

2015 Review & Other News

December 2015

Vol. 28 Issue 6



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



The Club at Bond Head



2015 Busy Year

2015 was a very busy year for PERA. We expanded the webinar program extensively by inviting members of the ERI Group in Canada and AERA to join PERA members in this exclusive training and education program. We were rewarded by increasing registrations from a low of 15 to a new registration record of 265 for the Sunnen presentation on honing in October 2015. We increased the number of webinars from three in 2013 to eight in 2015 and we have commitments to do eleven in 2016.

An all-new website was launched in July 2015. Thanks to Babcox Communications for working with PERA and especially the committee of Adrian Long of QualCast, Ron Thomas of Thomas Sales, Skip Hartley of Impaco, President Frank Owings of Titan Engines and Bob Stanley of ARMEX. Their input paid off with a very robust website that is fast becoming an important resource not only for PERA members, but the industry as a whole.

A special shout-out needs to go to the Program Planning Committee led by Chairman Dave Monahan of Goodson Tools & Supplies. These members put a lot of time and effort into making Nashville one of the best programs in PERA's recent history. Thanks need to go to Randy Bauer of Jasper, Paul Hauglie of QualCast, Bill McKnight of Mahle, Rick Simko of Elgin, Adam Skaggs of AER, Bob Stanley of ARMEX and Roger Steffenhauer of Henkel. I don't remember hearing such positive comments about a program as I heard in Nashville!

The success of the Nashville convention was also due to the fantastic support of the sponsors. Special recognition has to go to AER Manufacturing for again sponsoring the opening reception, to SB International for sponsoring the incredible keynote speaker Richard Bryan, to QualCast for the tremendous event on the General Jackson Showboat and to U.S. Tool and Silver Seal for sponsoring the great BBQ lunch at Grooms. Speaking of Grooms, a big thank you needs to go to Jackson Smith and Doug Anderson for putting together a super tour that everyone thoroughly enjoyed.

There were many other sponsors that shouldn't be forgotten so please take a look at the complete list on page 5. We cannot provide the great experiences at the annual convention without all their support.

And we can't forget the annual golf tournament and all the hard work that Fred Calouette of Cal Valves puts into it from selecting the great golf courses, putting together the pairings and insuring everyone has a great time. Thank you Fred!

2015 Webinars & Convention News

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Webinars & Sponsorship

11 Webinars for 2016

We have a full webinar schedule with 11 webinars for 2016 (we don't do one in September due to the convention.

- January 20: Bill McKnight, Mahle Aftermarket
Ring design by the OE's
- February 17: Steve Burke or Nick Lanese of
Schaeffler Automotive
DOD or VVT
- March 16: Mike Osterhaus, Melling Engine Parts
What's new with oil pumps
- April 20: Ron Rotunno, FP Diesel
Sealing commercial engines
- May 18: Ron Sledge, King Engine Bearings
Hard vs. soft bearings
- June 15: Eric Miller, Federal-Mogul Motorparts
Pistons and bearings
- July 20: Andy Rottler, Rottler Manufacturing
Honing
- August 17: Michael Kollenberg, Federal-Mogul
Champion spark plugs
- October 19: Ron Sledge, King Engine Bearings
Bearing coatings
- November 16: Randy Neal, CWT Industries
New technology in balancing
- December 14: Jeff Guenther, Hastings Mfg. Co.
Piston rings

Sponsors needed:

We have commitments from two companies to sponsor the 2016 webinars, ERI of Canada and CWT Industries, but we need a few more so there's still time to sign up.

Sponsorships cost \$1000 for the full year. All sponsors are recognized before each webinar and before each webinar, two will be able to provide a custom message on a rotating basis. These 2-3 minute infomercials can be used to provide information on your latest products or whatever message you deem important. This is a great way to get your latest message across to the entire industry.

Contact:
Joe Polich
joepolich@pera.org
817-243-2646

Nashville Presentations

If you are on the PERA email list, you have received notices that you can download the convention presentations from a program called ShareFile. These are slides only – NO audio.

The 2015 slides were released on December 22nd and due to numerous requests the 2014 slides were released yesterday, December 30th.

These files are Read-Only so when you see the popup window asking for a password, just click the button on the right that says "READ-ONLY."

Based on the huge response in just a couple of days, this will be a very popular service provided by PERA and is limited to members only.

Sorry, but we have no files earlier than 2014.

Dues Renewal

2016 membership dues renewal notices were sent out on December 29th. I've changed the process used in previous years. Because a number of member companies require a formal invoice to get their dues paid, everyone received such an invoice this year. Hopefully that will make it easier for everyone.

