

2018 PERA News

August 2018

Vol. 31 Issue 4



**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!



Get Registered!

I know September's convention seems like a ways off, but it will be here sooner than you know. You should have received a second email reminder with a revised registration form last week. As the email said, the hotel cutoff is even sooner than the convention—August 25th!

The hotel is very busy, so please get your rooms reserved right away.

Elections

The Board of Directors has set the slate of candidates for the election to be held Thursday, September 27th in the general session at the 2018 Annual Convention. This year a new treasurer will be elected to serve a 2-year term. The slate that will be presented for approval is:

Treasurer: Harry "Skip" Hartley, II; Impaco, Inc.;
Houston, TX

Directors: Aaron LaRose; SRC Automotive Inc.
Springfield, MO

Craig Talley; Blackwater Engines
Virginia Beach, VA

Joel Terry; SB International Inc.
Nashville, TN

Going off the board this year will be Harry "Skip" Hartley II of Impaco; Robert J. Melton of Melton Sales and Service; and Danny Molde of Federal-Mogul Motorparts. Frank Owings of Titan Engines completes his term as the Immediate past president. Thanks go out to all who serve the association in this important role as directors.

Tabletop Displays



Hey remans, want a quick \$500? Come to Reno and visit all 13 sponsors with tabletop displays. Sorry, but only remanufacturer attendees are eligible for this promo.

Spend some time with a sponsor and they'll place a specially designed sticker on your bingo card. All those who fill out their card will be entered in a drawing Friday morning to determine the winner of the \$500!

Webinars & Who Am I?

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Vol. 31 Issue 4

Webinars & Sponsorship

11 Webinars for 2018

We have an opening for the October webinar. If you'd like to do one, please contact Joe at joepolich@pera.org or 817-243-2646.

- 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: Marion Holt, FP Diesel
TBD
- 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: Open—to be determined
- 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 360! 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

Webinar Opening

Due to a scheduling conflict, we now have an opening for the October webinar scheduled for October 17th. If you have a topic you'd like to present contact Joe at joepolich@pera.org or 817-243-2646.

Who Am I?



Had no guesses on this member. It's a shot of a valve grinder at AER Manufacturing in 1945.

Send me historical pictures of your company or the industry and I'll be sure to use them!

Here's a new opportunity to test your knowledge. We'll even double your chances:



Member News

August 2018

Vol. 31 Issue 4



Elgin Industries has again been named as a Platinum Supplier by General Motors Customer Care and After-sales division. This award recognizes Elgin for dedication and consistency in delivering high-quality parts to General Motors in a timely manner. GM praised the critical role that Elgin has played in its efforts to "design, build and sell the world's best vehicles."

General Motors 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.



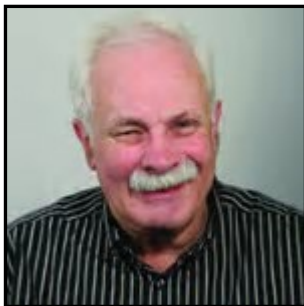
Not to be outdone by GM, John Deere recognized Elgin as a "Partner-level Supplier and as "Supplier of the Year." This is the sixth consecutive year Elgin has been recognized with John Deere's highest level supplier rating in providing internal engine components to multiple John Deere locations worldwide.

"We are exceptionally proud to have achieved this impressive recognition as a valued partner to John Deere," said Elgin Industries President Bill Skok. "Our team begins each day with a mission to provide superior products, services and value to our customers."



Here's a link to another of Fel-Pro's entertaining videos with Mike Rowe on "leakage." Enjoy!

<https://www.youtube.com/watch?v=eqVo0kLCzZY>



From engines and cars to a new career in photography Bill McKnight has a new gig at **McKnight Family Photography Adventures**. You've probably never seen Bill at a convention or program without a camera around his neck. He's now found a way to share his passion

with the rest of the world. Check out his website and see what new adventures Bill is taking:

<https://wmcknight.com/>



Hastings Manufacturing now has available piston rings for LS & diesel truck engines. The LS piston ring offerings cover high demand engines with state-of-the-art piston ring materials and coatings/surface treatments. The diesel truck offerings represent a majority of the USA diesel engines in demand. Each are manufactured to the OEM spec.

Jeff Guenther, VP of Sales for Hastings, shares, "Our strategy is to offer to current customers cutting edge technology rings for the hottest engines in the Aftermarket. Understanding the importance of these engines, we (Hastings) have manufactured ahead of the market to ensure service is at the highest."



S.B. International Inc. (SBI), of Nashville, Tennessee, has announced the appointment of Joel Terry as president. Throughout his 34 years with SBI, Terry has served as both representative and manager of most of the company's departments, including technical services, research and development, customer service, warehousing and distribution and sales and marketing. Prior to accepting his new position, Terry served as SBI senior vice president and chief operating officer, a position to which he was appointed in 2008.

As president, Terry says his prime goals are to oversee expansion of the SBI and K-Line brands globally through marketing mix and distribution strategies while maintaining SBI's strong reputation for customer and technical services and high order fill rates to current customers.



Jasper Engines & Transmissions has opened a 6,075-square-foot branch office in Jacksonville, FL to better serve the businesses in northeastern Florida and southeastern Georgia. The company now has 46 branch offices and distribution centers across 28 states.

