

2017 PERA News

August 2017

Vol. 30 Issue 2



**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.



2017 on Track For Greatness

Registrations are coming in fast and furious so get yours in right away to be counted among those coming to Florida for the 72nd annual convention.

Rooms at the Sheraton Sand Key Resort (see bottom of column at left) are filling fast and I'm trying to increase the room block to make sure everyone gets a room at group rate. Use this link:

<https://www.starwoodmeeting.com/events/start.action?id=1705180876&key=2CCCC038>

Or call 727-595-1611 and use Booking Code: PI 15 AB, that's Papa India 15 Alpha Bravo.

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

All the speakers are in place with the addition of Kevin Koester of Ford Motor Company who will address the group on the current trends in the medium duty truck market and what engine options are popular today and going forward. Will diesels rein king or will gasoline and other alternative fuels make big inroads?

We've also added David Popp of TopLine Engineering's Johnson Hylift to talk about current lifter technology and what is expected to become of this market. Andres Gomez of LKQ – Mexico will address the reclaiming of roller lifters.

And finally, Justin Zipp of LKQ – Washington is going to tackle reclaiming VVT components. Benjamin Baloga will be available to help answer questions on this important topic.

The topics this year are timely and range from the highly technical to specific business and management issues with a little bit of thought to the future for you to keep in mind. Eric Smith of Smith Advertising and Social Media will throw in a mix of the two and Jim Moore of SpeedShare will give you insights into the Asian market for engine remanufacturing. Something that might be very important down the road.

Peggy Miller, President Scott Miller's wife, has put together a really nice ladies program that offers activities you can only find in the Clearwater Beach area. I mean where else can you see how we come by that much-misunderstood workhorse – sponges. And the trip to St. Petersburg will allow you to see some of the finest art not only in the country, but in the world as well.

2017 Webinars & Convention News

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Webinars & Sponsorship

11 Webinars for 2017

We have four 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. I'll get a formal notice and signup sheet out in the near future, but don't hesitate to contact me before.

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! 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 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.

Webinars are scheduled on the 3rd Wednesday of each month except September which is convention month. We allot up to 60 minutes, but can handle 70-75 if necessary. The format is PowerPoint and some presenters use video clips to enhance their presentations. Webinars are recorded for future access and we now have 25 recordings posted through our website: www.pera.org/webinars.

For further information, contact:
Joe Polich
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817-243-2646

Elections

This year we'll be electing 3 new members to the Board of Directors. Those going off after 3 years of faithful service are:

Adrian Long of QualCast, LLC
Michael Morgan of South Houston Engine Service
Ron Thomas of Thomas Sales Co., Inc.

At a recent meeting of the Board of Directors, the following slate of candidates was approved to present to the annual convention in Clearwater Beach.

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

There are no officers to elect this year since they serve a two-year term and this is their second year.

This slate of candidates will be presented to the membership on Thursday morning, September 21st for a vote of approval.

New Members

Manufacturers:

Kolene Corporation

12890 Westwood Street
Detroit, MI 43223
313-273-9920
Fax 313-273-5207

www.kolene.com

Scott Schilling, President
Dennis McCardle, Executive Vice President
dmccardle@kolene.com

Products: metal cleaning processes and equipment.

Reliance Power Parts

Subsidiary of Nivel Parts & Manufacturing LLC
110 West Sherman Street
Lynn, IN 47355-0408
904-345-3444

www.reliancepowerparts.com

Ray Fundora, President
rfundora@vivelparts.com

Products: Diesel engine parts for small to medium range engines. Applications include: Allis Chalmers, Case, Continental, Cummins, David Brown, Fiat, Ford, Hercules, International, John Deere, Perkins, Waukesha and Wisconsin.

