



5 REASONS HOW  
**SNAP-ON TOOLS**  
CAN  
**SAVE**  
YOU  
**MONEY!!**



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Snap-on Tools  
can SAVE you  
MONEY!!!

Snap-on Tools are  
known for being  
the most  
expensive product  
on the market,  
but did you know  
the benefits and  
savings you could  
have by  
purchasing Snap-  
on Tools?



Snap-on Tools have this stigma of being the most expensive tools in the market, but these 5 tips I will explain how purchasing Snap-on Tools will save massive amounts of MONEY and TIME, and make you more EFFICIENT or PROFITABLE.

I will outlay the 5 most common reasons to help you make the right tool purchase, I will give you my personal advice and examples of some specific tools to SAVE MONEY and TIME, you will discover what makes Snap-on the BEST choice for your profession.

# 1. QUALITY



# 2. DOWNTIME



# 3. INNOVATION



# 4. SERVICE

# 5. WARRANTY



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# QUALITY

"Snap-on Tools are more reliable. Mechanics make money and basically live and die by their tools. That is why there is a company like Snap-on that make tools that won't break when you need it the most"

## Beliefs

We deeply believe in:

- Non-negotiable Product & Workplace Safety
- Uncompromising Quality
- Passionate Customer Care
- Fearless Innovation
- Rapid Continuous Improvement

## Values

- Our behaviors define our success:
- We demonstrate Integrity.
- We tell the Truth.
- We respect the Individual.
- We promote Teamwork.
- We Listen.

## Vision

- To be acknowledged as the:
- Brand of Choice
- Employer of Choice
- Franchisor of Choice
- Business Partner of Choice
- Investment of Choice

Snap-on is committed to conceiving and creating the innovations that make work easier for professionals performing critical tasks of consequence around the world, and delivering them direct to those end-users.



Image from inside Snap-On HQ, the wall of PATENTS showing a clear message of quality to all that walk through.



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# DOWNTIME



Choosing the right Tool Storage - In doing this your tools will be layed out just how you need them to reduce downtime and increase tool efficiency. No one likes going looking for that missing 10mm socket, with a perfectly layed out draw you can easily identify missing tools when cleaning up from that last job.

Choosing the right Diagnostics - Making sure you have the right diagnostic tool is a must, having the right tool will ensure that your customers car is always able to be looked after, Snapon Diagnostics develop new software every 6 months so you can have your tool updated. That customers new BMW is able to have its health check without having to go back to the dealer. Keep the jobs in house, no subletting work, profits stay within your pocket and no downtime of driving the customers car to another workshop to get the job done.



Using Snapon spanners and sockets reduces the chance of rounding off stubborn nuts and bolts, nothing worse than having a bolt snap on a simple repair and then having to find a way to remove the broken stud. These small inconveniences cost time and money. A 1 hour job turns into a half day event, the customers experience drops and you have run out of time to complete some of the days jobs.



By purchasing Snapon we can keep you informed of any new tooling that can make jobs faster and more efficient. EG. Matching up the BB9018 1.8L brake bleeding unit with the auto filler makes a two person job a one man job and can get it done in almost half the time.



**USE THE RIGHT TOOL FOR THE RIGHT JOB.**  
**There are so many other tools and solutions that I can provide to assist in these situations.**  
**WE ARE HERE TO HELP AND SERVE YOUR BUSINESS**

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# SERVICE

## Snap-on Down Under

Australia took shape in 1982 when the first Snap-on Dealer began operations in Sydney. As demand grew, Snap-on opened the first Australian branch in 1988 located in Brisbane, a large trade hub on the East coast. In 1989, operations were expanded, and sales tripled the following year. Now there are over 180 Snapon Franchises around Australia and New Zealand, all to provide the high quality service and meet the requirements of the technician.

I personally am always looking for ways to grow the customer experience on my truck. As a Franchisee I always try to call on you, the customer, weekly. I offer interest free finance options for small purchases and Snap-on Credit options for larger purchases, get the tools you need to day without the stress of spending a full paycheck, it's a great deal!!

By calling on you weekly I can service any warranties, keep you informed on new products, let you know about new promotions and deals.

Snap-on Tools Australia have multiple company owned trucks dedicated for diagnostics and tool storage, Snap-on are the only tool company in Australia giving the tech the opportunity to experience the full product range so they can make the best decision for them and their workshop, WE COME TO YOU.


The "Rock N Roll Cab Express" has a range of MASTER and EPIQ series tool storage in different configurations on board, you the technician can touch and feel, measure draw space, configure to longer or deeper draws, have a box fully customised for your tool needs. In doing this your tools will be layed out just how you need them to reduce downtime and increase tool efficiency. No one like going looking for that missing 10mm socket, with a perfectly layed out draw you can easily identify missing tools when cleaning up from that last job.


The Diagnostic Roadshow has the complete range of diagnostic product from smoke machines to Diagnostic Scanners, get a full comprehensive demonstration to find the right tool for the workshop or individual technician use.

These services are FREE, they do not cost you anything and Snapon Australia, along with me, a local franchisee, are here to assist and guide you through your tool journey. From apprentice to shop owner, I have tool solutions for almost any requirement and love helping you and your business grow.



