

# 2017 PERA News

May 2018

Vol. 31 Issue 3



**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 73<sup>rd</sup> 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!



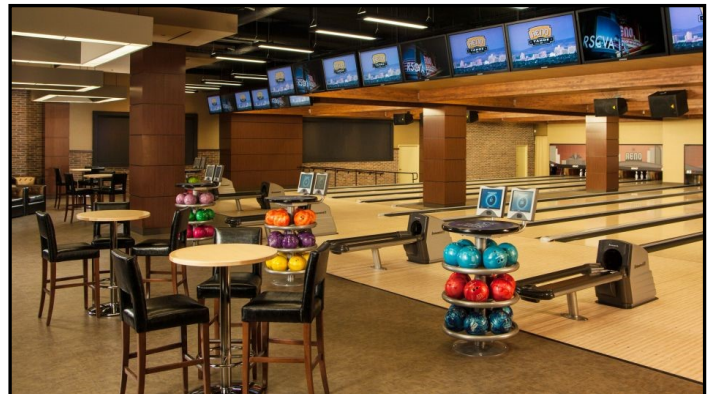
## Convention Registration

After the last newsletter, I'm getting a lot of questions regarding when the registration will go out. The normal time is to send the registration out the first week of July, but if you're wanting to book your travel earlier than that, you can base it on the following:

We will kick off the program early Wednesday morning so you should plan to arrive no later than Tuesday unless you're local or close enough to drive in for the start of the program by 8:00 a.m. Matt Havens, our keynote speaker will start it off at about 8:15 after Scott's welcoming.

Friday will wrap up the official business of the convention. The business session will end just before noon. We'll then have lunch and after that head to Carson City to tour Dura-Bond Bearing Company. If you're not going on the tour or staying for the Friday evening function, you can catch an early afternoon flight and not miss any of the business portion of the program.

BUT..... you might want to plan on staying over Friday night to experience the Kingpin Club by Brunswick at the Kingpin Bowling Stadium.



The Kingpin Club is on the main floor of the Kingpin Bowling Stadium. It is a private function room where we'll hold a PERA sock hop with a DJ, have a bowling tournament on the club's 10 lanes and enjoy an open bar and good food. Oh yes, there's even a rumor of karaoke.

The Kingpin Bowling Stadium was the site for the "big" wrap up of the movie *Kingpin* starring Woody Harrelson, Randy Quaid and Bill Murray. Without spoiling the movie for those who haven't watched it, Woody plays the role of Roy Munson who was raised to be the best bowler in the world by his dad. Roy's career gets prematurely "cut off" and his life spirals downhill until he meets and trains an Amish prodigy played by Randy Quaid.

The Kingpin has 84 lanes with stadium seating for national tournaments. It also has an extension of the International Bowling Museum and Hall of Fame displaying artifacts and hall-of-fame portraits of some of history's greatest bowlers.

# Webinars & Member News

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## Webinars & Sponsorship

### 11 Webinars for 2018

We have a full webinar schedule for 2018. This series has become very popular and we currently have a waiting list in case of any cancellations.

- January 17: Chuck Barnett, Dura-Bond Bearings  
All About Cam Bearings
- February 21: Mahle Aftermarket, Inc.  
TBD
- March 21: Ron Sledge, King Engine Bearings  
Race Engine Bearing Lub, Clearances  
& Tolerances
- April 18: Scott Sulprizio, United Eng & Machine  
Alloys & Coatings
- May 16: Dean Virgin, FP Diesel  
Medium Duty Diesel gaskets
- June 20: Randy Neal, CWT Industries  
Balancing
- July 18: Mike Osterhaus, Melling Engine Parts  
TBD
- August 15: ARMEX/ESCA  
Indoor Vapor Blasting With Soda
- September: No webinar due to convention
- October 17: Ryan Hamilton & Jay Ryan, SBI  
Valves
- November 14: Scott Neely, Cometic Gaskets  
High Performance Gasket Technology
- December 12: Jeff Guenther, Hastings Manufacturing  
Race Rings

Registrations for our webinars are averaging over 190 with a high of 318! They are open to the entire industry from PERA to ERI to AERA and we even get some OE people attending.

