

## News Release

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### OEMs Are Using More Advanced Steel: Can Your Pulling System Handle It?

**Madison, Ind. (Feb. 17, 2011)** – In their quest to make passenger vehicles even safer and more fuel-efficient, manufacturers continue to incorporate increasing amounts of advanced steel in new car and truck designs. And while the use of high-strength steel (HSS) makes the vehicles lighter and stronger, it can also make repairing them more complex.

Many modern vehicles, regardless of sticker price, are built with more than 50 percent advanced steel. The Ford Fusion hybrid, for example, contains 55 percent HSS, and the Ford Fiesta uses more than 60 percent HSS.

After a collision, most advanced steel can't be repaired by traditional pulling or heating methods. The most efficient way to reverse the vehicle damage is through multiple, simultaneous pulls using equalized pressure. This technique applies the same amount of pressure across multiple points of the damaged area at the exact same time, to prevent ripping, tearing, bending or rolling the steel.

"In many cases, the advanced steel components of a vehicle are strong enough and peripheral to the primary impact zone that they remain undamaged in a collision — the weaker steel around them absorbs the majority of damage," explains Mike Cranfill, vice president of collision for Chief Automotive Technologies. "By using multiple, simultaneous pulls with equalized pressure, the center section of the vehicle can be squared. Then the mild steel damage can be corrected or sectioned as defined by OEM repair procedures. In contrast, pulling just a single area at a time, or pulling multiple areas without equalized pressure can actually put more damage into the vehicle."

Chief offers a range of pulling systems that can be used for multiple, simultaneous pulling with equalized pressure, including its Impulse™-E/VHT, Goliath™ and Titan™-360. Each of these products features an electric-over-hydraulic system to equalize pressure to all towers in use. These Chief pulling systems also provide 10 tons of pulling power **at the hook**. Since advanced steels make it necessary for shops to use more pressure than ever before, this is an important differentiator. Other systems may use 10-ton rams, but by the time the pressure gets to the hook and the vehicle it's attached to, the pressure could have dropped to as little as four tons.

The Chief Impulse-E/VHT, Goliath and Titan-360 pulling systems are compatible with Chief's Vector, Velocity and VelocityMAX measuring systems, featuring Chief's exclusive vehicle measurement data.

For more information about any of the pulling or measuring systems available from Chief Automotive Technologies, contact your local Chief distributor, call 877-644-1044 or visit [www.chiefautomotive.com](http://www.chiefautomotive.com).

### **About Chief Automotive Technologies**

Chief Automotive Technologies, a Vehicle Service Group (VSG) brand, is one of the world's largest manufacturers of high-quality collision repair products and services, including frame-pulling equipment, vehicle anchoring systems, computerized measuring systems, and vehicle frame specifications. Chief is also a leading provider of comprehensive training on structural analysis, repair and collision theory.

VSG brings together several top brands of vehicle service and repair equipment, including Chief and Rotary Lift®. Based in Madison, Ind., VSG has operations worldwide. VSG is part of the Industrial Products segment of Dover Corporation (NYSE: DOV), a multi-billion dollar, global producer of innovative equipment, specialty systems and value-added services.

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*The most efficient way to reverse collision damage in vehicles made with advanced steel is through multiple, simultaneous pulls using equalized pressure as provided by pulling systems like the Chief Titan-360.*



*This 2011 Ford Fiesta uses advanced steel (boron) in the A-pillar, B-pillar and windshield pillar. As a result, multiple, simultaneous pulling with equalized pressure is the most efficient way to repair this side impact without putting additional damage into the vehicle structure.*