You also received a copy of your 2015 directory listing. Please review your listing and make any necessary corrections and either email or fax that back to me.

At the bottom of the 2015 directory listing is an Email list. This list show everyone in your company who is getting emails from PERA such as the newsletters, webinar registrations, convention information, etc. Because there is no extra charge for this service, you can add as many people to this list as you'd like.

You have a number of ways to pay your dues.

1. You can write a check and mail it to:
 - a. PERA
 - b. PO Box 250
 - c. Colleyville, TX 76034-0250
2. You can pay by credit card
 - a. Fill out the cc info on the invoice and
 - i. Fax it back to 817-628-0909
 - ii. Email it to joepolich@pera.org
 - iii. Use the PERA secure shopping cart at www.pera.org/invoice-payment/
 - iv. Call with your cc info
3. Pay by bank transfer

Website & Member News

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WWW.PERA.ORG - A Great Resource

Have you checked out our completely new website released in July 2015? If not, here are some highlights of the many features of this new, robust resource.

Home Page

If you check out the new www.pera.org HOME page, you'll see a link to help you apply for or renew your passport. Since the 2016 convention will be in Toronto, Ontario, Canada, you will need a passport to fly into and out of Canada. The passport makes driving across the border much easier as well.

There is also a section called RECENT POSTS that will give you a quick look at recent changes to www.pera.org. Other sections include upcoming webinars and conferences. At the bottom of the page you can quickly access news published by *Engine Builder Magazine*.

Industry Calendar

Now includes an industry calendar with all PERA scheduled events including our conventions and webinars. It also has leading industry events such as the PRI Show, Automechanika and other related industry programs that you want to know about. We will add any events to our calendar upon request.

Membership Applications

Member applications are now available on-line by clicking on the MEMBERSHIP tab. Once you fill one out, you can submit it and pay your dues through our secure shopping cart.

Webinars

Not only are upcoming webinars listed in our EVENTS CALENDAR, but recordings of past webinars are easily accessed on the WEBINARS tab. There are a total of 12 recordings that are available 24/7 for viewing at your convenience wherever you have an Internet connection.

Resources

Links to a variety of our member's websites are just a click away on the RESOURCES page. You can also access past newsletters on this page.

Galleries

One of the newest additions is the GALLERIES page. On this page you can select and download pictures from a variety of events. Photos from the PRI Show will be posted so you can go to www.pera.org, click on GALLERIES and select the PRI Show to view any pictures taken.

Uploads

We now have an UPLOADS section on the HOME page to provide you a means to upload files. These files can be pictures or for convention speaker presentations that are too large to email.

New Members

Please join me in welcoming these new members:

ABS Products
591 W. Apollo St.
Brea, CA 92821
714671-0728
Gary Thompson, Owner/President

The Trader Magazine
591 W. Apollo St.
Brea, CA 92821
714-671-0217
Gary Thompson, Owner/President

Blackwater Engines
949 Seahawk Circle
Virginia Beach, VA 23452
757-855-5091
Craig Talley, CEO

Devereaux Jones Company, LLC
3464 Patricia Ellen Drive
Bartlett, TN 31833
901-372-1414
Devereaux Jones

Member News



Jasper Expands in Missouri

Jasper Engines & Transmissions will spend \$2.5 million to expand its facilities in Willow Springs, Missouri and create 24 new jobs.

"Our Willow Springs expansion will help JASPER build on the success we have experienced for our ESOP Associate Owners by allowing JASPER to increase production capacity," said Zach Bawel, President of JASPER Engines & Transmissions. "The Willow Springs facility is a key part of our annual growth plans for JASPER and we look forward to its completion."

The additional 30,000 sq. ft. of space will allow Jasper to remove warehousing operations from the existing facility and provide room for a new gasoline engine manufacturing cell, additional parts salvage operations, and the ability to reconfigure existing gas and transmission manufacturing lines to increase production volumes.



Federal-Mogul Motorparts has appointed Kathleen (Kathy) Johnson to chief information officer and vice president, information technology (IT).



Ms. Johnson has been with Federal-Mogul for more than 26 years. She has previously held various positions within IT, including vice president, IT services; director, aftermarket business relationship and application delivery; director, aftermarket application

services delivery; director, information technology, corporate and shared services systems; and manager, information technology – international systems.

