

2017 PERA News

May 2017

Vol. 30 Issue 1



2017 Convention
Clearwater Beach, Florida
September 20-22, 2017
Sheraton Sand Key Resort



Pack your beach towels and swimsuits for a great time at the 2017 PERA annual convention. White sands and blue water abound at this spectacular hotel.

Described as meeting in Paradise, these world renown beaches and Clearwater's surrounding islands offer a perfect location to relax and experience stress-free days.



Clearwater Beach, Florida for 2017

The program planning committee has been hard at work to put together another exciting convention. Toronto set the bar pretty high, but the committee is up to the task.

The dates for this year's convention are September 20-22, but as always, plan to arrive on Tuesday since the program will kick off early Wednesday morning the 20th.

We'll be at the Sheraton Sand Key Resort (see bottom of column at left). For those of you who are anxious to make your hotel reservations you can use this link:
<https://www.starwoodmeeting.com/events/start.action?id=1705180876&key=2CCCC038>

When you click on the hotel link you'll also find these pages to help you plan your trip and enhance your stay in Clearwater Beach: [OVERVIEW](#) | [PHOTOS](#) | [GUEST ROOMS](#) | [FEATURES & AMENITIES](#) | [DINING](#) | [LOCAL AREA](#) | [DRIVING DIRECTIONS](#)

Note that the hotel cutoff date is August 19th and is on a room availability bases.

You have several airport options: Tampa International and St. Pete Clearwater Airport. We'll provide ground transportation options with the convention registration info which I hope to have it out the first week in July.

For those who will be staying Friday night be sure to bring your beach wear. We're having a BEACH PARTY! There will be beach games, food, a few drinks, wine tasting and a special treat arranged by Bob Stanley or ARMEX. Pete Gonzales of Pete's Cigars will show us how custom flavored cigars are rolled. He'll bring a supply of cigars that you can purchase to sample. This is a special event because Pete doesn't sell cigars to just anyone. He only takes referrals from existing customers!

To enhance the cigar event even further, I'll be making a custom-made humidor to auction off to those aficionados who can appreciate keeping your cigars at the right moisture content. Proceeds from this auction will go to Breaking Barriers-Hope Is Alive in memory of Adam Richard Bear, stepson of David Benson of Babcox's Engine Builder Magazine.

Oh yes, for those who were WOWED by Mr. E - Doug Kaufman, in Toronto. He's back for a return engagement at the beach party! Can you say Jimmy Buffett?

Although the full program isn't set in stone, most of the program can be shared at this time.

Webinars & Sponsorship

11 Webinars for 2017

We have a full webinar schedule with 11 webinars for 2017 (we don't do one in September due to the convention).

- January 18: Ron Sledge, King Engine Bearings
Racing Bearing Lubrication,
Clearances & Geometric Tolerances
- February 15: Ron Sledge, King Engine Bearings
Bearing Coatings
- March 15: Ken Carter & Dave White, United
Engine & Machine
Piston Coatings
- April 19: Bill McKnight, Mahle Aftermarket, Inc.
Piston Rings – materials & coatings
- May 17: Erik Nickerson, Rottler Manufacturing
Understanding Rottler's RCAM
- June 21: Chuck Barnett, Dura-Bond Bearings
Changing Technology of Valve Seats
- July 19: Tim Golema, Mahle Aftermarket
Small Gaskets – the forgotten ones
- August 16: Federal-Mogul Motorparts
Gasket Engineering
- October 18: Bob Dolder, Sunnen Products
What's New in Honing
- November 15: Ron Sledge, King Engine Bearings
Scientific Approach to Bearing Design
- December 14: Scott Neely, Cometic Gaskets
TBD

Registrations for our webinars are averaging over 190 with a high of 285!

2017 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
King Engine Bearings
Mahle Aftermarket, Inc.
Rottler Manufacturing
Sunnen Products Company

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



Our keynote speaker this year will be Mike Staver who specializes in leadership skills. Mike is not only an accomplished speaker, but a renowned author. You won't want to miss Mike's address!

