

2017 PERA News

November 2017

Vol. 30 Issue 3



Clearwater Huge Success!

Nothing, not even a hurricane, could put a damper on the success of our 72nd annual convention in Clearwater Beach, FL. The Sheraton Sand Key provided a memorable experience that attendees won't soon forget.

Attendance was the best in over 10 years with 116 business registrations and 32 ladies accompanying their spouse. With speakers and guests, the total attendance was up to 166. Business registrations were up over 10%.

**2018 Convention
Reno, NV
September 26-28, 2018
Peppermill Resort Spa Casino**



The Peppermill Resort Spa Casino, Reno's premier Four Diamond resort, will host the 73rd annual PERA convention, featuring 10 restaurants, 17 themed lounges, the fabulous Spa Toscana with 24 treatment rooms, the Tuscany Gardens with 3 pools, a 100,000 square foot casino and 3 shopping boutiques. Come to America's Biggest Little City, Reno, Nevada, to indulge yourself in this tremendous experience!



I know it sounds redundant to keep saying this, but the Program Planning Committee did another outstanding job in selecting topics and speakers that hit the mark in getting you to come to Clearwater and in keeping your attention while there. Thanks go to Chairman Dave Monyhan, Goodson Tools & Supplies for Engine Builders; Randy Bauer, Jasper Engine & Transmission Exchange; Bob Dolder, Sunnen Products Company; Harry "Skip" Hartley, Impaco, Inc.; Paul Hauglie, QualCast, LLC; Mike Jackson, NPR of America; Doug Kaufman, Babcox Media, LLC; PERA President Scott Miller, LKQ Remanufacturing – TX; Rick Simko, Elgin Industries; Adam Skaggs, AER Manufacturing, Inc.; Robert Stanley, ARMEX; and Roger Steffenhauer, Henkel Corporation.

A special thanks to Peggy Miller for putting together the fantastic Ladies/Alternate tours on Wednesday, Thursday and Friday.



Webinars, Elections & Sponsor News

November 2017

Vol. 30 Issue 3

Webinars & Sponsorship

11 Webinars for 2017

We have two webinars remaining for 2017. If you are interested in doing one in 2018, let me know as soon as possible. The slots fill up fast and I can guarantee you they will all be gone by the time I leave Indianapolis and the PRI Show. You should have already seen the notice and signup sheet in your email, but don't hesitate to contact me if you've misplaced it.

November 15: Ron Sledge, King Engine Bearings
Scientific Approach to Bearing Design

December 14: Bill McKnight, Mahle Aftermarket
TBD

Registrations for our webinars are averaging over 190 with a high of 285! They are open to the entire industry from PERA to ERI to AERA and we even get some OE people attending.

2017 Sponsors:

We have seven fantastic sponsors for the 2017 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 and ERI.

If you'd like to be a sponsor for the 2018 series, use the form that was emailed with the presenter signup or contact me and I'll get you on the list.

I'll be in attendance at the PRI Show and will fill any remaining slots there so if you won't be at PRI and want to do a webinar, contact me right away!

For further information, contact:

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

Elections

This year 3 new directors were elected to replace those whose terms expired. Those who moved on were: Adrian Long of QualCast, LLC; Michael Morgan of South Houston Engine Service; and Ron Thomas of Thomas Sales Co., Inc. PERA thanks these volunteers for their 3 years of service.

The slate of candidates approved by the Board of Directors was elected at the annual convention in Clearwater Beach. They were:

Ben Steine; Tri Star Engine Supply; Baldwin, WI
Remanufacturer member

Luis R. Garcia, Safety Auto Parts, La Puente, CA
Supplier member

Larry Haswell, Larry Haswell & Associates, Inc.;
Oklahoma City, OK
Manufacturer Rep



From left: Larry Haswell, Luis Garcia and Ben Steine

Danny Molde of Federal-Mogul Motorparts was named as the supplier member of the Executive Committee.

There were no officers to elect this year since they serve a two-year term and 2017/2018 is their second year.

Sponsors – 72nd annual convention

Another reason for the success of the recent conventions is the support we get from the sponsors. They are what have allowed PERA to upgrade the program, especially with speakers. We are now able to bring in high quality keynote speakers who make a big impact on the attendees. This year's keynote speaker, Mike Staver, really helped set the tone for the rest of the convention.

Please take note of our generous sponsors and make sure **you support them in kind** as they support PERA. We cannot do it without them and they won't do it without your support! Stay involved and say THANK YOU!

