

Nashville Convention Review & Other News

October 2015

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Nashville Huge Success

If you missed Nashville, you missed one of the very best conventions in our history. It was the largest turnout in recent memory and more wives attended than we've seen in a long time.

Wednesday was a full day of presentations that kept everyone engaged with a great selection of topics presented by great speakers. From the opening bell with keynote speaker Richard Bryan (thank you again S.B. International for sponsoring Richard) to the wrap up with Mike Osterhaus of Melling, the audience was treated to a lot of knowledge shared by all.

Thursday's limited program by Greg Acker of ANBTX/Sleeper Sewell Insurance and Jason Pieper of Jasper Engines and Transmission Exchange kept the momentum going. The program was closed by recognizing outgoing directors and electing new ones.

The golfers got to play one of the premier courses at the Gaylord Springs Golf Links thanks to Fred Calouette's hard work in making the tournament a big success again.

Non-golfers toured Nissan's Smyrna assembly plant where they build 5 different models under one roof where they do everything except build the engines and transmissions. Thank you Adam Skaggs for arranging this tour.

The group was treated to a fantastic evening aboard the General Jackson Showboat for an evening cruising the Cumberland River, dinner and great entertainment. Thank you QualCast for sponsoring this tremendous event!

Friday was kicked off by Ron Navara of Ingersoll Rand who presented a great program comparing cordless and air impacts. Ron brought a few samples to show off the new capabilities of cordless technology and talked about their "Red Box" repair program. This program was continued at the Grooms Engines tour later that morning where Ron was joined by Scott Tucker and Josh Weiland to give everyone up close looks to their great line of tools.

The group toured Grooms Engines after the IR program at the hotel. Jackson Smith and Doug Anderson were terrific hosts who gave everyone free reign to walk the shop and ask anyone any question they wanted.



2016 Convention
Toronto, ON, Canada
September 21-23, 2016
Toronto Hilton

Bob McGraw Receives Lifetime Achievement Award



L-R: Frank Owings, Bob McGraw, Joe Polich

PERA's highest award was presented to Robert G. "Bob" McGraw, CEO of AER Manufacturing, Inc. for his many years of dedicated support to PERA and the industry. AER has provided 6 presidents, many directors for the board and various committees plus has sponsored many PERA events.

This award has only been presented three times previously. 1994 - C.B. Heath, Fred Jones Mfg. was the first; 1996 - Doug Anderson, Grooms Engines and 1997 - Alvin Morris, Engine Rebuilders, Inc.



2015 Webinars & Convention News

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Webinars & Sponsorship

Our final webinar for 2015 is set for Wednesday, November 11th. Due to scheduling conflicts, this is a week earlier than normal. Randy Neal of CWT Industries will do a follow up to last year's highly successful webinar.

This one is titled "How Balancing Adds Profits, Performance, Durability and Product Value to Your Company." Not only will Randy cover engines and other drive-line components, but will expand on the fast growing turbocharger market.

If you haven't registered yet, there's still plenty of time. You can register by clicking this link that was emailed a couple of weeks ago:

<https://attendee.gotowebinar.com/register/8499325308300622594> or you can always go to www.pera.org and click on the link in Recent Posts or even go to the Events Tab and click on the webinar info on November 11th.

Sponsors needed: We'll be setting the schedule for 2016 and now is the time to sign up to sponsor this highly successful program. We're averaging over 150 registrations per webinar and the Sunnen webinar on October 14th set an all-time record at 261. This is a great way to get your latest message across.

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Election of Directors



L to R: Harry "Skip" Hartley, II, Impaco; Robert J. Melton, Melton's Sales & Service; Danny Molde, Federal-Mogul Motorparts

Outgoing directors recognized for their service were:
Marion Holt, Federal-Mogul Motorparts
Dwayne Jackson, SRC Automotive, Inc.
Skip Hartley, Impaco who is returning for a second term

Nashville News (continued)

We were treated to a fantastic BBQ lunch thanks to Silver Seal Products Co. and U.S. Tool & Manufacturing. Local legend Tex's World Famous BarBQ delivered as promised with some of the best BBQ you'll ever experience.

After the great lunch, we re-boarded the buses and headed to the Nashville airport to tour the Embraer Aircraft maintenance facilities.



Embraer provides aircraft, from small prop and jets to mid and large jets for the commercial, executive, defense and agricultural industries. They were fantastic hosts who shared all they could on their commitment to lean manufacturing and the progress of their journey.

The convention was closed out by a group of 60 at the Grand Ole Opry. Friday nights are when the radio shows are broadcast so it gave the evening an interesting twist between great performances by young and not-so-young talent and the typical radio ads. All-in-all I think it's safe to say everyone thoroughly enjoyed the evening.

Program Planning Committee Delivers

A very special thanks goes out to the Program Planning Committee, headed up by **Dave Monyhan** of Goodson Tools & Supplies for Engine Builders. The committee's hard work made this convention the success it was! Couldn't have done it without you guys!!

