

2016 PERA News

July 2016

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Toronto Convention Set

You should have received several emails with the convention registration attached. A new item this year is the invitation letter that was required by the Special Events Unit of the Canadian Immigration department. If you are not a citizen of Canada or the U.S., please take note of the requirements listed within that letter! Also, don't forget your passport must be current. If you need to renew or apply for a passport, go to our website, www.pera.org, and click on the link on the home page to get all the information you'll need to accomplish this important task.

You also need to be aware that the correct name of the hotel is Hilton Toronto, not the Toronto Hilton. You may have missed the 2nd email with the convention registration which fixed the link to the Toronto Hilton. The first link failed to work. If you can't find that registration form with the corrected link you can use this link:

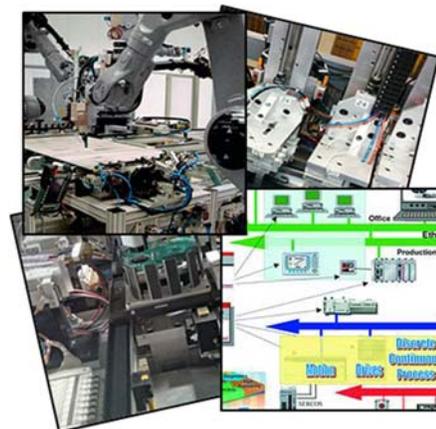
<https://resweb.passkey.com/go/PERA16>

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

**Hotel cutoff date for guaranteed
PERA rates is August 19th!
Don't delay, make your
reservations today!!!**

Non-Golfers Tour

The Toronto Convention is all set with the addition of a tour for the non-golfers. **Falcon Hi Tec International, Inc.** is a full service provider of automation solutions, engineering services, advanced manufacturing systems, testing equipment, spot soldering cells, custom machinery and manufacturing products and services to the automotive industry, electronics manufacturers, energy companies, pharmaceutical, food and beverage, power generation and nuclear sectors. They have graciously opened their doors to let PERA members learn more about automation from design to implementation. Don't miss this exciting tour!



Travel

We included more travel information in this year's registration form than any previous year. Check out the link to Air Canada and Porter Airlines to see if any fit your needs. There's also a number of choices on how to get from Pearson International Airport to the Hilton Toronto.



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: Federal-Mogul Motorparts Filtration
- 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

Registrations for our webinars are averaging over 170 with a high of 285!

2016 Sponsors:

We have four fantastic sponsors for the 2016 webinar series! A big thank you goes to:

ERI Group of Canada
CWT Industries
Dura-Bond Bearing Company
Hastings Piston Rings

This is ERI's 3rd year to sponsor our webinars. Thank you Rick Miller

For further information, contact:

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

New Members

PERA welcomes 2 more new members. Please add them to your 2016 directory:

Dorman Products

1019 Harvin Way, Ste. 150
Rockledge, FL 32955
800-848-4850
Fax: 800-992-9389

www.dormanproducts.com

Joe Wright, National Sales Manager Specialty Markets

Paul Kelly, Vice President pfkelly@maxiforce.com
jwright@dormanproducts.com

Dorman Products is a Manufacturer of over 55,000 parts including variable valve timing products, vapor canister products, timing covers, oil pans, valve covers, harmonic balancers, intake manifolds, exhaust manifolds, sensors, idler pulleys, belt tensioners, thermostat housings, fasteners, plugs, engineered in our 55,000 square feet research center and distributed from our 2.5M square feet of warehousing.

Hylomar LLC

158 JJ Lane
Center Point, TX 78010
830-634-2603
www.hylomar.com

Sean Maloy, CEO, sean.maloy@hylomar.com

Hylomar LLC provides Sealants and adhesives for the automotive and aerospace industry.

Thanks to Ron Thomas of Thomas Sales Co for sending both Dorman Products and Hylomar LLC our way.

I missed giving credit to Bob Stanley of ARMEX for getting the Coast Guard onboard with PERA. Thank you Bob for all your work recruiting new PERA members!

