

2018 PERA News

March 2018

Vol. 31 Issue 2



**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 PE-RA 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!

Due to high demand, it is recommended that spa appointments be made 2-3 weeks in advance so watch for contact information in the near future.



Reno Program Set

The Program Committee has done an amazing job this year in getting the program set. I think you'll be very pleased with this year's selection of topics and speakers.

We'll kick off the program with another great keynote speaker, Matt Havens, who will continue our discussions on the differences between the generations and how to relate. His topic of "Stop Acting Your Age" is sure to be not only informative, engaging and entertaining!

If you're wondering about the value of surveying the group after each convention, wonder no more. Every topic on this year's program came about through the last two surveys and primarily after last year's convention in Clearwater.

Doug Kaufman will again take the lead in a discussion on the **future of the industry**. Where are we headed and when will we get there? Doug will engage the audience along with the panel much the way he did with the bearing panel in Clearwater. Outside experts will share their knowledge of new technologies and answer your questions.

A tag team of ARMEX/ArmaKleen and ABS will talk about **blasting technologies** that will go beyond soda blasting.

The **3.5L Ford Ecoboost** engine will bring back a favorite presenter with Roy Berndt of LKQ Reman—Missouri. Roy will go through the many nuances of this engine family that should clear up many questions your company has.

If you recall the bearing panel from Clearwater, there were a lot of questions about the effect of the growing use of **Stop/Start technologies** by the OEs. Bill McKnight will have been doing a lot of research that he will share in a way that no other speaker can do. You won't want to miss Bill!

The **new tax laws** have already created a lot of confusion and questions regarding their effects on your company. Plante & Moran are experts in tax law and they will be in Reno to share their insights into how this law is shaking out.

We've asked Donna Wagner of Northwoods Institute to come talk to us about the various programs Northwoods offers through their **University of the Aftermarket** programs. These programs help prepare young people prepare for careers in the aftermarket and could be a good resource for your next generation of management candidates.

Looking for new business opportunities? How about re-managing **turbo chargers**? Randy Neal of CWT Industries has been intimately involved with turbo chargers—don't tell Judy—from your standard OE to F1. He will come prepared to tell all about the ins and outs to make this a successful segment in your overall business plan.

(continued on page 2)

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: Tim Golema, Mahle Aftermarket, Inc.
Head Gasket Clamp Load
- 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
Med. Duty Diesel Gasket Applications
- 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 200 with a high of 317 for Tim Golema's presentation on cylinder head gasket loading! 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:

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Reno Program Set (continued)

Travis Weathermon of SRC Automotive was a real hit in Clearwater talking about *Hiring Young People*. The survey raised some important questions regarding an **em-ployer's rights** in the workplace so Travis is returning to again share his vast knowledge on this extremely important topic.

Oils are constantly changing and like coolants, can be a very confusing topic. Champion Brands has been a globally recognized industry leader for over 60 years and will be sending Karl Deloph III to give us the inside story of why all these changes have been occurring and what we can expect down the road.

And finally, Bob Dolder of Sunnen Products along with input from Ed Kiebler of Rottler Manufacturing will discuss **cylinder block materials**. With more and more light weight castings coming into use along with new materials, these guys will dig into how you will be able to machine and cope with this trend.

Friday afternoon will be a road trip, a shot one, to Carson City where Chuck Barnett and all the good folks at Dura-Bond Bearing Company have opened their arms to the PERA group. Now is your chance to see what really goes into manufacturing those cam bearings you probably take for granted as well as the powder metal valve seats.

The Thursday afternoon tour for the non-golfers isn't quite set, but as in the past, it will be one that will spark your interest in more ways than one. Stay tuned for more information!

Elections

This year we'll be electing three new board members and a treasurer. Since the officers serve two-year terms, the treasurer election only comes up every-other year and this is the year.

Skip Hartley, II of Impaco in Houston, TX will be leaving after having served two terms for six years.

Robert Melton of Melton Sales and Service in Columbus, NJ will compete his term on the board.