2017 Convention Sponsors

November 2017

Vol. 30 Issue 3

Opening Reception — **AER Manufacturing**
AV Banner — **Dana Holding Group**
Wednesday a.m. Break — **Dorman Products**
Wednesday p.m. Break — **Dorman Products**
Friday a.m. Break — **Dorman Products**
Podium Sign — **Cal Valves**
Thursday Lunch — **Dorman Products**
Friday Lunch — **Silver Seal Products Company**
Friday Lunch — **U.S. Tool & Manufacturing Company**
Beer on Buses — **Goodson Automotive Engine Tools & Supplies**
Hanging Banner Podium— **A&A Midwest/EngineQuest**
Hanging Banner — **Dura-Bond Bearing Company**
Hanging Banner — **Henkel Corporation**
Hanging Banner — **QualCast LLC**
Hanging Banner — **Rottler Manufacturing**
Hanging Banner — **SB International Inc.**
Elevator Sign — **Elgin Industries**
Elevator Sign — **Mahle Aftermarket, Inc.**
Ricardo Bastoni — **QualCast, LLC**
Coffee Cups — **NPR of America**
Program Ad — **A&A Midwest/EngineQuest**
Program Ad — **ArmaKleen/ARMEX**
Program Ad — **Clemco Industries Corp.**
Program Ad — **Elgin Industries**
Program Ad — **Engine Builder Magazine**
Program Ad — **Federal-Mogul Motorparts**
Program Ad — **Hastings Manufacturing**
Program Ad — **Melling Engine Parts**
Program Ad — **QPAC**
Program Ad — **Rottler Manufacturing**
Program Ad — **Sunnen Products Company**
Daily Recognition — **Dorman Products**
Daily Recognition — **Melling Engine Parts**
PT Banner (individual) — **Reliance Power Parts**
PT Banner (combined) — **ACL Distribution**
PT Banner (combined) — **Melling Engine Parts**
PT Banner (combined) — **Thomas Sales Co.**
Lapel Pins — **Titan Engines, Inc.**
Pens & Notepads — **ArmaKleen/ARMEX**
Tabletop Display— **Clemco Industries Corp.**
Tabletop Display— **Dorman Products**

Tabletop Display— **Endural LLC**
Tabletop Display— **Goodson Engine Tools & Supplies**
Tabletop Display— **King Engine Bearings, Inc.**
Tabletop Display— **Maxiforce**
Tabletop Display— **QPAC**
Tabletop Display— **Schaeffler Group USA, Inc.**
Tabletop Display— **Sunnen Products Company**
Ladies Program — **LKQ Corp.**

PERA's 72nd Annual Convention Golf Tournament Sponsors

\$400 Team 1st Place - **S.B. International Inc.**
Dave Steine, Ben Steine, Fred Calouette & Cully Calouette

\$200 Team 2nd Place - **Madison Chemical Co.**
Allan Brock, Ed Kiebler, Greg Jones & Larry Sovereign

\$100 Team 3rd Place - **Silver Seal Products**
Scott Miller, Mark Melling, Bob Stanley and Carlos Duque

\$10,000 Hole-In-One - **QualCast, LLC**

\$100 Longest Putt Made - **Melling Engine Parts**
Frank Owings

\$100 Men's Closest to Pin - **Elgin Industries**
Charlie Aiken

\$100 Ladies Closest to Pin - **Thomas Sales Co.**

\$100 Men's Longest Drive - **Buffalo Engine Components**
Allan Brock

\$100 Ladies' Longest Drive - **U.S. Tool & Manufacturing**
Karen Bewley

Bev. Cart Drink Coupons - **Cal Valves**
Can Koozies - **Clemco Industries Corp.**
Golf Balls - **Endural LLC**
Golf Towels - **Clemco Industries Corp.**
Hats - **Rottler Manufacturing**

A big round of applause goes to Fred Calouette of Cal Valves for chairing the 2017 golf tournament again. Great venue selection Fred!

Convention News

November 2017

Vol. 30 Issue 3

Convention Photos

468 convention pictures have been posted to the website. You can access them at www.pera.org

Select the Galleries page then select the gallery for 2017 PERA Convention.

Here are some helpful hints about viewing and downloading the pictures:

1. If you hover your mouse over a picture it will display the title of the picture
2. To view a larger image, left click the picture
3. To download the picture, right click the picture and select "Save picture as" or "Copy"
4. "Click to View Slideshow" will let you view each picture in the larger image
 - a. The slides advance automatically after 10 seconds or see 4.b.
 - b. Advance to the next slide with a left mouse click
 - c. Download or copy as in # 3 above

The pictures taken by Bill McKnight are preceded with "BMK."

The golf pictures were taken by Roy Berndt and are preceded with "Golf RB."

Peggy Miller took the pictures for the spouse tours and are preceded with PM.

The rest of the pictures were taken by myself or my daughter Amy.

These photos are condensed to reduce the file size for posting, but I have the originals in full size. Just send me the file names of any you'd like and I'll send them to you.