Federal-Mogul Motorparts' Fel-Pro Gaskets brand now offers replacement sealing coverage for one of Ford Motor Co.'s most iconic displacement engines, the 5.0L DOHC (VIN F) 32-valve Triton Coyote engine used in more than 750,000 Mustangs and F150 trucks, model years 2011-14.

Fel-Pro now offers complete sealing coverage for the Coyote engine, with products that include the brand's latest head sealing technology, PermaTorque MLS multi-layer-steel head gaskets with LaserWeld technology (part No. 26552PT, left; No. 26553PT, right).

Bob Egan Senior Vice President, Sales and Strategy will retire on December 31st.



Egan joined Federal-Mogul in 1979 and has held a series of executive positions of increasing responsibility during a period in which the company has become one of the largest and most respected suppliers to the global automotive aftermarket. "Bob has played an instrumental role in the

growth and transformation of our company over the past 36 years," said Federal-Mogul Motorparts CEO Dan Ninivaggi. "His extensive knowledge of the aftermarket industry and commitment to customer success helped Federal-Mogul Motorparts forge strategic relationships with our channel partners, while providing exceptional value to the repair professionals and consumers who choose our products."

Frank Pavlich Retires

Long-time industry manufacturer Frank Pavlich has officially retired. His company, Classic Engine Supplies has been split into two parts. The valve lock (Classic Keepers) portion, has been purchased by his partner George Hoving who has renamed it MICHIGAN Engine Supplies, Inc.

The portion that contains, crankshaft sleeves, bronze-liners and tooling has been purchased by Richard Jolly of Valve Train Industries. The product still uses the Classic name.

We wish Frank well in his retirement!

News From Hastings Manufacturing Company

Hastings Manufacturing Co. has released its piston ring product data worldwide in both ACES and PIES standards and TecDoc catalogs to support its vast customer base needing electronic product data.

Hastings says it is now able to provide up-to-date product data for its vast array of piston rings, more than 25,000 part numbers and 2.5 million vehicle and engine applications, for both electronic data export formats and online lookups including technical service information with illustrations and 3-D ring type profile images, in both ACES and PIES and the TecDoc catalog formats.

Ken Holbrook, president and CEO of Hastings said, "Hastings is an iconic brand and we just celebrated our 100th year anniversary; now the entire world can find Hastings Rings at the click of a button. Having electronic catalogs, online access and DVDs is how business is done and the numbers speak volumes with all makes and models, 1.3 million subscriber companies, 20 million users daily worldwide and 28 different languages."

The Hastings product data in the TecDoc Catalogue, a service solution from the TecAlliance, covers the European, Middle Eastern, African and South American markets. The service is available on a subscription basis.

Help Needed

We have a member who's looking for contact information for a speaker who either did a webinar or a presentation at a past convention on buying and selling a small business.

If anyone can remember who did this presentation, please contact me so I can pass it on.

Member News & Convention Sponsors

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LKQ Continues Rapid Growth

LKQ Corporation and The Coast Distribution System, Inc. have announced that they have signed a definitive agreement for LKQ to acquire Coast for \$5.50 per share in cash. Coast is a leading distributor of replacement parts, supplies and accessories for recreational vehicles (RVs) primarily to retail parts and supplies stores, service and repair establishments, and new and used RV dealers in North America.

At the same time LKQ announced that it has acquired substantially all of the assets of PartsChannel, Inc., an aftermarket collision parts distributor with fourteen warehouses servicing over thirty markets across the United States.

In addition, LKQ has again been named to the Fortune 500 list, Fortune magazine's annual ranking of America's largest companies by revenue. LKQ had 2014 total revenue of \$6.7 billion. Fortune magazine ranked LKQ No. 403 on its list compared to No. 490 last year.

Congratulations to all at LKQ!

Convention Sponsors

Please take time from your busy schedules to say thank you for the generosity of the convention sponsors. Without their support we could not have had the success in Nashville that we did.

Opening Reception — **AER Manufacturing**
General Jackson Show Boat — **QualCast, LLC**
Keynote Speaker — **SB International**
AV Banner — **Rottler Manufacturing**
Wednesday a.m. Break — **Melling Engine Parts Co.**
Wednesday p.m. Break — **Endural LLC**
Podium Sign — **The ArmaKleen Company**
BBQ Lunch — **Silver Seal Products Company**
BBQ Lunch — **U.S. Tool & Manufacturing Company**
Beer on Buses — **Goodson Automotive Engine Building Tools & Supplies**
Hanging Banner — **A&A Midwest/EngineQuest**
Hanging Banner — **ARMEX**
Hanging Banner — **Dura-Bond Bearing Company**
Hanging Banner — **Ingersoll Rand**
Hanging Banner — **Milestone Marketing Group**