Member News

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New Members (continued)

Core Supplier

360 Solutions

dba ACE/MCI Commodities
1431 Kingsland Ave.
St. Louis, MO 63133
800-878-7414

www.acemci.com

Benny Cunningham, President

Seth Bigham, VP Sales

sethbigham@cunningham-brothers.net

Products: Supplies all automotive core products to the remanufacturing industry.

Membership Growth

PERA continues to grow, especially on the vendor side, thanks to the efforts of members such as Bob Stanley and Ron Thomas. BUT, we can really use your help in identifying prospective remanufacturer members. A remanufacturer must be building a minimum of 25 engines per month to be eligible for membership. So all you vendors keep this in mind when calling on your reman customers. Send me their contact info and I'll take care of the rest.

Member News



David M. Karpatkin has joined the King Engine Bearing team as Operations Manager. David has more than twenty years' experience in various industries, most recently as a district manager for ADT Security. He has also held key positions in sales, management. David earned his bachelor's degree from Long Island University CW Post, and his MBA at the University of Texas at Dallas.

Gideon Zalavsky, Chief Executive Officer, King Engine Bearings said "The role of Operations Manager at King requires a person that can see big picture, but not allow small details to be overlooked during the day-to-day, while still always looking for ways to improve our procedures and policies. We believe that David has these skills in spades and we are fortunate to have him join us."

SCHAEFFLER

Schaeffler Group USA Inc., a global manufacturer of precision components for the industrial and automotive sectors, recently celebrated the grand opening of its expanded manufacturing plant and new administrative building in Fort Mill, South Carolina.

The \$36.5 million capital investment, which generated approximately 105 additional jobs, and created almost 35,000 square feet of additional manufacturing space in the company's Fort Mill 1 Plant, increases capacity in stamping, heat treatment and assembly for thrust bearings used in 8-, 9- and 10-speed automatic transmissions.



Elgin Industries has been recognized by Jasper Engines and Transmissions as a top-performing supplier for 16 consecutive years. The Jasper "ELMO" trophy recognizes Elgin's service excellence for the 2016 calendar year. "We have been a trusted partner to Jasper for more than 50 years and are committed to building on this strong relationship through our development and delivery of world-class products and industry-leading service," said Elgin Industries President Bill Skok.



King Engine Bearings is proud to be first-to-market with race bearings for Subaru EZ30/EZ30D engines. The new Subaru EZ30/EZ30D bearings are designed with all of King's racing line features, including the pMax Black™ unique tri-metal structure, providing 24% greater load capacity than any other race bearing available.

The EZ30/EZ30D series features greater HP and torque than the previous EJ series engines. EZ30/EZ30D is already popular for its high power, making it a choice platform for forced induction applications.

King PN	Parts Description
CR6874XP	SUBARU EZ30/EZ30D
MB7772XP	SUBARU EZ30/EZ30D

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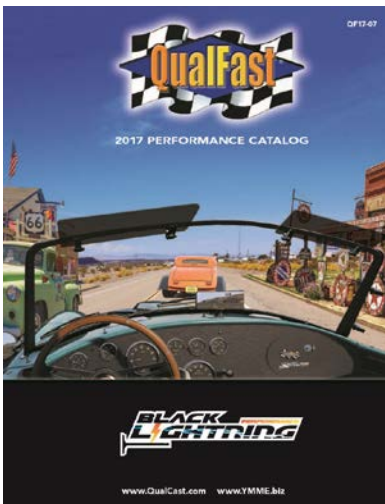
Dura-Bond Bearing Co. has been recognized as a Preferred Partner by Jasper Engines & Transmissions.

The Preferred Partner Award is presented annually to recognize the Jasper's partners in success and are judged on quality, service, fill-rate, response time to a problem and billing/credit procedures, among other criteria. Dura-Bond is a repeat winner of the Preferred Partner award from Jasper.



ARMEX has launched a new website. Brian Waple says "We believe that this new site will allow our visitors to have a very informative experience as we continue to grow and increase our market presence in Non-Destructive Cleaning."