If you have pictures you'd like to share, send them to me by email or you can upload them through our website: www.pera.org on the home page click on the link in the lower left side: **[Click here to visit the file upload page!](#)**



Convention Presentations

I have uploaded all the PPT files that I have from the 72nd annual convention in Clearwater plus a MP4 file from Justin Zipp. Please note that these are the slides only, there is no audio.

Also note, that Justin Zipp's file contains his notes and you may need to pause the MP4 file to keep the text in sync with the video depending on how fast you can read.

If you have not created your ShareFile access, you will need to do so before you can access this or any of the past presentation folders - we have them going back to 2104 in Louisville. Follow the prompts in the email sent out 10/10/17 to access them, but if you have any difficulties, call or email me for help.

If you didn't save the email, use this link to access the ShareFile folders sign in:

<https://pera.sharefile.com/api/Authentication/Login>



Casey Calouette - Remanufacturing Valves



Justin Zipp - Remanufacturing VVT Components

Convention News

November 2017

Vol. 30 Issue 3

Thursday Beach Games

There were a few casualties at convention. The Thursday afternoon tour to Mastercut Tools for the non-golfers was cancelled due to hurricane Irma – 1st casualty.

Beach games were substituted for the tour: beach volleyball, tag football, kite flying and finally sand castle building. The sand castle building was timed for the return of the ladies tour so they could judge the sand castles and declare a winner.



First up was volleyball. Team Adrian won it in the closing minutes with a couple of aces by Robert McGraw.

Next up was tag football, but it didn't get too far. Robert "Zeke" McGraw made a sweep around left end, the first cut evaded two of team LKQ. On the second cut, his foot dug into the sand, but the rest of him kept going resulting in a broken fibula – 2nd casualty.



After a short trip to the ER Robert returned to the convention with a splint and pair of crutches which he handled as though he had a lot of experience.....

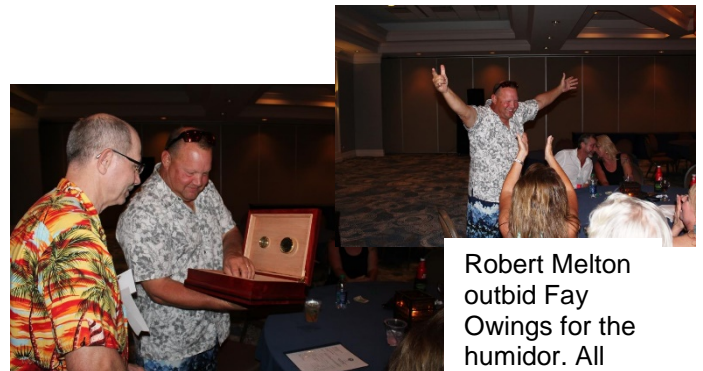
Needless to say, the remaining beach games were cancelled. Robert is mending fine and working as hard as ever!

Friday Beach Party

Just as the Sheraton was setting up for the beach party a quick developing storm moved in, but because it was accompanied with lightening and since the tents had metal poles, it was decided to move the party indoors which didn't put a damper on the evening's enjoyment. A great time was had by all!



The group was again entertained by Doug Kaufman, Mr. E! Who needs Jimmy Buffet when you have Mr. E!



Robert Melton outbid Fay Owings for the humidor. All

proceeds went to Breaking Barriers-Hope Is Alive in memory of Adam Richard Bear, son of David Benson.



Cometic Gasket Tabs Jones For Newly Created VP Role

Automotive aftermarket industry veteran Jesse Jones has joined Cometic Gasket, Inc. and will serve as the Northeast Ohio-based organization's Vice President of Original Equipment Manufacturer (OEM) and Production Engine Remanufacturer (PER) Sales.

Jones comes to Cometic with over 35 years of industry experience following a lengthy tenure with Dana Incorporated, including a stop at Mahle Clevite.

Jones will focus his efforts on identifying new opportunities with OEMs and PERs while mining and implementing high volume private label programs within the automotive, powersports and marine markets.



Goodson Tools & Supplies for Engine Builders Launches New Website

"The purpose of the new website design," according to Janet Tapp, Goodson Advertising Manager, "is to improve the user experience. Our goal is to load pages faster and provide larger, more detailed product images than ever before."

The new site is located at <https://goodson.com>



High Performance Lifter Bore Burnishing Tool Kits



Goodson Tools & Supplies for Engine Builders has introduced two High-Performance Lifter Bore Burnishing Tool Kits. Both kits are designed for high performance blocks. One kit is designed for top fuel dragsters and nitro funny

cars with 1.0625" lifter bores. The other kit is for top alcohol dragsters and funny cars with 1.000" lifter bores.

"Goodson worked with several top teams to develop these kits," says Chris Jensen, Goodson Tech Services. The kits include a 15" long slide hammer shaft with slide hammer, two burnishing balls, a lifter bore jam nut and a lifter bore cleaning brush.

