

AREA DIESEL SERVICE NEWSLETTER

ADS IOWA

The year was 1983 and realizing the potential opportunities that came with a westward expansion, the decision was made to open a branch location of Area Diesel Service, whose home office is located in Central Illinois, as you know. The proximity to interstates 35 and 80 drew the attention of the Leefers family to the growing city of Des Moines, IA. So, in April of that year, a small space was acquired on the city's north side, a modest amount of inventory was transferred and ADS Iowa hung out its shingle for the very first time.

Business was good and by August of 1984, we were already recognizing the need for more space. A suitable building was located in the nearby suburb of Pleasant Hill and operations were moved. As business continued to increase, so did the product offerings and services provided by the small crew at ADS Iowa. What began as a warehouse and shipping point was quickly growing into a fuel injection and turbocharger repair facility. After receiving requests from customers to remove and install some of the turbochargers, fuel injection pumps and injectors that we were rebuilding for them, the decision was made to open the shop for drive-in repair services as well.

Fast forward a whopping 27 years and the Iowa branch location underwent an expansive overhaul, equipping our diesel experts with the space and tools needed for diesel repair and performance upgrades on nearly any diesel engine. The square footage of the facility was nearly tripled to



11,000sqft, adding a 7000sqft warehouse, shipping docks and further increasing the shop for drive-in service use. A large increase in inventory levels accompanied the expansion of the warehouse enabling faster delivery times to our customers west of the Mississippi.

Today, the business operations look slightly different than what they once did. In 2010 the decision was made to consolidate all fuel injection pump repair in our Carlinville facility freeing up much needed room at the Iowa store. Two vehicle lifts, one 2-post and one 4-post drive-on, were added to aid in the repair of light-duty diesel trucks. A variety of factory and aftermarket scan tools have been purchased along with necessary specialty tools and equipment for repair work. Currently, our repair shop focuses primarily on light-duty drive-in service and repair however, turbocharger and fuel injector repair and rebuilding are still on the menu for our customers. Along with these services, our Iowa store also bench tests high-pressure common rail, HEUI and mechanical injectors. For more information on services available at our Iowa location, contact Branch Manager, Corey Stallings, at [800.ADS.IOWA\(800.237.4692\)](tel:800.ADS.IOWA(800.237.4692)) or by email at coreys@areadiesel.com.

The staff at our Pleasant Hill location may be small, having only 4 employees, but combined, those employees account for a total of over 94 years of experience in the diesel industry. Leading operations at the Pleasant Hill store is Branch Manager & Web Coordinator, Corey Stallings. Corey began his career with ADS in August of 2001 building injectors and, later on, in-line and rotary injection pumps at the company headquarters in Carlinville, IL. With a background in management and business, he was offered the opportunity to advance within the company and in early 2005, he and his family relocated to Iowa where he took over managing the day to day operations of the branch location. When a decision was made in 2014 to revamp the companies ecommerce website, Corey put his computer science degree to work spearheading the build of the new site. His staff includes two of the Midwest's best and brightest technicians, Manuel Gomez and Rick Golob. These two techs have a combined 75+ years of experience in all areas of the diesel industry. They are true diagnosticians and always strive to get to the root of the problem rather than just replacing