Candidates for 2016 Offices

The 2016 slate of candidates to be presented at the Toronto convention for approval are:

Treasurer, Randy Bauer of Jasper Engines & Transmissions, Jasper, IN

Director, Allan Brock, Blackwater Engines, Virginia Beach, VA

Director, Mark Melling, Melling Engine Parts, Jackson, MI

Going off the board will be Randy Bauer, Bob Stanley and Robert McGraw. Scott Miller will move up to President and Matt McGraw will become the Vice President. Frank Owings remains as past pres.



There has been a lot happening with Dana Holding Corp. since the last newsletter. First, they have announced that they will sell the **Victor Reinz Gaskets** directly to the aftermarket. Previously Mahle Aftermarket held the rights to do so. Dwayne Matthews, president of Dana Power Technologies Group says this “will allow our customers in North America to get as close to Dana as possible.”

Secondly, Dana announced that they have joined a consortium to develop **advanced automotive fuel-cell technology**. This consortium includes fuel-cell component developers, academic institutions and automaker BMW Group for a three-year project to develop and validate next-generation automotive fuel-cell stack technology and materials. Called “Project INSPIRE,” the overall intent of the consortium is to accelerate the commercialization of high-performance, zero-emission fuel-cell-powered electric vehicles and to increase the competitiveness of the European fuel-cell industry on the world stage. Engineers at Dana’s technology center in Neu-Ulm, Bavaria, Germany, will lead the development of an advanced metallic bipolar plate design, which delivers hydrogen and air to membrane electrode assemblies (MEAs), a critical component of automotive fuel cells

And lastly, Dana is 1 of 3 automotive/auto parts companies to be named to **Forbes’ list** of America’s most trustworthy companies. Dana was selected as one of the top 100 companies after more than 2,500 publicly-traded non-financial companies were reviewed for a number of factors, including the low frequency of high-risk behaviors such as regulatory actions and amended filings, as well as revenue and expense recognition methods. Dana was first named to the list in 2014.



LKQ is another member who hasn’t been sitting around quietly and their results for the 1st quarter of 2016 certainly validate that. They reported record revenue for the first quarter of 2016 of \$1.92 billion, an increase of 8.3 percent as compared to \$1.77 billion in the first quarter of 2015. Net income for the first quarter of 2016 was \$107.7 million, an increase of 0.6 percent as compared to \$107.1 million for the same period of 2015. On an adjusted basis, net income was \$128.7 million, an increase of 10.2 percent as compared to \$116.8 million for the same period of 2015. Robert Wagman, president and CEO of LKQ Corp said “I am particularly pleased with the 12.3 percent revenue growth in parts and services on a constant currency basis.”

LKQ (continued)

Due to their solid financial growth and performance, LKQ has been added to the S&P 500 Index as a constituent to the S&P 500 Global Industry Classification Standard (GICS) Distributors Sub-Industry Index.

Part of LKQ growths was through the purchase of Rhiag-Inter Auto Parts Italia in an effort to increase their presence in Easter Europe. This \$1.14 billion purchase will allow them to expand their sales reach into Italy, the Czech Republic, Switzerland, Hungary, Romania, Ukraine, Bulgaria, Slovakia, Poland and Spain.



MAHLE Aftermarket Inc. announced that it will continue offering gaskets to the aftermarket under the brand **MAHLE Original**, reflecting the OE form, fit and function that is designed into the parts. The transition will begin in the second half of 2016, and will be completed by March 2017.

In addition to OE form, fit and function, MAHLE says its Original gasket line offers the best coverage in the aftermarket – across all domestic, Asian and European vehicles. MAHLE Aftermarket also offers 1,300 gasket part numbers that are exclusive to the aftermarket. According to Jon Douglas, general manager, Mahle Aftermarket North America, “The only thing that will be changing is the outside package – our gaskets will now be in a MAHLE Original branded box.”

To support this change, **Michael Staruch** has joined MAHLE Aftermarket Inc. as business development manager. He will be leading the aftermarket sales strategy development efforts for the MAHLE Aftermarket gasket offering, which will soon to be under the MAHLE Original brand for the first time, to targeted markets. Michael was previously NGK Spark Plugs national manager – program distribution and will report to Jon Douglas.



Family Service Day Ltd., an award-winning organization with a mission to help independent automotive businesses “do well by doing good,” has announced a new partnership with Jasper Engines & Transmissions. Family Service Day – Keeping Cars Kickin’ is a national program designed to help Automotive businesses share their expertise and

Jasper (continued)

give back to their communities.