Wednesday will be another full day of great topics. The morning technical session will start off with Andy Markel, editor of Babcox's *Underhood Magazine* who will talk about direct injection and the myriad of issues that can affect your rebuilds. Jasper will follow that with a presentation on the 3.6L GM engine. They are going to talk about the many configurations of this multi-platform power plant.

After lunch, we'll cover piston rings with a 3-panel discussion by supplier members including Hastings Manufacturing, Mahle Aftermarket and NPR of America. Rings will be followed by a complete discussion on the failures of VVT and how you can correct them. This important topic will be presented by LKQ.

Thursday will start off with three speakers addressing the topic of valves. Ricardo Bastoni of Osvat Engine Valves in Italy will address new manufacturing; Casey Calouette of Cal Valves will talk about remanufactured valves; and Skip Hartley will close it with a discussion on reclaiming valves in your shops.

The tour for the non-golfers is set for Thursday afternoon at Mastercut Tools, a manufacturer of rotary cutting tools. This state-of-the-art plant is sure to open a lot of eyes.

We'll kick off Friday's program with another vendor discussion on engine bearings. This panel will be moderated by our own Doug Kaufman, Publisher/Editor of *Engine Builder Magazine*. Participating vendors will be ACL, King and Mahle Aftermarket.

The Friday tour for the full group will be in the afternoon, yes, afternoon. The program committee, through the survey feedback from Toronto, has expanded the technical program to include Friday morning pushing the tour to the afternoon. This year we'll tour Southern Manufacturing Technologies (SMT) another state-of-the-art manufacturing plant. SMT is out there on the cutting edge of machining technology and is one of the most advanced machining facilities you'll ever see!

We're still working on the rest of Friday and one more topic on Wednesday afternoon.

Member News

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New Members

PERA welcomes 7 more new members since September 2017.

Asian Engine Parts LLC

8420 Portal Way, Ste E6
Blaine, WA 98230
360-594-8900
Asiff Dhanani, President
asiff@asianengineparts.com

Engine parts and equipment.

Clemco Industries Corp.

One Cable Car Drive
Washington, MO 63090
636-239-4300
Fax: 800-726-7559
www.clemcoindustries.com
info@clemcoindustries.com
Nathan Bjornson, Sales Manager
nbjornson@clemcoindustries.com

Air-powered abrasive blast equipment for surface preparation, cleaning, deburring, dry-stripping, shot peening and finishing; standard and engineered manual, automated and robotic blast cabinets; blast rooms; abrasive recovery systems; dust collection; portable blast machines; specialty accessories; operator safety equipment.

DFC Diesel, Inc.

11831 145th St.
Edmonton, AB, Canada
780-455-0871
Fax: 780-455-0874
www.dfcdiesel.com
Matt Adams, President
matt@dfcdiesel.com

Remanufacturer of Dodge, Ford & Chevrolet diesel engines.

ESCA Blast

1330 Industry Road
Hatfield, PA 19440
215-723-9000
215-362-4196
Jeff Paduano, President
jeff@escablast.com

Wholesale supplier of media, abrasives and blast cleaning equipment.

Hubner Componentes e Sistemas Automotivo Ltda

Rua Pedro Fila, 210
Araucaria, Parana 83707-110 Brazil
55-41-2108-5023
Fax: 55-41-2108-5000
autolinea@autolinea.com.br & hubner@hubner.com.br
www.autolinea.com.br & www.grupohubner.com
Bruno Janz, Sales Manager
brunojanz@autolinea.com.br

Casted (iron and aluminum), machined and assembled components for automotive, construction equipment and agricultural applications including engine blocks, cylinder heads, oil pumps and connecting rods.

Langille's Truck Parts & Cores

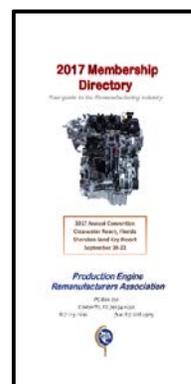
150 Reach Industrial Park
Port Perry, ON L9L 1B2 Canada
905-985-6800
866-980-6800
Fax: 905-985-7993
info@scrapandcores.com
www.scrapandcores.com
Dave Langille, President
dave@scrapandcores.com

LD, MD, HD & INDUSTRIAL diesel engines & light truck gasoline; cores, cut outs & runners; engine components; fuel injectors; turbos; diesel injection pumps; intakes; blocks; and cranks.