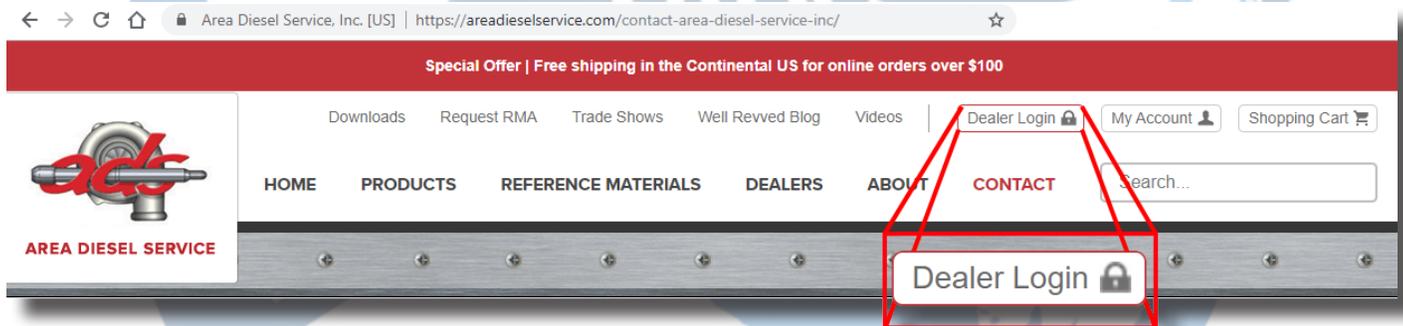


the obvious failed parts. It's hard to find technicians with their level of diagnostic ability. Manuel started with ADS in July 1984 and has been a vital part of the ADS family since then. Rick joined our team in January 2012. Prior to that, he worked side by side with his father, George, at a shop they owned right here in Pleasant Hill. When George passed away, the business closed and we were fortunate enough to bring Rick into the ADS family. Rounding out the crew at the Iowa store is Alec Woodvine. Alec joined our team in August of 2016 as our Warehouse and Shipping Coordinator, also fielding inside sales calls throughout the day. If you've ever called into our Iowa location, odds are you've had the pleasure of speaking with Alec. With our large inventory and central location, we can offer same day or next day delivery to all of Iowa and the vast majority of surrounding states. For more information about Area Diesel Service or our products and services, look us up online at www.aredieselservice.com or email us directly at ads@arediesel.com.



CADENCE
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SPECIAL REMINDER

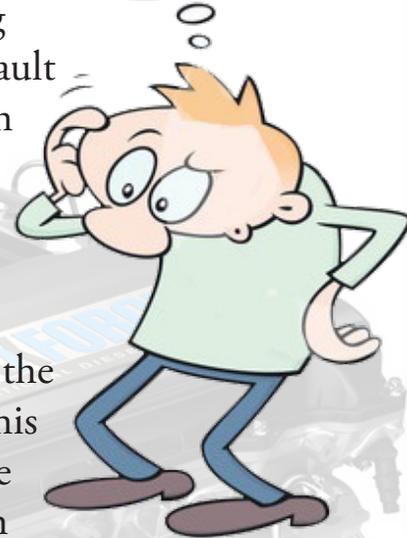


Dealers with ***open account status*** can now request access to our online portal via Cadence. Contact your sales representative or email us at ads@arediesel.com and we can activate your log-in credentials. Once you have received the email confirmation from us, you will have access to view inventory, prices, availability and core charges, view and print invoices, check tracking information, core return eligibility and place orders. For your convenience, we have placed a “Dealer Login” button on our website at www.aredieselservice.com.

If you've spent any amount of time working on MaxxForce DT diesel engines, you're likely familiar with old "low power-no codes" scenario. For those not in the know, this is when the operator is experiencing noticeable loss of power, however, the ECM is not detecting any relevant malfunctions that would typically set and store a fault code. This can be particularly frustrating for the technician tasked with finding and fixing the issue. Apart from the typical tests ran on the main system components and inspecting the basics of filters and fluid levels, where does one begin to search out such issues?

One particular area that we recommend checking is the turbochargers. After doing some research on this particular issue, we found an article discussing how the MaxxForce DT turbochargers are prone to soot build up which actually gets so bad that it can slow down the rotation of the wheel assembly and cause a loss of power. This particular issue does not trigger any fault codes and is therefore difficult for a technician to pinpoint.

International does make a service kit for the MaxxForce DT turbochargers to address this concern. Kit P/N 7091592C91 allows for the disassembly of the compressor (cold) side of both the low and high pressure turbochargers to remove the soot build-up, restoring the proper wheel speed and therefore returning the engine to normal power levels. Included in this kit are some o-rings, seals and clamps. Carb cleaner can be used to loosen up the carbon soot buildup on the wheel and bearing housing. According to [this article](#) on mechanicshub.com, the technician can use a stethoscope



MaxxForce DT Turbochargers



to listen for the internal breather wheel after engine shutdown. If the wheel is turning, that indicates the breather is still operational. If it isn't, there's a good chance that the turbochargers are experiencing this soot buildup issue. When the breather wheel stops functioning, the crankcase vapors buildup over time and eventually get sucked into the turbos leading to this condition. Once the compressor side is all cleaned up and reassembled, a quick test drive will ensure the repair has been sufficiently completed and the customer will be happy to know that his low power concerns are a thing of the past.