Danny Molde of Federal-Mogul Motorparts has also served as the Associate Member of the Executive Committee during his last year on the board.

PERA is looking for two reman members and one supplier member to serve three year terms on the board. The board only meets face-to-face one time per year at convention and will generally participate in one-three conference calls throughout the rest of the year so the time commitment is minimal. BUT, the board is the governing body of the association and provides direction to the Executive Vice President. If you are interested in serving or know of someone who is, please contact Scott Miller of LKQ or Joe Polich to get added to the nomination list.

Elections & Member News

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Elections (continued)

The Treasurer is an important position in reviewing the financial reports provided by the Executive Vice President. They serve a two-year term and then rotate up the chairs to Vice President, President and finally Immediate Past President. This commitment is for a total of 8 years, but if you wish to become president of PERA, this is the path you must take.

The time commitment isn't much greater than that of the board until you become president. Your role becomes more involved with the program planning committee and in suggesting annual convention sites.

This can be a very rewarding experience! Those interested should again contact either Scott Miller or Joe Polich.

Member News

Any guess on which member this is? They are still in business and still a member of PERA although their operation today hardly resembles this!



Dorman Products Inc. has announced its latest website enhancement — a heavy-duty VIN search available now on DormanHDSolutions.com. This new feature allows counter personnel and technicians to save time by quickly gaining access to a variety of data directly related to the Class 4-8 vehicles they are repairing. Dorman's HD site connects users with more than 20 VIN-specific fields including manufacturer, model year, engine, fuel type, cab type, driveline type, brake system and GVWR class.



The VIN search not only takes the guesswork out of identifying truck specifications, it also connects repair shops with a wide range of direct replacement heavy-duty parts from Dorman HD Solutions. Dorman continues to introduce innovative new products to the heavy vehicle aftermarket every month and now offers more than 1,000 SKUs



Hastings Manufacturing has expanded its sales team for the America's region. Jeff Guenther, a 33-year veteran with Hastings Manufacturing Company will oversee the North and South American Aftermarket regions. This organizational change will allow for a focused sales and support effort at a regional and global level.



Hastings also welcomes back Dan Qualls who has been on extended leave due to health issues. (*Great news Dan!*)



In addition, Hastings has added industry veteran Mike Jackson to their USA side of the Americas Team. Mike is a 13+ year veteran of the piston sales industry.



In further news, Hastings has announced a merger with Piston Rings Komarov who's primary market is Europe and Russia.

According to the companies, the merger allows them to offer customers an expanded product offering, lower lead times, competitive pricing and a regional infrastructure, including R&D, manufacturing, logistics, warehousing, sales and customer service support.

The businesses will continue to function from their respective headquarters, with Petr Masek continuing to lead the Piston Rings Komarov manufacturing organization, reporting to Hastings president and CEO Ken Holbrook.



The Motor & Equipment Remanufacturers Association (MERA) recently held elections for new officers and board members. Our own Scott Miller of LKQ Corp. will serve on their board. Scott is currently PERA's president.

Member News

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Jasper Engines & Transmissions has acquired Jasper Engines & Transmissions of Greensboro, North Carolina, an independent distributorship selling Jasper remanufactured products to customers in North Carolina and southern Virginia. The branch opened in 1986.

“Our Greensboro customers can now take full advantage of several Jasper programs not afforded to them in the past,” said Zach Bawel, president. “These include availability to cooperative advertising programs, our preferred installer programs, along with other volume discount programs and corporate tours that go with dealing directly with the factory.”

Jasper Engines & Transmissions now has 45 branch offices and distribution centers in 28 states.



What do *Trader Magazine* and *Wheel of Fortune* have in common? Both are celebrating their 35th year. Founded by Gary Thompson of ABS Products in 1982, the *Trader Magazine* is now available on-line. Contact them on the web at: <http://www.performancetradermagazine.com> or call 714-671-0217.