Member News

August 2018

Vol. 31 Issue 4



MAHLE Aftermarket Inc. has launched a new online catalog that provides quick access to the entire MAHLE Aftermarket product offering including Asian, European and domestic applications in North America for both light - and heavy-duty parts in the MAHLE Original and Clevite brands.

The MAHLE Aftermarket online catalog allows users to search by vehicle, engine or product by entering a part number, competitor interchange or year/make/model in the search box. The design is responsive, so the contents automatically adjust to fit the screen of a laptop, phone or tablet.



ACL Distribution of Grand Rapids, Michigan, has named Larry Berger Jr. as product manager for the company's new line of Ajusa-brand gaskets.

Dennis Fox, ACL director of sales and marketing, says that Berger has responsibility for selling, marketing and procurement of the gasket line for the U.S. and Canada and will oversee the sales activities of ACL's sales rep force.

Berger joins ACL from Heartland Sales, a manufacturers' representative firm specializing in the marketing of engine parts in the Midwest, where he gained a comprehensive knowledge of engine parts, in addition to becoming acquainted with fundamental machine shop operations and procedures.

Ajusa is a Spanish gasket manufacturer and premier supplier of gaskets for Asian and European engines throughout Europe.

Doug Anderson says:

Doug Anderson asked that I pass along the contact information for Bluechip Engineered Products saying that Bluechip is a great resource to fabricate parts to your specifications whether they are for a piece of equipment or an engine. Bluechip can be accessed at <http://bcepi.com>.



Congratulations to Federal-Mogul Motorparts and Fel-Pro for celebrating Fel-Pro's 100th anniversary! Take a look at this video highlighting their achievement:

https://www.youtube.com/watch?v=W_nD59DRS74

Industry Veteran



Long-time industry veteran Tom DeBlasis has recently departed SB International and has asked that his contact information be passed on. To contact Tom:

Thomas J. DeBlasis
208 Trace Park Court West
Nashville, TN 37211
Deblasisistom@hotmail.com
Mobile: 615-626-9151



LKQ Corp. continues its rapid rate of expansion and has announced the acquisition of Stahlbruber GmbH from Stahlbruber Otto Gruber AG. Headquartered in Germany, Stahlbruber is a leading European wholesale distributor of aftermarket spare parts for passenger cars, tools, capital equipment and accessories with operations in Germany, Eastern Europe, Italy, and with additional sales to Switzerland. Stahlbruber's facilities include 188 sales centers, and an advanced logistics center strategically located in Germany, serving more than 100,000 professional clients and offering more than 500,000 SKUs.

In other LKQ Corp. news, 2nd quarter financial results have been reported at record levels at \$3.03 billion. This is an increase of 23.3 percent compared to 2017 2nd quarter. Only 12.7 percent was due to acquisitions.

LKQ Corp. also announced the acquisition of four other wholesale distribution businesses serving Europe and opened 2 branches in Western Europe and 15 in Eastern Europe.



Dorman Products has been recognized by AutoZone with their "Extra Miler" award. An Extra Miler recipient is defined by AutoZone as one who is unfazed by obstacles, goes above and beyond the call of duty and exceeds expectations and consistently does more than expected.

Member & 2019 News

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Vol. 31 Issue 4



Dorman (continued)

Dorman Products Inc. has announced its financial results for the second quarter, ended June 30, 2018.

The company reported second quarter 2018 net sales of \$238.1 million, up 4 percent compared to net sales of \$229.3 million in the second 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 for the second quarter of 2018 was \$34.3 million, or \$1.03 per diluted share compared to \$28.4 million, or 83 cents per diluted share in the prior year quarter. Adjusted net income in the second quarter was \$36.2 million, or \$1.09 per diluted share, up 30 percent compared to \$28.7 million or 84 cents per diluted share in the prior year quarter.

Gross profit percentage for the quarter was 38.9 percent on a GAAP basis. Excluding the impacts of acquisition-related adjustments, adjusted gross profit was 39.3 percent in the quarter compared to 39.6 percent in the same quarter last year. The 30 Bps difference is primarily a result of the MAS acquisition, which carries slightly lower gross margins compared to historical Dorman levels.

Dorman Products has made two major personnel changes. Effective August 6th, Kevin Olsen was promoted to president and CEO after serving as Dorman's executive vice president and CFO. He succeeds Mathias Barton. Steven Berman will continue as the company's executive chairman.

In addition, the board of directors appointed Michael Ginnetti as the company's interim CFO, effect August 6th. Mr. Ginnetti will serve in this position until a successor is named.

Heading to San Diego

Yep, incoming President Matt McGraw has selected San Diego, land of fun and sun, for PERA's 2019 convention. You can mark your calendars now **for September 18-20, 2019.**

We'll be at the Hilton San Diego Resort and Spa on Mission Bay. This gorgeous hotel will be the hub of the wheel for all that the San Diego area has to offer from world renowned San Diego Zoo to Sea World to the Gaslamp district and Old Town, there is more to do than you'll have time for.



Just a few of the highlights that you might want to consider along with those listed above are:

- Balboa Park
- Cabrillo National Monument
- Mission Bay Park
- La Jolla
- Historic Highway 101
- Coronado

And what about golf? Some of the best courses can be found close by including the iconic Torrey Pines in La Jolla.

So start making your plans now! Don't miss this great city!

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