NPR of America, Inc.

7001 Village Drive, Ste. 240
Buena Park, CA 90621
562-207-6882
Fax: 562-207-6883
www.npramerica.com
Ray Falkenrath, General Manager
ray@nprofamerica.net
Mike Jackson, Sales
mike@nprofameica.net

2017 Membership Directory



The 2017 directory will be mailed next week. As always, 2 copies will be mailed to your "dues contact" along with an order form for additional copies.

I apologize for the delay. My recovery from hip surgery took a bit longer than anticipated.

Elections

Every year we have to say goodbye to board members whose terms are expiring. It's not that they have outlived their usefulness, quite the contrary. Many would like to continue to serve, but to give others the opportunity to help shape the future direction of PERA, we must say hello to a new group and share the experience of serving PERA.

The Board meets face-to-face one time each year which occurs on the first morning of the convention. There may be one or two other "conference call" meetings throughout the year. So, serving on the board does not require a lot of time and certainly no additional expense since all normally attend the annual convention. The terms of office are three (3) years.

The directors who are leaving this year are:
Adrian Long, QualCast: Supplier
Mike Morgan, South Houston Engine Service: Reman
Ron Thomas, Thomas Sales Co.: Manufacturer's Rep

We really appreciate the devotion of these directors!

So that leaves us with the necessity of electing three new directors in Clearwater Beach. The by-laws specify how many directors must represent which classes of members. This year we will need to elect one remanufacturer, one manufacturer's rep and one supplier member from any of the remaining categories.

If you have an interest in serving on the Board or if you have questions, please contact me (joepolich@pera.org) or President Scott Miller (sa.miller@lkqcorp.com) to throw your hat in the ring.

Future Conventions

We're always looking for ideas on where to hold conventions. Although the final decision is up to the president and board of directors, your suggestions could help insure we don't overlook some great destinations.

Some of the criteria we use are:

- Easily access to airports
- Reasonable airfares
- Hotels with adequate meeting facilities
- Tours: the tours don't have to necessarily be engine remanufacturing, but need to be manufacturing of some type that our members can garner ideas that can help them in their own plants.

So, if you have any suggestions please forward them to me or to any member of the Board.



NPR of America has added Pim van den Bergh to further develop their growing market share in the piston rings, pistons and cylinder liners. Pim has a bachelor's degree in automotive engineering and an MBA in business. He also has a wealth of experience within the industry as a remanufacturing engineer and in the development and market share growth of many internal combustion engine products. His work experience includes positions with MAN Diesel, ATK VEGE, Marshall Engines, KLine, and most recently SBI. Pim will be responsible for leading NPR of America's aftermarket sales activities in the North, Central and South American aftermarkets.



Mark Melling, CEO of Melling Engine Parts, has announced the following changes to the company's aftermarket executive sales team for 2017.

Laura Short has been promoted to vice president of North American aftermarket sales. Laura has been with the company for 31 years in a variety of key roles.

Mike Osterhaus has been promoted to vice president of aftermarket product management. He has been with Melling for 21 years after coming to Melling from Hoof Products.

Tom Trosin, who most recently served as the president of Melling Aftermarket, will assume the responsibilities as president of Melling World Trade and export sales. Tom has been with the company for 29 years and replaces Ernie Rodriguez, who retired from Melling World Trade this fall.



Jasper Engines & Transmissions has opened a branch office in Portland, OR to serve customers in Oregon and southern Washington. This now gives Jasper 44 branch offices and distribution centers in 27 states.

In addition, Jasper has named Judah DeLorenzo as its manager of process control and sales support, a new department that's responsible for auditing, document control, cataloging, process changes, sales support and new product releases. DeLorenzo, who has been with Jasper since 2009, was assistant manager of the product development department.

Member News

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The E.R.I. Group has announced the retirement of long time President and Founder, Rick Miller. Rick has been President of E.R.I. Engine Rebuilders Inc. for 35 years and will be named President Emeritus. He will remain as a consultant and Chairman of the Board of

Directors. You can continue to reach Rick by email at rick@theerigroup.com or on his cell phone.