“Family Service Day is aligned with our mission of developing strong bonds and relationships among our associates, customers and communities,” said Zach Bawel, JASPER president and chief operating officer. “We’re excited to sponsor this successful community-focused marketing program to our installers to help grow their businesses and reputations.”

Interested in becoming Family Service Day service providers? Email Suzanne@familyserviceday.org with ‘Keeping Cars Kickin’ as the subject line.



Elgin Announces New Financial Officer

Marie Ziemba has been promoted to chief financial officer at Elgin Industries after serving as controller since 2006. She will report to Bill Skok, Elgin’s president.

Prior to joining Elgin, Ziemba was director of financial operations at Kamco Plastics, controller for Rexnord Aerospace Group Division and controller and HR manager for the Seal Division of Rexnord Industries. While at Rexnord, Ziemba was honored with a President’s Award for outstanding leadership in championing several projects.

ELMO Trophy Goes to Elgin

Jasper Engine and Transmissions has recognized Elgin Industries with their ELMO trophy in recognition of service excellence in a category encompassing “can do” attitude, sense of urgency, timely responses, problem resolution and technical expertise for the 2015 calendar year. This is the 15th consecutive year Elgin has been recognized as one of Jasper’s top suppliers!



QualCast, LLC Announces New Catalog

QualCast has released their 2016 Light Duty catalog, the 3rd in a series of QualCast and QualFast aftermarket and performance catalogs. This latest catalog supersedes the 2012 catalog, #QC12-007 and covers automotive, medium duty diesel, and marine applications. From BMW to Yugo, 29 engine manufacturers, 1015 engine lines, and 4111 part numbers are included in the new QualCast Light Duty catalog.



King Bearings has received its 4th consecutive Jasper Overall Quality Award. They join an elite group of only two other companies to receive the Overall Quality award for 2015.

“Our goal at King is to exceed our customers’ quality standards on a consistent basis,” says Limor Neeman Karpatkin, VP Sales & Marketing at King Engine Bearings. “To be recognized for our quality and be awarded as a top performer for the fourth year in a row is both humbling and very gratifying.”

Mike Maleski Joins Babcox Media



Mike Maleski has joined Babcox Media as an Associate Group Publisher. Prior to joining Babcox, Maleski served in a variety of positions with The Plain Dealer serving the Cleveland, OH area. In his new role, Maleski will report to Jim Merle, Group Publisher of the Tech Group portfolio of

brands, which includes Brake & Front End, ImportCar and Underhood Service. “Mike will bring a wealth of print, digital and social marketing expertise to Babcox Media,” said Merle. “His significant experience and proven track record will be a great fit, supporting our dedication to providing impactful products and value to readers and advertisers.”



Federal-Mogul Motorparts has launched an all-new, comprehensive website covering its brands and products for the heavy-duty engine and vehicle markets – FMHeavyDutyParts.com.

The new site offers detailed product and technical information covering the company’s lines of Abex commercial grade friction, FPDiesel engine and fuel system components and gaskets, National oil seals and bearings, ANCO wipers, Champion spark plugs, MOOG steering and suspension and Wagner lighting products.

Also available are product installation guides, a continuously expanded library of technical bulletins and a “Find My Part” feature that enables you to look up any quantity of parts across each brand in both printed and digital versions.

Member and Other News

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Mike Flynn has returned to Hastings Manufacturing as its director of OEM business. Mike has over 40 years' experience of sales and marketing in the engine component industry. In his new role with Hastings, Mike will provide full sales and marketing management of Hastings Piston Rings for original equipment as well as strategic aftermarket customers.

Hastings has also brought on Romy Laxamana to provide full sales and marketing management in their international market. Romy has more than 30 years' sales and marketing experience in the engine components with companies such as Beck/Arnley, Korody-Colyer, Grant Piston Rings and most recently NPR.



Dorman's New Product Idea Contest

Dorman Products Inc. is running a "new product idea" campaign for qualifying service technicians and counter people. Their New Product Development Team will review all ideas regardless of when they were submitted and determine monthly winners through December.