Convention Sponsors (continued)

Program Ad — **Dura-Bond Bearing Company**
Program Ad — **Elgin Industries**
Program Ad — **Engine Builder Magazine**
Program Ad — **Federal-Mogul Motorparts**
Program Ad — **LKQ Remanufacturing**
Program Ad — **Melling Engine Parts**
Buses — **ACL Distribution, Inc.**
Buses — **Elgin Industries**
Buses — **LKQ Remanufacturing**
Daily Recognition — **South Houston Engine Service**
PT Banner — **ACL Distribution**
PT Banner — **Thomas Sales Co.**
PT Banner — **United Parcel Service (UPS)**
Lapel Pin — **AER Manufacturing, Inc.**
Lapel Pin — **The ArmaKleen Company**
Lapel Pin — **Cal Valves**
Lapel Pin — **Endural LLC**
Lapel Pin — **Goodson Automotive Engine Building Tools & Supplies**
Lapel Pin — **Melling Engine Parts**
Lapel Pin — **QualCast LLC**
Lapel Pin — **Rottler Manufacturing**
Lapel Pin — **SB International**
Lapel Pin — **Silver Seal Products Company**
Lapel Pin — **U.S. Tool & Manufacturing Company**

Golf Tournament Sponsors

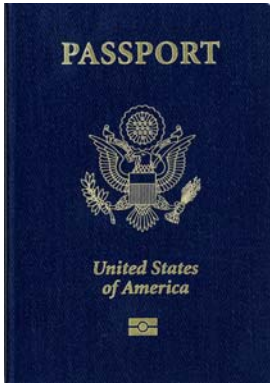
Team 1st Place — **S.B. International Inc.**
Team 2nd Place — **Mahle Aftermarket, Inc.**
Team 3rd Place — **Goodson Automotive Engine Building Tools & Supplies**
\$10,000 Hole-In-One — **A&A Midwest/EngineQuest**
Longest Putt Made — **Hastings Manufacturing**
Men's Closest to Pin — **Elgin Industries**
Ladies Closest to Pin — **Buffalo Engine Components**
Men's Longest Drive — **Thomas Sales Co.**
Ladies' Longest Drive — **U.S. Tool & Manufacturing**
Beverage Cart Coupons — **Rottler Manufacturing**
Can Koozies — **Goodson Auto. Tools & Supplies**
Golf Balls — **Endural LLC**
Golf Towels — **Cal Valves**
Hats — **King Engine Bearings, Inc.**

Member & Government News

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Don't Forget Your Passport



Don't forget that you'll need a passport for the Toronto convention in September!

Go to www.pera.org and click on the link on the home page for all the information you'll need to apply for or renew your passport!

Something else to keep in mind for the September convention in Toronto. **BOOK YOUR FLIGHT EARLY.** To get the best airfare you really need to book at least two months out. Fares go up substantially if you wait until 3-4 weeks out.

Another great point with the convention being in Toronto is the exchange rate. As of today, a Canadian dollar is only 72 cents U.S. So plan on exchanging your U.S. dollars when you arrive in Toronto. They'll go a lot further.



Have a very safe & Happy New Year!

IRS Reminder - Forms 1094-C and 1095-C

The Internal Revenue Service (IRS) is reminding applicable large employers (ALEs) with 50-100 employees that in 2016 they must file [Form 1094-C](#), Transmittal of Employer-Provided Health Insurance Offer and Coverage Information Returns, and [Form 1095-C](#), Employer-Provided Health Insurance Offer and Coverage. ALEs in this category were given an extra year for mandatory reporting obligations, but will now be subject to penalties for non-reporting in their calendar year 2015 filings. Information about electronic submission of the forms can be found at [Affordable Care Act Information Returns](#).

Employers that currently offer employer-sponsored, self-insured coverage use Form 1095-C to report information to the IRS. The form communicates to employees that they have been offered minimum essential coverage under their employer plan.

For those employers who are not currently familiar with their reporting obligations, or have not coordinated with their accountants or payroll providers, please visit the IRS FAQ page for more information: [Questions and Answers about Information Reporting by Employers on Form 1094-C and Form 1095-C](#).

Additionally, the IRS is asking that after utilizing the [Affordable Care Act Information Returns \(AIR\)](#) program, submitters complete a brief [survey](#) about their experience.

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.

**Production Engine
Remanufacturers Association**

PO Box 250
Colleyville, TX 76034-0250
817-243-2646
Fax 817-628-0909