### 2018 Sponsors:

We have the maximum of eight fantastic sponsors for the 2018 webinar series! A big thank you goes to:

Dura-Bond Bearing Company  
Hastings Manufacturing Company  
King Engine Bearings  
Mahle Aftermarket, Inc.  
QualCast, LLC  
Rottler Manufacturing  
Sunnens Products Company  
United Engine & Machine

For further information, contact:

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

## Obituary



Kevin Fitzgerald  
June 1, 1957—April 12, 2018

*"He never went a day without thinking about the remanufacturing business. His mind was like a vault of casting number, specifications and engine configurations as far back as the 50's." - Scott Miller, Remanufacturing Vice President, LKQ Corporation.*

Kevin was born June 1, 1957 in Los Angeles, CA and graduated from Fountain Valley High School in 1975. He is survived by his loving wife Tracie, daughters Meghan, Colleen and son Cory who will miss him most.

Kevin started his career at Parnes Rotary Engines in 1974. From an inexperienced 17 year-old he ultimately turned that job into a career spanning over 43 years.

Starting with rotary engines he added rebuilding import piston engines, a first in the industry, in 1978. During this time, he mastered all machining equipment in the remanufacturing process.

In the 80's Kevin spent time rebuilding engine remanufacturing equipment including crank and cam grinders, boring bars, etc.

As the company transitioned into ATK North America as an importer, manufacturer and distributor of remanufactured products Kevin got involved in quality control and cataloging.

Kevin spent the rest of his career as Manager of U.S. Remanufacturing and Engineering at ATK/LKQ Remanufacturing Division supporting the growth of what is now one of the largest powertrain remanufacturers in North America.

Kevin sat on the board of directors for (PERA) Production Engine Remanufactures Association from 2000 thru 2004 and served on numerous committees including the membership committee for the past 10 years.

During all of this Kevin has always maintained a special openness freely sharing his vast experience and knowledge with anyone that asked. He nurtured many close relationships within our industry over the last 43 years. Kevin will be sorely missed but certainly never forgotten.

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Private services for the family will be held at a future date. Our thoughts and prayers go out to his family, co-workers and many, many friends in the industry.

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# Member News

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## Who Am I?



Forgot to tell you who this is in the March newsletter. Mr. Paul Hauglie was the first to guess correctly, but he may have had inside help..... This is Geoff Havens Jr. and he's sitting in a tub of VSI shims. Don't think he got too clean in this "tub." Like those curls!

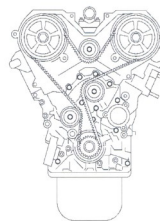
Had a couple of guesses on who this member is, but no one guessed correctly. It's actually an early picture of Jasper Engine and Transmission Exchange. Don't know the exact year, but my guess it is just after WWII or even during the war when Ford diverted all it's production to the war effort and customers couldn't get replacement engines which in turn led to the creation of the Ford Authorized Remanufacturing (FAR) program. Alvin Ruxer not only founded Jasper Engine and Transmission Exchange, but owned Ford dealerships as well.



Here's another quiz. This is a current member and the photo dates back to 1945. Guesses??

## 2018 Membership Directory

Your guide to the Remanufacturing Industry



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

## Production Engine Remanufacturers Association

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



## 2018 Membership Directory

The directory is just about wrapped up at the printer and will be shipped this week. I'll get it mailed to everyone next week.

The designated "dues" contact for your company will receive two copies plus an order form for additional copies. If you're not sure who that person is, drop me an email and I'll let you know.

We've dropped the vocational schools section from the 2018 directory due to a lack of interest and feedback. I've had a lot of difficulty identifying schools and getting their information for this free listing. Perhaps we will bring it back at a future date.

# Member News

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## New Members

We have two new members to welcome:

Allen Woods & Associates, Inc.

2515 S. Clearbrook Drive  
Arlington Heights, IL 60005  
847-806-4000

www.allenwoods.com

Jack Dahl, Vice President (cell #: 847-404-5778)

jack@allenwoods.com

Representing: Best-in-class detergents & process chemistries, advanced cleaning methods & equipment and process engineering and standardization to increase part cleanliness. TRANSBRITE Detergents, PMW Wash Systems, Cold Jet Dry Ice Blasting Systems, StillCLEAN Solvent Recovery Systems, MAGIDO Wash Systems, ABS Products, CUDA Washers, Pro-Ultrasonics, Viking Blast & Wash Systems, ZERUST VCI, Peterson Machine Tool, Graymills, DURR EcoClean & others.

Ashburn Chemical Technologies

7403 Wright Road  
Houston, TX 77041  
713-299-7887

www.ashburnchemical.com

Scott McCain, President

smccain@ashburnchemical.com

Products: Specialty cleaners for extreme applications.