The rest of this hardworking crew were:

Randy Bauer, Jasper Engines and Transmission Exch.

Paul Hauglie, QualCast, LLC

Bill McKnight, Mahle Aftermarket, Inc.

Rick Simko, Elgin Industries

Adam Skaggs, AER Manufacturing, Inc.

Robert Stanley, ARMEX

Roger Steffenhauer, Henkel Corporation

And let's not forget the leadership provided by President **Frank Owings** of Titan Engines, Ocala, Florida!

Website & Member News

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Convention Photos

We continue to improve your web browsing experience at www.pera.org. The *Events Tab* will take you to our calendar where upcoming events, PERA and industry, are posted including the 2016 convention in Toronto. Check this feature often to see what's coming up and send me any events that need to be included so I can post them as well.

Behind the scenes we've added two new features. First, **convention photos** have been posted for you to review and download. Go to our website and click on **Galleries** at the top of the page. Next, click on the picture of Doug Anderson to take you to the convention pictures. Right clicking a picture gives you options such as copy and save. If you have photos you'd like to share with everyone, send them to me and I'll get them posted.

Thanks to Bill McKnight for sharing many of those he took!

Invoice Payment Page

If you have an open invoice with us and you'd like to pay it with a credit card, you can request a link to that secure page, then fill in the requested information and click the *Submit* button to go to the PERA secure shopping cart to enter your credit card info.

Passport Information

There is a link on our Home page directing you to a U.S. Passport Service Guide website. This is the most comprehensive site I've found on how to obtain, renew or replace a U.S. passport.

Why are we adding this to our Home page you might be asking yourself..... We'll be in Toronto for the 2016 convention and you will be required to have a passport to fly back to the U.S. Driving is slightly different, or so I'm told, but it is still recommended that you have a U.S. passport even if you drive across the border.

If you don't want to wait for the link on the Home page, use this link to get there: <http://www.us-passport-service-guide.com/obtain-a-us-passport.html>

A general rule of thumb is to allow up to 6 weeks to receive your passport once you submit your request.



Frank & Fay Owings enjoy the show aboard the General Jackson



Jasper's VPP Efforts Recognized

Jasper's Wernsing Road remanufacturing facility has been granted a three-year extension of the Star Certification designation in Indiana's Voluntary Protection Program (VPP) after receiving their Merit Safety Certification in 2008. They received their initial Star Certification in 2012. VPP is designed to promote effective worksite-based safety and health and being accepted into VPP is OSHA's official recognition of the outstanding efforts of employers and employees who have achieved exemplary occupational safety and health. Jasper's Director of Corporate Care, Jason Pieper, made an impressive presentation on this program at our Nashville Convention.

QualCast, LLC Announces new HD Catalog



QualCast, LLC updated its HD, Agricultural and Industrial information and extracted it from its master catalog to create the industry's first valve train specific HD catalog in the aftermarket. This catalog has new listings for Ford and GM natural gas applications included with 1871 other part numbers in this new release.

The E.R.I. Group Announces Scholarship Awards



The E.R.I. Group announced this year's winners of the Richard Miller Education Award. This award provides financial assistance and encouragement to individuals who wish to further their education or training and has been presented to applicants from E.R.I. member companies for the past 15 years.

In August, Ms. Jamie Munro of Kamloops, BC; Ms. Rachel Rogers of Strathmore, AB; Ms. Katie Siemens of Saskatoon, SK; Mr. Jackson Blonde of Chatham, ON; Ms. Marie-Pier Bélanger of Saint-Sulpice, QC; and Mr. Jonathan Gould of Bathurst, NB were each presented with a \$1,000 cheque to help further their education.



Elgin Introduces Parts for Ford 3.5L EcoBoost

Elgin Industries has introduced a broad selection of OE-quality valve train, timing and other parts for Ford 3.5L EcoBoost engines. The following OE replacement Elgin parts are now available: camshafts; oil pumps; camshaft sprocket; cam phaser sprocket; timing chains

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Elgin Industries (continued)

(primary and secondary); timing chain guides; timing chain tensioners and tensioner arm; intake and exhaust valves; valve springs; and valve spring retainers.

Elgin Expands Pro-Stock Push Rod Line

Elgin has added 20 new push rods to their Pro-Stock line of one-piece thick-wall performance push rods featuring 0.106" thick walls for significantly greater column strength and increased stiffness. These new push rods feature 5/16" diameters and a range of lengths from 6.300 to 8.950".

Dura-Bond Hires New General Sales Manager

Chuck Barnett, President, has announced the hiring of Andre Moser as their new General Sales Manager. Andre has a background in Navy aviation starting as a jet engine mechanic and ending his career as a commissioned Naval officer responsible for aircraft support maintenance crews. His most recent role was as Director of Sales for American Valley Aviation with the P-3 aviation specialty. He was responsible for developing new products, writing technical manuals and supervising customer service on the domestic and international scene.