All items are available individually as well as in the kit.



NPR has released 14 new piston and ring kits for various Chrysler, Ford, GM, Honda, Hyundai, Mazda, Nissan, Subaru and Toyota engines. Contact Mike Jackson, NPR US Sales Manager for details:

mike@npramerica.net

562-207-6883 x 18

You can download their newest catalog at:

www.npramerica.com/download.html



Advance Auto Parts named Dorman Products as a vendor partner award winner for Superior Availability Vendor of the Year.

Dorman has also announced the acquisition of MAS Automotive Distribution Inc. (MAS), a premium chassis parts and control arm company. MAS is expected to generate approximately \$40 million of net sales for the 12 months ended Dec. 30, 2017.

Member News

November 2017

Vol. 30 Issue 3



Engine & Performance Warehouse also named Danny Molde of Federal-Mogul Motorparts as the EPWI 2016 Representative of the Year.

Molde, a 44-year veteran of the industry, currently works as the business development manager for Federal-Mogul Motorparts. This is Molde's second time to win this award and only the second person to ever win it twice.



MAHLE recently announced the appointment of Matthew Lundh as east regional manager for MAHLE Aftermarket Inc. Lundh will be responsible for leading and driving the sales efforts for the Eastern region, as well as assisting the existing team members in increasing MAHLE market share.

Lundh brings more than 20 years of auto care experience in business development, sales operations and project management, as well as a wealth of knowledge with MAHLE's growing customer segment of traditional warehouse distributors and program groups.

Other Mahle news:

Cummins Inc. recognized Mahle as one of their 11 top suppliers to its U.S. operations for 2017. The winning suppliers were nominated by the respective business units and functional areas from more than 5,000 suppliers to Cummins in the United States. The awards recognize suppliers that Cummins says are helping it transform the company's supply chain into one that is market driven.



MAHLE Aftermarket Inc. recently announced the release of its 2017 MAHLE Original gasket catalog for Asian, European and domestic applications in North America. The MAHLE Original gasket catalog features 6,871 SKUs, including 1,314 new part numbers, and 1,151 part numbers that are exclusive to MAHLE. The 2017 catalog provides coverage for more than 1 million applications, representing more than 35 million vehicles in operation in North America.

The catalog can be downloaded in PDF format on mahle-aftermarket.com. The part numbers contained in

this new catalog are also available in the eCatalog online at www.catalog.mahle-aftermarket.com/na, where the application can be searched by product, vehicle make and engine. The catalog is written in English, with French and Spanish translations available in the body of the catalog.

Additionally, MAHLE Aftermarket Inc. unveiled a new line of MAHLE Performance gaskets for high-performance engines at AAPEX in Las Vegas. The line initially covers select gaskets for the most popular engines modified for increased output. MAHLE Performance will serve as the overarching brand under which gaskets – and in the near future performance engine parts like piston rings and Clevite engine bearings – will go to market.



Following a successful five-race stint as title sponsor of two-time Pro Stock world champion Erica Enders and Motorsports Chevrolet

Camaro, Melling Performance announced a contract extension through the end of the 2017 season.

Melling Performance initiated its involvement in the world's quickest and fastest motorsport after CEO Mark Melling attended one of the Charlotte drag races in 2016.

The partnership between Enders, Elite and Melling Performance will now continue through the entire Countdown to the Championship playoffs, which conclude in November in Pomona, California.

Bill McCleskey – wishing you a speedy recovery!

Bill McCleskey is home recovering from a quadruple bypass surgery right after convention. He says he's doing as well as expected, but will be out of action for some time. He's not getting his company email due to the disability, but you can always check with Karen or Mark for an update.



The E.R.I. Group announced this year's winners of the RICHARD MILLER EDUCATION AWARD. The award provides financial assistance and encouragement to individuals who wish to further their education or training. E.R.I. has made these awards to applicants from E.R.I. member companies for the past 17 years.

Member News

November 2017

Vol. 30 Issue 3

This year's recipients are: Ms. Ashton Aumen, Mr. Brendan Yong, Ms. Liz Nguyen-Van Noppen, Ms. Marie-Pier Bélanger and Ms. Erin Steeves. Each were presented with a \$1,000 cheque to help further their education.



LKQ Corp. announced that its specialty segment, Keystone Automotive Operations Inc., has acquired the aftermarket business of Warn Industries Inc., a designer, manufacturer and marketer of high-performance vehicle equipment and accessories. Warn is a wholly owned subsidiary of Dover Corp.

Established in 1948, Warn's aftermarket business offers a broad product line of winches, hoists, locking hubs and bumpers, with more than 350 employees serving specialty retailers and distributors globally. Holding more than 130 patents, Warn has a long history of developing the highest-quality, most technologically advanced products in the industry.



Ladies/Alternative Tours



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