Mike Flynn Announces Retirement After 35+ Years



J. Michael Flynn has announced his retirement after 35+ years in the engine parts industry. Mike has been an outstanding team member of numerous companies including KS, Goetze, Muskegon Piston Ring, ACL Bearings, and the past several years with Hastings Manufacturing Company where he managed the

company's OEM and PER piston ring business.

"Hastings, and frankly our industry, will surely miss Mike. He has a wealth of knowledge both in product and the market channels. I wish him and his family many years of peace and prosperity (and a better golf game)," shares Jeff Guenther.

Mike, along with his wife Gayle, are planning to remain in Holland, Michigan spending time with their extended family.



Mike Hansen, general manager of the ArmaKleen Co., was recently given the additional promotion as director of parts cleaning technologies at Safety-Kleen. Mike will be responsible for oversight of all areas of Safety-Kleen's parts cleaning strategies going forward, including sales, marketing and operations.



Mike started as a Safety-Kleen route driver in Seattle 30 years ago, and has held a variety of positions with the company since then.

ArmaKleen is a joint venture between Safety-Kleen Systems and Church and Dwight, manufacturers of the Arm and Hammer brand of products.



I can't imagine that you haven't heard the biggest news in recent memory. Tenneco is buying Federal -Mogul Motorparts for \$5.4 billion consisting of \$800 million in cash, 5.65 million shares of Tenneco "Class A" common stock (9.9% voting interest), 23.79 million shares of Tenneco "Class B" common stock that will convert to voting shares if and when sold, plus the assumption of all FM debt.

The sale is expected to close in the second half of 2018 and is subject to regulatory, Tenneco stockholder and other customary closing condition approvals.

Tenneco has announced that they plan to operate the two businesses under structure that will create separate after-market and ride control as one business unit and powertrain technology as a second unit.



If you have a couple of free minutes and would like to be entertained, check out this ad by Fel-Pro. It's a lot of fun featuring Mike Rowe and is titled: *Are You a Leaker? A Dripper? Or a Dribbler?*

[https://www.youtube.com/watch?v=Z\\_YjmEPN-10&feature=youtu.be](https://www.youtube.com/watch?v=Z_YjmEPN-10&feature=youtu.be)

Enjoy!

# Member News

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## MAHLE

*Driven by performance*



Industry legend Bill McKnight has officially retired from MAHLE Aftermarket Inc. and will be sorely missed not only by MAHLE, but his many, many friends throughout the industry. Bill has been the premier educator for so long, it is hard to remember when he wasn't there in front of a group, large and small, sharing his vast product and technical knowledge in terms anyone in the industry could understand. We'll have more on Bill's latest adventures at a future date, but rest assured, he will be in Reno to share all he can on Start/Stop Technology.

ing his vast product and technical knowledge in terms anyone in the industry could understand. We'll have more on Bill's latest adventures at a future date, but rest assured, he will be in Reno to share all he can on Start/Stop Technology.



LKQ Corp. has reported record revenues for the first quarter of 2018 of \$2.72 billion, an increase of 16.1 percent as compared to \$2.34 billion in the first quarter of 2017. For the first quarter, parts and services organic revenue growth was 3.7 percent and acquisition revenue growth was 6.6 percent, while the impact of exchange rates was 5.4 percent, for total parts and services revenue growth of 15.7 percent.

Net income from continuing operations attributable to LKQ stockholders for the first quarter of 2018 was \$153 million, an increase of 9 percent as compared to \$141 million for the same period of 2017. On an adjusted basis, net income from continuing operations attributable to LKQ stockholders was \$170 million, an increase of 11 percent as compared to the \$153 million for the same period of 2017.

"I am very pleased with the 6.5 percent organic parts and services growth in our North America segment," said Dominick Zarcone, president and CEO of LKQ Corp. "Although we faced a few revenue headwinds in Europe and our Specialty business and experienced certain near-term cost pressures in the quarter, we are actively addressing the issues and I am confident that we have solid plans to quickly return to our historical levels of growth and profitability."

## DORMAN

NEW SINCE 1918

Dorman Products has reported 1st quarter 2018 financial results ending March 31st. Net sales were \$227.3 million, up 3 percent compared to net sales of \$221.6 million in the first quarter of 2017. Included in net sales were approximately \$10 million of sales from MAS Automotive Distribution Inc. (MAS) which was acquired in October of 2017.