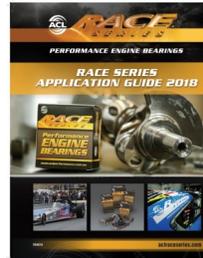


XL Parts has awarded Dorman Products Inc. its 2017 Vendor Partnership Award at its customer appreciation event in Houston. The award was based on Dorman’s “overall excellence in cross-functional partnership” between the two organizations.

“We are excited to receive this Partnership Award from XL Parts as it reaffirms that consistently delivering aftermarket leading solutions directly to installers is a shared goal between Dorman and XL Parts,” said Craig Kerins, Dorman’s Western region director of sales. “We are honored to receive this recognition, and thank the entire XL Parts organization for their continued support and partnership.”



The 2018 ACL Race Series performance bearing catalog/brochure is now available. The current version contains new applications as well as additional engineering, metallurgy and design information. The catalog/brochures are available from ACL Distribution, 800-847-5521. The information and applications listings can also be referenced from the company’s website: www.aclraceseries.com.



Driven by performance

MAHLE Aftermarket Inc., has been a leading manufacturer and global supplier of piston rings. They have now announced an expansion of that line with MAHLE Performance rings, a new brand and a further step in the strategy of MAHLE Aftermarket to offer all performance products in a specialized product category.

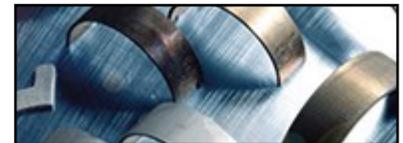


MAHLE Performance rings have been available through MAHLE Aftermarket Inc., and are now offered in a new performance package. This makes it easier for MAHLE customers to stock and sell the line. The part numbers will not change and coverage continues to grow.

For more information on MAHLE Aftermarket Inc. and the products they offer visit www.mahle-aftermarket.com or contact your local sales representative.

In other Mahle news, Mahle Aftermarket recently announced the release of its 2018 Clevite engine bearing catalog for Asian, European and domestic light vehicle applications in North America.

The Clevite engine bearing catalog features over 4,000 SKUs, including new OE replacement, polymer-coated bearings. The 2018 catalog provides coverage for over 1.1 million light vehicle applications, reaching back to the 1940s.



The catalog can be downloaded in PDF format on www.mahle-aftermarket.com. The part numbers contained in this new catalog are also available in the eCatalog online at 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.

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A year after Elgin Industries' induction into the John Deere Supplier Hall of Fame, the company has earned recognition as a "Partner-Level Supplier" in the John Deere Achieving Excellence Program for the sixth consecutive year.

Partner-Level status is Deere & Co.'s highest supplier rating, awarded to companies that exceed expectations for product and service quality and are dedicated to continuous improvement. Elgin earned the award based on outstanding customer support in 2017 and the high-quality internal engine components it supplies to John Deere operations around the world.

GM Platinum Supplier Award

Elgin has also earned "Platinum Supplier" status from General Motors (GM) for providing outstanding on-time shipping performance to the automaker's customer care and aftersales division. Elgin is a multi-year recipient of the honor.

The award recognizes Elgin for dedication and consistency in delivering high-quality parts to General Motors in a timely manner. In a letter to Elgin President Bill Skok, GM praised the critical role that Elgin has played in its efforts to "design, build and sell the world's best vehicles."

Each year, GM presents supplier awards in three tiers – Silver, Gold and Platinum. To earn Platinum status, a company must consistently achieve an on-time delivery rate of 100 percent.



The Automotive Parts Associates (APA) program group recognized Federal-Mogul Motorparts at its 37th Annual Shareholders & Manufacturers Conference held March 7-9 in Orlando with their Cornerstone Award. This award acknowledges Federal Mogul for being instrumental in the growth and success of APA.

Federal-Mogul Motorparts was also recognized by Levine Auto & Truck Parts as their Auto Parts Vendor of the Year at its annual award banquet March 17. FM was recognized for their outstanding service and representation, sales support, and quality products.



100 Years!

Fel-Pro Gaskets has reached a milestone and is celebrating its 100th anniversary this year. The brand has described this milestone as a genuine American success

story built through the ingenuity and hard work of thousands of employees and tens of thousands of satisfied customers.