The ARMEX website, www.armex.com, was created with the user experience in mind and the site includes many new features to help users to quickly and easily navigate the site and find the information they need.



QualCast, LLC has released their newest catalog, the **Qualfast 2017 Performance** catalog. Introduced in this catalog are a variety of aluminum performance cylinder heads and cylinder head kits. It also showcases some of the best performance and street performance valve train parts in the industry.



Tom DeBlasis



S. B. International, Inc. (SBI), has announced the retirement of Brian Bender, President, after 34 years with the company. Bender, one of SBI's original employees, will assist in the transition to the new president and will remain as a consulting member of the SBI Board of Directors.

As Bender's successor, the company's board of directors has appointed Tom DeBlasis as president, effective July 15, 2017. SBI Chairman of the Board Christine Barggren stated, "I am so grateful to Brian for his many years of leadership and service to SBI to help build our company into what we are today, and I look forward to continuing our success under Tom."

DeBlasis has most recently served as vice president of sales for SBI and will apply his 41 years of sales and management experience in the automotive aftermarket to continuing the growth of SBI, expanding the presence of the SBI and K-Line brands globally, managing daily operations as well as directing product, sales, marketing, and distribution strategies.



LKQ Corp. has reported revenue for the second quarter of 2017 of \$2.46 billion, an increase of 6.7 percent as compared to \$2.30 billion in the second quarter of 2016. Income from continuing operations for the second quarter of 2017 was \$150.9 million, an increase of 9.5 percent as compared to \$137.8 million for the same period of 2016.

During the second quarter of 2017 LKQ acquired seven companies, including a full-service salvage yard in Pennsylvania, a remanufactured transmission business in Georgia, distributors of automotive aftermarket parts in Ireland and Northern Ireland, a distributor of motorcycle parts in Italy, a paint distributor in Sweden and a specialty products business in the United Kingdom. Also in the second quarter, LKQ's European operations opened one new branch in the United Kingdom and 12 new branches in Eastern Europe.

Member News

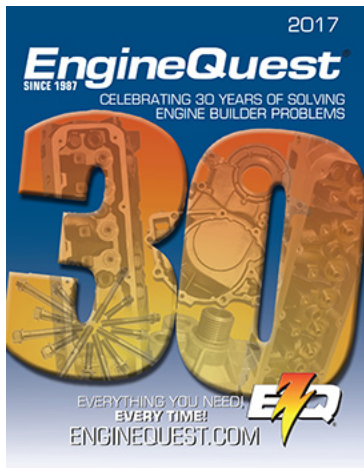
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Dorman Products has continued its impressive growth reporting a second quarter increase of 9.4%; an increase of \$19.7 million to a total of \$229.3 million.

Key highlights in the quarter included: Launching 1,011 unique SKUs in the second quarter, a 16 percent increase over last year; a 26 percent growth in Dorman HD Solutions sales and a 17 % increase in their Complex Electronics lines.



A&A Midwest has announced the release of their 2017 EngineQuest 30th anniversary catalog; now available for download at www.enginequest.com.

Since 1987 ENGINEQUEST has been Hub Central for the engine rebuilders and offers cylinder heads and specialty or hard-to-find engine to the engine remanufacturing industry with thousands of parts in stock ranging from timing covers, cylinder heads, complete head bolt sets, exhaust manifolds and more. EQ puts the best selection of engine parts at your fingertips, so you can keep your project on track and get it done right the first time.



Among the eight vendors Autozone selected for its Extra Miler awards were ATK Vege and LKQ Corp. These awards are given to vendors that are “unfazed by obstacles, go above and beyond the call of duty, exceed expectations and consistently do more than expected.”



Other awards presented by Jasper in recognition for service and performance in 2016 went to:



Growth Award: based on percentage increase over 2015.



Service Award: Timely response, on-time shipping, sense of urgency and problem resolution.



Partnership award to Danny Molde of FM.

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.

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