In addition, ERI has announced the promotion of Veronica Humber to the position of Controller, reporting directly to the President. Veronica is a twelve year employee of ERI and has 22 years of experience working with finance.



Dorman Products has reported that net sales for the first quarter ended April 1, 2017, increased \$13.5 million, or 6.5 percent, to \$221.6 million from \$208.1 million for the first quarter ended 2016.

Matt Barton, president and CEO said, "Sales growth met our expectations and sound execution enabled us to deliver substantial bottom line leverage on the sales growth. Our New Product engine remains strong and we remain confident in our ability to deliver solid organic growth this year. In the quarter, we launched 1,290 new unique SKUs, a 17 percent increase over the first quarter of 2016."



Hastings Manufacturing Co. has announced the appointment of Jose Segovia as its new director of business development Latin America. Segovia comes to Hastings with more than 16 years of multiple engine component sales and marketing industry experience, all in Latin America. Prior to Hastings, Jose

managed piston ring sales efforts in Latin America with Nippon Piston Ring. In his new role with Hastings, Segovia will provide full sales and marketing management of Hastings Piston Rings for the Latin American aftermarket.



As of January 5th, King Engine Bearings is the certified data supplier to the popular European catalog of spare parts – TecDoc, the most frequently used data source in the European automotive industry. "Being a TecDoc supplier was a natural step for us following a significant and steady sales growth in Europe and CIS," said Omer Zaslavskly, King VP Sales and Marketing. "The TecDoc platform will make our brand accessible and will better support our direct customers and also the end users."

TecDoc is the global information system which provides market members the spare parts with the relevant and detailed information to identify a needed part. At present the TecDoc database contains about 3 million part numbers for cars and trucks.

New King Online e-Catalog

In addition, King has just launched a new comprehensive online e-catalog interface that offers more search options and cross-referencing features. This new e-catalog can filter by make, model, dimensions and cross-references or any combination thereof. The new e-catalog is in addition to King's new 2017-2018 printed catalog, which is now available and features all of King's new applications.

USA customers can search the new e-catalog using the ACES format or the popular European Tecdoc format. Search results can be viewed in inches or metric and can be easily cross-referenced. There is also a quick search feature to easily find an item by inserting either a partial or full engine description, King part number or competitor number.



The board of directors of LKQ Corp. has unanimously selected Dominick Zarcone, the company's current chief financial officer (CFO), to become the new president and CEO. Robert Wagman has announced his intention to step down from the positions of president and CEO due to health considerations. In addition, Joseph Holsten, LKQ's current chairman of the board and former CEO, was appointed as executive chairman.

Member & Other News

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Veteran aftermarket executive Jack Cameron has rejoined Pioneer Automotive Industries as its vice president of business development, responsible for developing new business and programs. He reports to John Pope, vice president of sales and marketing.

Cameron began his automotive career with Federal-Mogul, but joined Pioneer five years later. Most recently, Cameron was national sales manager of commercial vehicles for Brake Parts Inc. His background also includes time as vice president of programs and services for AASA, aftermarket general manager at The Timken Co., director of sales and marketing for Ken-Tool, and vice president of marketing at Dorman Products. Cameron, who resides in Mississippi, will be based at Pioneer's Meridian, MS corporate headquarters.

Speaking of Golf

This year's golf tournament will be held at the Belleair Country Club courtesy of Stuart Evans at the Sheraton Sand Key who is a member. Belleair can boast to being the first golf course in the state of Florida and is a designated Bird Sanctuary, with an ever-changing panorama made up of rolling courses with lush landscape, beautifully appointed lakes, ponds and free flowing creeks.



Federal-Mogul Motorparts has announced the acquisition of the Beck/Arnley brand and certain associated assets. Based in Smyrna, Tennessee, Beck/Arnley is a leading provider of premium OE-quality parts and fluids for foreign nameplate vehicles in North America.

The announcement marks a significant product line expansion that is consistent with Federal-Mogul Motorparts' strategy to deliver the broadest range of high-quality products to the global independent aftermarket. These products include Beck/Arnley fluids, engine management, cooling, electrical parts and electronic components. The acquisition also adds additional foreign nameplate coverage to Federal-Mogul Motorparts' current offerings.

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

