WARRANTY FOR DURAFIT DPFS...

DuraFit diesel particulate filters are so durable they come with an industry-leading ~~18-month~~, unlimited mileage warranty.
2-year



DuraFit™ diesel particulate filters (DPFs) provide the best return on your DPF investment - paying dividends in the long term productivity of your equipment.

DuraFit DPF units are newly-built, exact fit OEM replacements – designed and manufactured in North America for maximum service life. With improved materials, designs and extensive field testing, DuraFit DPFs give you peace of mind that comes with an ***unlimited mileage warranty for two full years – twice the warranty period of other DPFs.***



To learn how DuraFit DPFs give you significant advantages over OEM and lesser replacement units, call us at 800-753-3212 or visit our website.



Visit us at:
Booth #602

Toll-free: 1-800-753-3212
www.durafit-exhaust.com/ads



OEM Replacement Emission Technologies

DESIGNED TO FIT. BUILT TO LAST.™

PARTS FOR EVERY DIESEL



From diesel fuel injection and exhaust gas management to rotating electrical, brake components and wipers, Bosch makes parts for all commercial and passenger diesel vehicles. Trust Bosch for quality replacement parts for the diesel vehicles you service.
www.BoschAutoParts.com

Bosch is the leading global OE supplier for Domestic, Asian and European vehicles.



BOSCH
Invented for life