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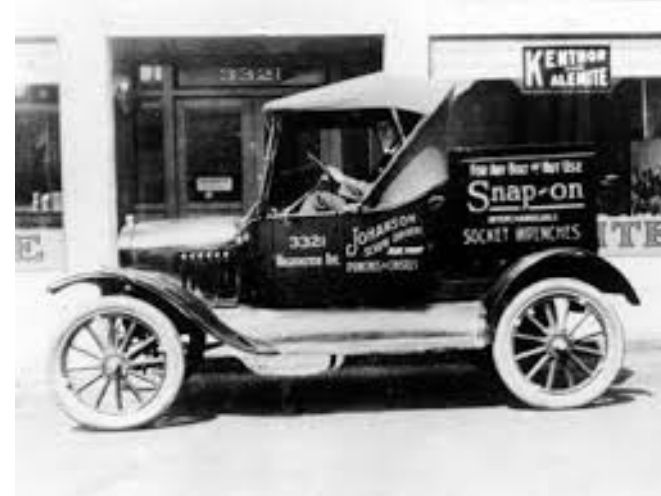
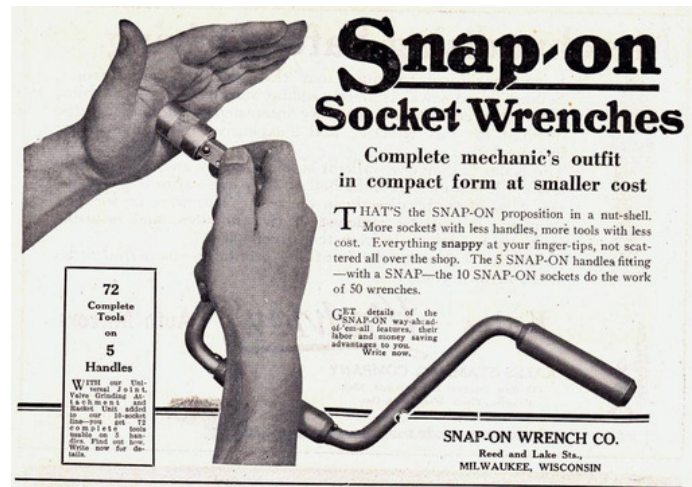
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# INNOVATION

The Beginning- In 1920, a cultural shift was underway in the United States as the automobile was rising in popularity, creating the need for an emerging automotive repair industry. Joe Johnson, an engineer from Milwaukee, had an idea that would revolutionize repair and make work easier for professional mechanics.

Five unique handles and ten sockets that snapped on interchangeably, coined "Five do the work of Fifty," launched a company that would shape an industry.



In the 1960s Snapon invented FLANK DRIVE

At this time, the aviation industry was making advancements in reducing space and weight by modifying fasteners, but was struggling with rounding of the fastener corners upon removal. The Navy sought Snap-on to solve this dilemma. The solution, called the Flank Drive® Wrenching System, was issued two patents in 1965 and proved so popular that it spread throughout the Snap-on product line. Each hex point of the socket was curved to prevent contact with the fasteners' corners and the angles of the sides were altered to improve flat-to-flat contact.

Moving forward was the birth of "FLANK DRIVE PLUS"

So, what exactly are "FLANK DRIVE PLUS WRENCHES" you say?

Flank Drive Plus wrenches feature a patented open end design that delivers up to 62% more turning power than conventional open end wrenches and are available in sizes from 7mm - 25mm and from 1/4" to 1-3/8".

Snap-on Flank Drive Plus wrenches deliver more power than anyone ever expected from an open-end design. The box end of Snap-on wrenches features our original famous Flank Drive wrenching system that grips on the sides, away from the corners and helps you turn the most stubborn, and even rounded fasteners.

With Snap-on Flank Drive Plus wrenches you get sure-gripping performance at both ends of the wrench.

Now, Spanners and sockets are only a small but significant part of their innovation.



Many technicians these days have the requirement of having so many tools that tool storage had become an issue, Snapon used the feedback from mechanics around USA and developed the next Generation of TOOL STORAGE the EPIQ. The EPIQ tool storage unit is the largest that is available. A standard box starting at 60" long and ranging up to "MR BIG" which is a fully customizable unit that can exceed 180" long.

Vehicles are still becoming more advanced with introduction of multiple computers controlling them, Snapon are the inventors of the first ever diagnostic unit, "RED BRICK or MT2500", a slow but effective tool for the first generation of vehicles running on board diagnostics. Currently cars can have in excess of 60 computers and data speeds are so fast that Snapon have progressed through to the VERUS EDGE, a unit like no other that is a fully functioning PC with capabilities to do almost any diagnostic work on today's cars in your workshop.



Every year Snap-on re-invests MILLIONS of dollars into research and development. By doing this they remain the largest tool innovator in the world. By using Snap-on you keep up to date with any changes in the industry, stay ahead of the workshop next door by allowing customers with their new cars to come to you for their oil change or their diagnostic check. DON'T TURN AWAY CUSTOMERS BECAUSE YOU DON'T HAVE THE RIGHT TOOL, ASK HOW SNAP-ON CAN HELP YOU TODAY!!

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# WARRANTY

One of the best perks to purchasing snapon tools is the Warranty, it plays a big part of why some people buy the tools. Almost all Snap-on tools are covered by their Lifetime Warranty against workmanship and defects. Snap-on pride them selves on providing the best product to the consumer.

All Snapon products are covered by a warranty or guarantee. From hand tools to power tools.

During the applicable warranty period, Snap-on will repair or replace products which fail to give satisfactory service where it is established that the failure is directly due to defective workmanship or materials or provide a refund by paying or crediting the customer with an amount equal to the purchase price of such Products.

## BUY THE TOOL ONCE

You as a customer of Snap-on are supported and assisted through any claim, as a franchise owner I always endeavor to keep my customers happy, if a socket breaks, I will supply you a new one. If your ratchet breaks I keep repair kits on hand to service the tool back to working order so you can get back to the job. Less downtime more work performed, more cars fixed.

Thanks for reading, if you need more information or anything at all details are k



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