Fel-Pro was founded in 1918 in Chicago. The company became a leading innovator in the sealing category beginning with felt-based seals for the Ford Model T. By the early 1920s it had established one of the pivotal characteristics that the company says continues to drive the brand's success today – a commitment to providing products that address the demands of the sealing repair environment.

Fel-Pro was acquired in 1998 by Federal-Mogul, which over the past 20 years has aggressively invested in new R&D and manufacturing resources to position the brand for continued leadership in an era of lighter-weight, higher-output, harder-to-seal engines including multi-layered-steel (MLS) head gaskets, which have become a preferred technology for engine manufacturers, professional stock car and drag racing teams, engine builders and automotive repair businesses.



Breaking News!

As part of its mission to continue growing the automotive aftermarket, Dorman Products broke ground in Portland, TN, April 4, on its largest production and distribution facility yet.

The new facility will dramatically increase the company's ability to serve its growing customer base by greatly expanding upon Dorman's existing logistical presence in North America. Dorman has five locations in the United States, and has operated in Portland since 2006, where it currently employs 380 contributors.

The new \$55 million, state-of-the-art, 815,000-square-foot facility should open in the first quarter of 2019. Once construction is complete, Dorman will relocate its existing Portland operations to the new facility. The new 53-acre site also allows for further growth in the future.

Dorman was founded in 1918 in Cincinnati, Ohio. Since then, it has expanded worldwide, with multiple facilities and thousands of contributors throughout North America and Asia. Dorman also recently expanded upon its global headquarters in Colmar, Pennsylvania.

The company has been growing in recent years, reaching \$1 billion in sales in 2017, and creating hundreds of new products every month. Dorman currently produces more than 150,000 different SKUs and continues to engineer exclusive parts.

With this expanded American presence, Dorman says it will continue to build upon its success and be a reliable partner to its wholesale, retail and consumer customers.

Other News

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The United States Supreme Court has decided to hear a case brought by the state of South Dakota seeking to overturn the 1992 Quill v. North Dakota decision that has prevented states from collecting sales tax on purchases made over the internet. The petition, filed

by the attorney general for South Dakota, had requested that the U.S. Supreme Court review a state Supreme Court decision, which denied the state the ability to enforce a 2016 law passed in South Dakota that required state sales tax be collected on all internet sales.

The Auto Care Association along with nine other trade associations signed an amicus brief request that the court overturn the 1992 decision, citing the real-world impacts on brick-and-mortar businesses due to the competitive disadvantage brought on by having to charge sales tax while online competition does not. The practice of "showrooming," where consumers check out products in stores and then purchase the product over the internet due to lower prices, was highlighted as an ongoing concern. The brief further cited the significant investment in employee training and showroom displays, taken advantage of by the consumer prior to them choosing to buy online.



In a bold move to get a jump on the competition, General Motors has filed a petition asking the Department of Transportation to allow GM to put the Cruise AV into production by 2019. The Cruise will have no steering wheel or pedals and is based on the Chevrolet Bolt EV.

With no pedals or steering wheel, the Cruise AV is technically an SAE Level 5 vehicle, although its self-driving capabilities will likely be limited to a geofenced area. It could be used to shuttle employees from place to place on large company campuses, for example, or operate as a ride-sharing or taxi service within a certain perimeter in

a town or city. Putting the Cruise AV into production early, however, should allow GM to quickly and easily scale up production as its autonomous vehicle technology advances.



Cruise Automation was purchased by GM in 2016 and is the primary developer of the AV. San Francisco has been the initial test area, but Phoenix and New York City are to be added in 2018.

To help insure the Cruise AV is a safe vehicle, GM has built in numerous redundancies including brakes, electric motors, onboard processor and communication systems. The Cruise AV meets all federal safety guidelines including placing a federally-certified child seat in the rear.

Bob Dolder of Sunnen Products reports that he has already seen vehicles with no steering wheel in his home town of Milford, MI. Not sure if they were Cruise AVs or not.

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.

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