Monthly winners will receive a \$100 VISA gift card and will be spotlighted on Dorman's Facebook page. All monthly winners will be entered in Dorman's annual grand-prize contest drawn in December for a chance to win a \$500 VISA gift card.

The June 2016 New Product Idea contest winner was Paul W. from Hamilton, New Jersey.

Complete contest details are available at dormanproducts.com.



S. B. International, Inc. has appointed Tom DeBlasis as Vice President of Sales effective July 15, 2016.

Tom's 40 years of automotive aftermarket experience involved sales and sales management roles

with Cloyes, SBI, K-Line, and Hastings. Tom comes back to SBI with responsibility for sales worldwide.



Goodson Tools & Supplies for Engine Builders had introduced a Diesel Spring Bench in response to market demand.

This heavy-duty unit is designed to make working on large diesel cylinder heads manageable.

Features include:

- Adjustable fence to provide parallel movement of the head and rollers that provide easy movement of the head from side to side.
- Easy to operate push-button controls move the cylinder to compress and release valve springs
- Stainless steel pneumatic air cylinder with variable ram speed control drives 325 pounds of force at 130 PSI
- An adjustable ram tower that allows the operate to move the ram forward and back and/or side to side
- Stop collars on the ram tower for safety
- Adjustable feet for easy leveling

The Diesel Spring Bench is available now under order number: DSB-7000.

IT Staffing and Consulting

Here's a name from the past that may be able to help out with any IT staffing or consulting. Vincent Mancini, formerly of Recon Automotive in Philadelphia is now with Remedy Consulting Group, a full service professional staffing company.

Some of their core competencies are:

- Program Managers, Project Managers and Project Coordinators
- Business Analysts
- QA Testers & Test Engineers
- Software Architects & Engineers
- Mobile Developers
- Programmers and Developers
- ERP/CRM
- Database Analysts & Administrators
- Network Engineers and Architects
- System Administrators
- SME's - Subject Matter Experts
- CRM/ERP
- Guidewire

You can contact Vin at:
Vincent Mancini
Remedy Consulting Group
267-242-9976 | vmancini@remedycg.com
www.remedycg.com

Overtime Rules Issued

The U.S. Department of Labor has issued a new rule for regulating overtime. These new rules may have significant impact on who is exempt and who is not exempt within your companies. Most significant is the threshold's new minimum. It has moved up to \$47,476 a year from \$23,660 or from \$455 to \$913 a week.

The expected effects are that the status of 4.2 million workers who are exempt will change from exempt to nonexempt. These changes are expected to increase the wages of American workers by an estimated \$12 billion over the next 10 years. Yes, that is a "B".

For complete details go to:
<https://www.dol.gov/featured/overtime>

Obituary: Elliot Lehman

Long-time industry leader and acknowledged visionary Elliot Lehman died of natural causes at his home in Wilmette, IL at the age of 97.

Lehman led Fel-Pro with Lewis Weinberg, fellow co-chairman and brother-in-law, for more than 50 years. Under their leadership, the gasket manufacturer became widely recognized and respected not only for its products but its employee relationship programs. His family-friendly policies earned Fel-Pro a loyal workforce with low turnover – and a highly respected brand known for its quality.

Lehman and Fel-Pro have been consistently honored by Fortune and Working Mother as an innovator in creating a family-friendly workplace. Lehman initiated groundbreaking policies such as family leave, flexible hours and job sharing.

"Elliot was renowned in his commitment to his company, his employees and to the aftermarket, and for building one of the strongest brands in the industry," said Bill Long, AASA president and chief operating officer. "He mentored many of today's aftermarket leaders. We all benefitted from his high standard of business ethics and love of the industry."

Lehman was a longtime member of the Motor & Equipment Manufacturers Association's (MEMA) aftermarket programs and served as chairman of its Board of Directors in 1982. MEMA recognized him for his support and contributions to the industry with its highest honor, the Triangle award, in 1989.

He also was named Motor Magazine's Automotive Aftermarket Man of the Year and was honored with the Automotive Warehouse Distributors Association's Leader of the Year award. Lehman was inducted into the Automotive Hall of Fame in Dearborn, Michigan, in 1993.

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 76034-0250817-243-264
Fax 817-628-0909