His role at Dura-Bond will be to grow the rapidly expanding transmission segment along with Dura-Bond's core product lines.



King Engine Bearings Hires Phillip Data

King Engine Bearings has announced the appointment of Phillip Data as its new national sales manager.



Data brings 20 years of experience to King, most recently as national sales manager for Modern Silicone Technologies and Magnum Gaskets. He has held key positions in sales management and operations management in the automotive

aftermarket, as well as in the legal and finance fields.

Limor DePetro, VP of Sales and Marketing says that "Phillip's passion and experience will contribute to the continued growth of the company and that he will have a positive impact on our sales." In his role with King, Data will provide full sales management of King's aftermarket and racing products for the U.S. and Canadian markets.

ACL Distribution Inc.



Industry veteran Tim Vehlewald has announced his retirement after 40 years in the automotive aftermarket. Tim's career centered on sales and marketing with companies such as Borg Warner,

Sealed Power and Federal-Mogul. In 1996, Tim became president and CEO of ACL America and eventually purchased ACL Distribution Inc. locating it in Grand Rapids, MI in 2010. He sold the operation in 2012 continuing as president and CEO.

"I believe the time is right for me to make a change. Certainly, there were many positive and memorable experiences throughout my career. I am grateful for the experience and the people I have shared these with over the years. Simply put, it's time to focus on different things." Best of luck to you Tim!

Sunnen Appoints New President & COO

Sunnen Products Co. has appointed Chris Miltenberger as their new president & COO. Miltenberger has 25 years of experience in operations, management and business development for industrial and automotive manufacturing companies. He comes to Sunnen after stints with such notable companies as PlayPower, NN Inc., ATC Drivetrain, Zolo Technologies and Delphi.



"Sunnen is a company with a great record of innovation in developing precision manufacturing technology that gives its customers competitive advantages," said Miltenberger. "The culture and history of the company are unique, its future is bright, and I look forward to helping Sunnen realize even greater success going forward."



New Piston Ring Coating From Mahle

MAHLE reports it can now deliver improved top piston rings using a new thermal spray coating for modern high-output direct-injection turbocharged gasoline engines (GTDI). Under development since 2011 at MAHLE's thermal spray development labs in Muskegon and St. Johns, Michigan, the new process

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Mahle (continued)

initially was designed for high-output GTDI engines currently in production by two U.S. domestic automakers. The market for high-output turbocharged engines is expected to achieve a market share of 30 percent or more by 2020, according to MAHLE.

The new coating also was developed to help meet requirements for new production engines planned for 2018 through 2020, which call for less cylinder-bore friction and the use of lower-viscosity oils and alternative fuels. It provides the superior performance of a more costly premium inlaid top ring.



Federal-Motor Motorparts has received the National Catalog Managers Association (NCMA) President's Award for Electronic Data Excellence for the integration of the company's FP Diesel product information into the NAPA Auto Parts PartsPRO II catalog. The award was presented by NAPA during NCMA's 2015 Knowledge Exchange conference this past April in Orlando.

This award was received in recognition of its partnership in overcoming product data challenges unique to the commercial engine category. Replacement engine parts for commercial applications, including those used in trucks, industrial, marine and agricultural equipment, are referenced by product make, engine code and engine rather than the year/make/model format used for automotive applications.



Labor Department Proposes Overtime Rules Changes

The Labor Department published a [Notice of Proposed Rulemaking](#) (NPRM) in the July 6 Federal Register, announcing their intention to revise the Fair Labor Standards Act's (FLSA) overtime provision. The provision has historically guaranteed a minimum wage

Labor Department (continued)

and overtime pay at a rate of not less than one and one-half times the employee's regular rate for hours worked over 40 in a workweek.

These proposed regulations will also touch on who is exempt and what tests will apply to make those determinations in particular the raising of the threshold salary from \$23,660 annually to \$50,440, a big jump.

But, the proposal does not currently include regulatory changes to the so-called "duties test" that determines whether salaried workers earning more than the threshold are entitled to an exemption from overtime rules. However, the department is considering whether revisions to the "duties test" are necessary to reflect the purpose of the "white collar" exemption that applies to executive, administrative and professional employees.

Obituaries

It is with a heavy heart and sadness to let you know of the passing of two industry pioneers.

Martin J. "Marty" Skok, Jr. passed away on October 3rd after a brief illness. He was 87 and was responsible for the growth and expansion of Elgin Industries for over 50 years.

On October 27th, Tom Moxley passed away after a lengthy illness. Close friend and associate Larry Haswell said among many other things Tom will be remembered because of his inspirational greeting, "I'm The Greatest." Big Mox will be missed.

Send Me Your News!

If you have any changes with personnel or news releases you'd like us to print, just email the info and it'll get in the next newsletter.

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