

# 2015 Convention – Sept. 16 - 18

January 2015

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## Nashville Selected for 2015

The center of country music has been selected as the site for the 2015 PERA annual convention. The Sheraton Downtown will host the group in style after completing a near \$60 million renovation.

Plan on arriving on Tuesday, September 15<sup>th</sup> so you'll be ready for the action to begin bright and early on the 16<sup>th</sup>.

The Program Planning Committee is putting the final touches on this year's program and it will be another that you'll not want to miss as well as the city of Nashville and its surroundings.

We'll kick the program off with Richard Bryan as our keynote speaker. Richard grew up in the automotive industry in England in his family's network of dealerships. He will address the importance of hiring great people rather than hiring just experience. Our thanks to S.B. International for sponsoring Richard Bryan's presentation!

There will be a combination of technical and business issues presented on Wednesday including the hot topics of variable valve timing and displacement on demand. Wednesday's program will be closed out with an update on the Affordable Care Act – Obama Care – by Kevin Kuhlman of the National Federation of Independent Business.

Wednesday will be closed out as usual with the Opening Reception. I don't think we'll be able to find as impressive of a location as the Rathskeller last year in Louisville, but you can count on a great time through the generosity of AER Manufacturing who will again sponsor this important gathering of the members.

Thursday will include a presentation by Jasper on their safety committee and how they interact with the Jasper associates to be sure everyone is well trained and knows the importance of work place safety.

Fred Calouette has lined up another great golf course for this year's tournament. It will be held at the Gaylord Springs Golf Link, a course that has consistently been recognized among GolfWeek's best courses you can play in Tennessee. Fred has also scheduled a sit-down lunch to help you prepare for an afternoon that only golfers can appreciate.

For the non-golfers, Adam Skaggs has lined up a tour of Nissan's assembly plant in Smyrna. We hope to include a tour of the engine assembly area as well.

*(Continued on page 2)*



Country Music Hall of Fame



# 2015 Program & Webinars

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## **Webinars & Sponsorship**

The 2014 Webinar program was a huge success with webinars from Sunnen, King Engine Bearings, Henkel Corp., Mahle Aftermarket and CWT on balancing.

The Board of Directors expanded the audience to include all AERA and E.R.I. members which grew the audiences dramatically. Prior to this expansion, average attendance was in the 15-25 range. Now it is the 90 to 200+ range. PLUS, there have been over 300 hits on the recordings that are available 24/7. All those registered for the webinar automatically receive a link to access the recordings at their convenience.

We're now ready to launch the 2015 program and are soliciting presenters. The format is usually PPT and they usually last up to 60 minutes including the intros and Q&A times. Although videos play reasonably well in the webinar, they don't record very well at all so I'd advise you to avoid using video if at all possible.

Nervous about how to use GoToWebinar? Don't worry about a thing. We schedule practice sessions to get you good and comfortable so the presentation goes off without a hitch.

Our thanks go out to the E.R.I. Group in Canada and Rottler Manufacturing for sponsoring 2014's webinars. Their support is what made these webinars free to the presenting company as well as to the attendees.

Please take some time to consider doing a webinar in 2015. You can use them to provide training or product education and if you need more than an hour, we can break it down into multiple webinars.

I'll be sending out sign up forms as well as sponsor forms in the very near future so keep your eyes open for them, but if you want more information soon, you can always contact me via email or phone.

Contact:  
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817-243-2646

## **Nashville Program (continued)**



***The General Jackson Showboat***

Thursday evening will be one of fun and entertainment aboard the General Jackson Riverboat, thanks to QualCast. We'll start off with drinks and a buffet dinner on the balcony overlooking the main floor dining and stage. Then enjoy an evening of entertainment and comradery.

After a short program at the hotel on Friday morning we'll board buses for a tour at Grooms Engines. While we're at Grooms, there will be several "mini" presentations to support the technical presentations at the hotel. Among them, Mike Osterhaus of Melling will host a "hands-on" demo of oil pump failures and new technology that were discussed Wednesday afternoon.

The committee is still working on a second tour for Friday afternoon and hope to announce it soon.

Friday night will be a group outing to the Grand Ole Opry. Buses will leave the Sheraton at approximately 6:00pm and dinner will be on your own. We'll provide more details on this later in the broadcast, as the saying goes.

All-in-all, Nashville will be an ideal location for the annual convention. It is a city that has something for everyone from top notch entertainment and dining to sports and first-class shopping.

So mark your calendars now and reserve time to greet old friends and make new ones this September in Nashville!

## Hastings clock featured on American Pickers

If you watch American Pickers you know those guys can find some real hidden gems. The link below will take you to a YouTube video of a program I saw with them buying an old clock for Hastings Piston Rings. In checking with Dawn at Hastings she says the clock dates to the late 30's, early 40's. Hastings used items like clocks, pens, signs, lighters, etc. for marketing the Hastings name in place of published ads.

[https://www.youtube.com/watch?v=SD\\_JzmRt234](https://www.youtube.com/watch?v=SD_JzmRt234)

## QualCast introduces Paul Hauglie as new National Sales Manager



Hauglie's previous experiences include having served as president of the Engine Rebuilders Association (AERA) for the last year and a half. Prior to that, he worked for Melling Engine Parts as both the sales manager for Melling's Select Performance line and as

regional sales manager covering Canada.

In his new role, Hauglie will lead QualCast's sales efforts in the US, working hand-in-hand with its network of manufacturers' representatives.