Net income was \$30.6 million, or 93 cents per diluted share compared to \$29.2 million, or 85 per diluted share in the prior year quarter. Adjusted net income was \$31.7 million, or 96 cents per diluted share, up 13 percent compared to \$29.4 million or 85 cents per diluted share in the prior year quarter.

During the first quarter, Dorman released 1,600 new SKUs, a 24% increase over the 2017 first quarter.

Under its share repurchase program, Dorman repurchased 128.9 thousand shares of its common stock for \$9 million at an average share price of \$69.84 during the first quarter ended March 31, 2018. The company has \$67.7 million left under its current share repurchase authorization.

## MAHLE

*Driven by performance*

MAHLE Aftermarket has introduced MAHLE performance bearings developed specifically for the sport compact/ and import racing markets.

MAHLE used their decades of experience to develop bearings for this very demanding segment of motorsports. MAHLE is now able to offer its customers one comprehensive sport compact and import racing specialty engine bearing product offering, designed to be easy to stock and shelve with a brand, like Clevite, that they can trust, says the company.

"We're very excited to introduce this product offering. Clevite engine bearings are the most recognized and trusted race bearings in the USA. MAHLE Performance engine bearings which are backed by the product development, innovation, and quality associated with the Clevite brand name, are the standard engine bearing for high-performance vehicles around the globe. With our longtime focus in the sport compact and import racing markets and established MAHLE brand recognition it was perfect timing to introduce a complete sport compact and import racing engine bearing product offering. The level of engineering, superior materials and product quality will be in every set of MAHLE Performance engine bearings, as it is for Clevite bearings," said Jon Douglas, president of MAHLE Aftermarket North America.



# Other News

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Are you aware that automotive aftermarket industry employees and family members who wish to pursue a post-secondary education can apply for a scholarship through the University of the Aftermarket's website? Of the hundreds of scholarships that will be awarded, \$100,000 is specifically earmarked for industry employees and family members.

Interested candidates should visit [www.automotivescholarships.com](http://www.automotivescholarships.com) for details, eligibility requirements and deadlines to apply for scholarships.

The following state associations are offering scholarships to include employees, members and/or family members. Students must meet specific eligibility requirements to be considered for these scholarships; several do not require pursuing an automotive aftermarket curriculum.

- Automotive Aftermarket Association of the Carolinas and Tennessee (AACT)
- Automotive Aftermarket Association Southeast (AAAS)
- Automotive Parts and Service Association of Illinois (APSA of IL)
- California/Nevada/Arizona Automotive Wholesalers' Association (CAWA)
- Kentucky/Indiana Automotive Wholesalers Association (KIAWA)
- Michigan Automotive Parts Association (MAPA)
- Midwest Automotive Parts and Service Association (MAPSA)
- Morris/Rupp & McCartney Educational Trusts Scholarships
- New York State Automotive Aftermarket Association (NYSAAA)
- Wisconsin Automotive Parts Association (WAPA)

Automotive Parts Associates (APA), Federated Car Care and Pronto Auto Service Center scholarships are available for each organization's employees', members' and customers' family members. Similar to the industry associations, students should check eligibility requirements on the Automotive Aftermarket Scholarship Central website.

"It's exciting to offer so many scholarships that are unique to employees, family members and those affiliated with industry organizations," said Pete Kornafel, MAAP, chairman of the University of the Aftermarket Foundation education committee. "Keep in mind, these scholarships are only a portion of those available from the foundation and other industry organizations."

A full list of scholarships is featured on the Foundation's Automotive Aftermarket Scholarship Central home page with links to pages outlining each organization's scholarship details, eligibility requirements and awards.

Students may complete a single application online to be considered for multiple scholarships for the 2018-'19 school year. Every completed scholarship application is reviewed by all the organizations where the candidate meets the qualifications. Last year, more than 50 students received multiple awards from one application.

To learn about supporting the mission of the University of the Aftermarket Foundation or to make a donation, visit [www.uofafoundation.com](http://www.uofafoundation.com).

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## Keep us in the loop!



Please keep PERA in mind when sending out news releases and other information — include us on your distribution lists! And if you have any historical pictures you'd like to share, send those as well.

We also welcome articles that would be of interest to the members in general, but we do retain the right to not publish everything sent to us.

**Production Engine  
Remanufacturers Association**

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