NOW IN STOCK

P/N [4032772HX](#) Electronic Actuator for the HE351VE turbocharger, used on the 6.7L Cummins engines, is now in stock in a factory reman unit! Finally, an affordable option for actuator replacement! We have a large quantity in inventory and they're ready to purchase.



price
↓
drop
ALERT

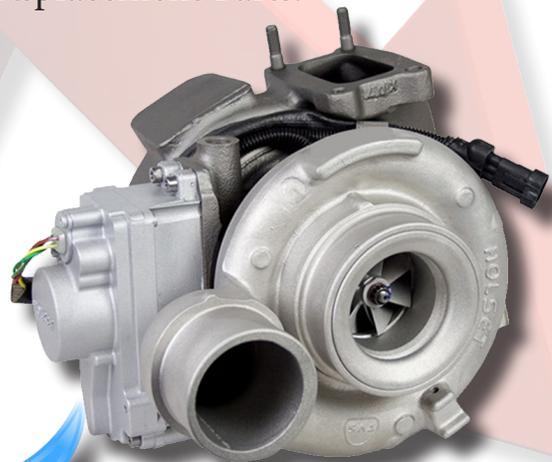
We're always looking for ways to save you guys a little coin while continuing to offer a quality product! Check out our **NEW LOWER PRICES** on the Ford [6.0L Powerstroke](#) and [6.7L Cummins](#) turbochargers from Magnum Quality Replacement Parts!

[70-1000](#)

[70-1001](#)

[70-1002](#)

[70-4012](#)



HIGHLIGHT

PRODUCT

Winter Is Coming



DON'T LET YOUR FILTER END UP LIKE THIS ONE!

Do you really want to trust your injectors to fuel treated at the distribution hub?? When the deep cold of winter hits, make sure your fuel system is protected! Stanadyne Performance Formula additives are formulated by diesel fuel experts that know what it takes to keep your rig running in the frozen tundra!

- ✓ COLD WEATHER PROTECTION
(LOWERS POUR POINT BY AS MUCH AS 40°)
- ✓ RESTORES/INCREASES HORSEPOWER
- ✓ REDUCES FUEL CONSUMPTION
- ✓ IMPROVES CETANE LEVELS
- ✓ MEETS ENGINE FUEL SYSTEM REQUIREMENTS
- ✓ REDUCES EMISSIONS
- ✓ CLEANS & PROTECTS FUEL SYSTEM
- ✓ REDUCES WEAR
- ✓ STABILIZES FUEL
- ✓ HELPS REMOVE WATER
- ✓ CONTAINS NO ALCOHOL



Plugged Fuel Filter

Sanford, Florida based, Derive Systems has announced that it has entered into an agreement with the US Environmental Protection Agency (EPA). This agreement establishes a “best practices” standard for the automotive aftermarket industry and resolving previous EPA allegations concerning several products produced by legacy companies, Bully Dog and SCT, prior to their acquisition of them.



The goal of this deal with the EPA is to allow Derive to continue delivering its products and technology to consumers and to clear a path for not only existing products but also new products to thrive in the market with EPA’s approval. CEO of Derive Systems, David Thawley had this to say, “We are committed to continued cooperation and a partnership with the EPA in the effort to serve our industry and guarantee that standards and practices remain current as automotive aftermarket technology advances.” The agreement is a first of its kind. For more information on this or to read the full article, visit [PRNewswire](#) online.

WE'RE UPDATING OUR RECORDS!

With the roll-out of our new business software, Cadence, we have some exciting new tools to assist our customers with managing their accounts. In order for us to keep account contacts up to date, we need your help. Please take a quick minute to fill out this Contact Information form and submit it for each person in your organization that is authorized to contact us on behalf of your company. We do not publicize or sell any of our contacts information. If you have any questions about this form, please contact Corey Stallings by [email](#) or call [800.237.4692](tel:800.237.4692).

Contact information

We are updating our account contacts and appreciate you providing us the names, email addresses and phone numbers of those folks that may be calling in from your business. Please fill out this form for each individual.

* Required

Business Name & Address *

Your answer

Name *

Your answer

Position *

Parts Manager
 Service Manager
 Technician
 Counter Person
 Sales
 Accounting
 Owner
 Other:

Email *

Your answer

Phone number *

Your answer

Comments

Your answer

Never submit passwords through Google Forms.