## King Engine Bearings Launches New Website

King Engine Bearings has just launched its new website featuring an updated visual design and easier navigation for visitors. Much of the technical information and content on the site has been updated and enhanced to reflect King's current products and technical specifications.

Visit the new website at: [www.kingbearings.com](http://www.kingbearings.com).  
(*AftermarketNews.com*)

General Motors Customer Care and Aftersales recently presented **Elgin Industries** with a Platinum Award for outstanding on-time shipping performance and for consistently performing above expectations. Elgin received the honor for the second consecutive year.  
(*AftermarketNews.com*)

## UEM Pistons Launches New Website

United Engine and Machines (UEM) has announced the launch of its new website. According to the company, the new UEM site makes piston selection fast, simple and economical.

The new site includes sections on all piston categories, and detailed information on each application. The company's unique "Piston Calculator" feature includes analytics to determine compression ratios, ring end gaps, deck clearance and other critical needs. In addition, the latest UEM catalogs are available to download online.

Access the site at: [www.uempistons.com](http://www.uempistons.com)  
(*AftermarketNews.com*)

## QualCast, LLC, announces its 2015 QualFast performance catalog is now available.

The QualFast 2015 catalog, including performance valves and valve train components, is now available in print. The 2015 performance catalog introduces a brand new racing valve series called Black Lightning. Black Lightning valves feature nitrided stems, combined with swirl-polished underheads, undercut valve stems, and thinner margins for the most demanding pro race engine environments. The new catalog also adds over forty new street valve performance applications to the very popular street valve series. Three new diesel performance springs, and various new retainer and guide plate applications enhance the offerings of the QualFast performance line.

## Henkel to Leverage Technology to Deliver Lightweight Automotive Components

In support of the automotive industry's effort to further reduce the weight of vehicles and improve fuel efficiency, Henkel Adhesive Technologies has announced the addition of Almond Products as a licensed process center. Almond will apply Henkel's BONDERITE MGC and BONDERITE ECC Electro Ceramic Coatings to magnesium and aluminum structural parts and powertrain components for automakers.

These coatings virtually eliminate corrosion on magnesium and aluminum and their alloys enabling the use of these metals in a variety of high production vehicle applications. Examples include interior, structural and powertrain components, as well as the potential for magnesium and aluminum wheels and exterior body components. Magnesium is 75 percent lighter than steel.  
(*AftermarketNews.com*)

# Member News

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## New Members

Please join me in welcoming the following new members into the PERA family:

**Cometic Gasket** of Concord, OH who specializes in gaskets, seals and o-rings. Scott Neely, National Sales Manager is the main contact at 440-354-0777 or [scott@cometic.com](mailto:scott@cometic.com).

**Madison Chemical Co.** of Madison, IN. They provide Custom formulator and manufacturer of powdered and liquid chemicals for all your engine and transmission rebuilding needs. Charlie Aiken is their national sales manager and can be reached at 502-939-1596 or [charlie.aiken@madchem.com](mailto:charlie.aiken@madchem.com).

**Milestone Marketing Group** in Shawnee, KS. They are providers of engine components and lubricants plus they can source many items on special request. Matt Buzzard, their president, can be reached at 913-484-9989 or [mattbuzzard@aol.com](mailto:mattbuzzard@aol.com).

**Toromont Reman** of Concord, ON, Canada is the Caterpillar distributor for all of Canada with their primary reman facility in Concord. It is headed up by their General Manager Joel Couture. Contact Joel at 416-667-5900 or [JCouture@toromont.com](mailto:JCouture@toromont.com).

Welcome back old members Federal Mogul, Grooms Engines and Pioneer Automotive Industries.

**Federal Mogul:** Danny Molde is the PER contact for FM and can be reached at 303-929-9586 and his email address is [danny.molde@federalmogul.com](mailto:danny.molde@federalmogul.com).

**Grooms Engines:** Jackson Smith is the GM for Grooms and can be reached at 615-242-4308 or [jsmith@groomsengines.com](mailto:jsmith@groomsengines.com). Doug has cut back his work schedule and is only at Grooms on a partial basis.

**Pioneer Automotive Industries:** Bud Snodgrass is the main contact at Pioneer for PERA members. His email address is [bsnodgrass@pioneerautoind.com](mailto:bsnodgrass@pioneerautoind.com) and can be reached at 317-506-4381.

## Tidbits

Here's an interesting site I ran across accidentally in my woodworking travels on the web. It's called "**2 Second Lean**" and can be accessed at: <http://2secondlean.com>. If you click on subscribe at the top right and select 2 second lean, they'll periodically send you a "**short**" video every couple of weeks or so featuring someone who has applied lean principles to a single task that has saved them significant time. These videos last less than 2 minutes and help create a lean culture by emphasizing that you don't have to develop a full lean program for a smaller operation to take advantage of lean's principles.

You can browse some of these videos from the list on the right side of the home page under "Latest Videos."

Give it a look and see for yourself!

## From Engine Builder

The Engine Builders Association (AERA) has appointed **Jim Rickoff** will serve as their new president. "Jim has a long-standing commitment to our association dating back to the early '90s with his service on the AERA board of directors, as an AERA employee and most recently, as marketing consultant and editor of *Engine Professional* magazine." Congratulations to Jim.



*The Wild Horse Saloon is just one of many places to enjoy live music and dancing!*

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