



**SPECIAL  
POINTS OF  
INTEREST:**

- Fall Conference  
Boardwalk Inn
- Spring Tech  
2009

**INSIDE  
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## Disneyworld Fall 2008

The conference will open with Steve Handschuh, President of AASA, speaking on **The State of the Automotive Aftermarket**. Next H. Lee Rust, Owner/Author, Florida Corp. Finance will address ways to **Dramatically Accelerate Your Company's Growth** and which of us doesn't need to do that! Dr. Pablo Calzada from NSU College of Osteopathic Medicine will finish out the morning session by providing information on ways that companies can reduce their

health insurance premiums through **Preventive Health and Wellness**. Learning how to reduce your insurance premiums will save you the price of admission ten times over!! Want to know where the automotive industry is headed? Peter Butterfield - President & CEO of ATK will address the **Past, Present & Future**. If you are going to use a website to promote your business it is important to obtain maximum exposure, reach as many consumers as

possible and that the site correctly represent your business. Tom Jensen, CEO of Veridean Technology Solutions will show you how to **Utilize Your Website to Grow Your Business**. Rounding out the conference will be Frank Leslie from Florida Tech. Suppose that the engine remanufacturers could take F-150 pickup engines and rebuild them from V-8s to V-4s, removing the weight of unneeded parts where possible or being able continued on page 3...

## Welcome New Members

We would like to welcome the following new members to PERA!!

### Remanufacturers

**Fliteline Engine Supply**  
Bob Renfro, General Manager  
Fort Smith, AR  
800-726-1427

**Western Engine**  
Terry Bunker, President  
Denver, CO  
303-286-1903

### Manufacturers

**Vestatec (UK) Ltd.**  
Peter Henwood, Director  
Sussex, England  
011-44-1932-732324

### Core Suppliers

**Custard Core Supply**  
Herman Custard, President  
Dallas, TX  
214-631-4344

**Mixed Metals**  
Wiley Hutcherson, Owner  
Halls, TN  
731-836-0686

**Engine & Transmission Parts  
Pty Ltd.**  
Ross Steel, Director  
Campbellfield, Australia  
03-9357-0854

2009 SPRING TECHNICAL

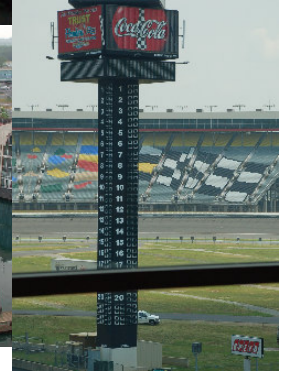
Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_

Company: \_\_\_\_\_ Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_



REGISTRATION

Registration Options

- Member \$295. \_\_\_\_\_
- 3 or More Members Each \$275. \_\_\_\_\_
- Non-Member \$395. \_\_\_\_\_

Use a separate registration form for each person

Total \_\_\_\_\_

TWO TOURS!!

Thursday's tour will be hosted by *Richard Childress Racing*

Friday's tour will be hosted by *Hendrick Motor Sports*

Payment information:

All checks should be made payable to:  
*Production Engine Remanufacturers Association*

Credit Card Number : \_\_\_\_\_

Exp. Date \_\_\_\_\_ CVC \_\_\_\_\_

Name as it Appears on the Card : \_\_\_\_\_

Cardholder's Signature: \_\_\_\_\_

Mail or Fax with Payment to:

PERA  
28203 Woodhaven Road  
Edwards, MO 65326

Cancellation Refund Policy

- Cancellations will be accepted through February 5th for a full refund
- A 50% refund will be issued for cancellations received February 6—March 1
- There will be **NO REFUNDS** for cancellations after March 1st

## More PERA News

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**Disneyworld Fall 2008**  
to change out the engine for a high-efficiency diesel so that it gets 30 mpg instead of 8. Converting them by the thousands might meet with a good market demand in a few years because of the increased fuel economy. It could become a new market. Frank will discuss this idea and many others that can help reinvent your company in his discussion on **The Future of Energy.**

### Bokan Bros.

Bill Bokan will be retiring this year to pursue his dream of playing professional baseball... or was it golf?!

Mike Bokan has moved into an alternate industry. Shop space and equipment will be leased by several current employees who will operate a small custom engine building business.

If you would like to assist Bill with his batting practice or join him for a round of golf, you will be able to reach him at his current address and phone number.

We would like to wish both Bill and Mike well in their future endeavors.

### Auto Repair Business Booming

*Detroit News* — The tough economic times have actually created a boom in one business: Auto repair.

Last year, the U.S. car market sold more than 16 million new cars. Industry experts said automakers are on pace to sell 14 million this year, as more cash-strapped owners hang on to their current vehicles, opting to make repairs rather than replace it.

"Every time I stop at a red light or I get stuck in traffic, it just cuts off," said Phillip

Simpson. Simpson brought his 2000 Ford Taurus to a Tuffy Auto Service Center on Eight Mile Road in Detroit. A service technician discovered a bad vacuum hose and CO2 sensors in Simpson's car. Simpson called it a minor repair that was more affordable than buying another vehicle.

"I don't need a new car, but I want a new car," Simpson said. "But what I need is (for) this to run every day as well."

Simpson wasn't alone. Cars filled every bay inside the Tuffy repair shop, where business has increased by 50 percent over each of the past two years.

"A lot of people are telling me that it's really hard to purchase a new car financially and it's really the last thing on their priority list now," said Tuffy Auto Service Center co-owner

Nicole Huffman. "There are so many other things they are really caring about right now."

Co-owner Gerald Huffman said vehicle owners are also doing a better job at maintaining their cars in hopes of getting better gas mileage.

"The economy is really bad, I think people are scared, unsure about keeping their jobs and so while they have their cars they're taking better care of them," Gerald Huffman said.

According to the American Service Association, vehicle owners are spending between \$1,000 and \$2,000 per repair.



## Mark Your Calendar



The PERA spring tech. meeting will take place in Charlotte, NC March 25-27, 2009. Special arrangements have been made with RCR to tour their facilities. They have agreed to let our attendees tour areas that are off limits as long as no photographers are taken in those areas but that doesn't mean you shouldn't bring your camera. There are many awesome areas where you will get to see the NASCAR cars up close and personal. We have also made special arrangements with Hendrix Motor Sports to tour their facilities. And no trip to Charlotte would be complete without a tour of the Lowe's Motor Speedway were we will not only be having dinner in the Speedway Club but, we are in the process of making arrangements for those attendees who would like to participate in a track ride-a-long!!

## Welcome to Charlotte