

2018 PERA News

November 2018

Vol. 31 Issue 5



**2019 Convention
San Diego, CA
September 18-20, 2019
Hilton San Diego Resort & Spa**



The Hilton San Diego Resort & Spa on Mission Bay offers a variety of options - from spa treatments and tennis to sailing and splashing around the pool. This bayside hotel retreat is complete with waterfront dining options, a spa and fitness center, and beautiful resort guest rooms. The Hilton's Mission Bay waterfront location is near SeaWorld San Diego and other premier San Diego attractions.



State of the Association



The 73rd annual convention was kicked off in Reno in spectacular fashion! President Scott Miller was surprised when he was walked to the podium by a pair of lovely show girls Wednesday morning. Program Planning Chairman Dave Monahan introduced Scott as the PERA Cruiser Weight Champion of 2017-2018 to the sounds of the ring bell citing his dedicated service to PERA for the past two years.



Scott gave a "State of the Association" address to the attendees highlighting the progress PERA has made over the past several years since 2013.

Membership is up 23%, convention attendance is up 30%, webinars have more than tripled with registration now averaging over 250. We have 39 recordings posted and available for viewing 24/7.

Net income has risen 87% from 2013 to 2017 and equity has increased 65% in the same period. This has allowed the convention budget to increase by 65% and to bring in higher quality speakers.

Scott closed his address recognizing Kevin Fitzgerald who passed on April 12, 2018. Kevin was a PERA member for over 40 years. "He turned his first job at Parnes Engine into a career spanning over 43 years," said Scott. We will all miss Kevin!



Webinars & Elections

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Webinars & Sponsorship

December 12: Jeff Guenther, Hastings Manufacturing Race Rings

Registrations for our webinars are averaging over 250 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

2019 Webinar Schedule

We are in the process of setting the 2019 PERA webinar schedule. A request for reserving a time slot was sent out on November 12th. If you are interested in doing a webinar, be sure to fill out the form and return it to me, joepolich@pera.org, as soon as possible. Any open slots will be filled at the PRI Show December 6-8. Webinars are usually held on the 3rd Wednesday of the month.

The dates for the 2019 webinars are:

January 16
February 20
March 20
April 17
May 15
June 19
July 17
August 21
September—none due to convention
October 16
November 13 (2nd Wednesday due to Thanksgiving)
December 11 (2nd Wednesday due to Christmas)

Elections

Three directors were recognized for their service on the board for PERA from 2016-2018:

Harry "Skip" Hartley, II; Impaco Inc.
Robert Melton; Melton's Sales & Service
Danny Molde; Federal-Mogul Motorparts



Thank you for your dedicated service!

The election in Reno replaced the outgoing directors and a new treasurer was elected: The directors will serve terms from 2019-2021 and the treasurer will service 2019-2020.



From left to right: Treasurer Skip Hartley, Impaco Inc., Houston, TX; Director Craig Talley, Blackwater Engines, Virginia Beach, VA; Director Joel Terry, SB International, Nashville, TN; Director Aaron LaRose, SRC Automotive Inc., Springfield, MO; and PERA Executive Vice President Joe Polich.

Frank Owings of Titan Engines will complete Allan Brock's term expiring in 2019.

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Elections (continued)

The officers rotating up one chair for the years 2019-2020 will be Matt McGraw of AER Manufacturing as President, Randy Bauer of Jasper Engine & Transmission Exchange as Vice President and Scott Miller will move to the Past President's advisory role. Larry Haswell of Larry Haswell & Associates, Inc. will serve as the Associate Member on the Executive Committee.



Incoming PERA President Matt McGraw accepts his gavel from outgoing President Scott Miller. Is Scott smiling because it's Matt's turn now?



Scott is recognized for his service as PERA President by Executive Vice President Joe Polich.

And the winner is.....



Roy Berndt of LKQ Reman—MO was the lucky winner of the \$500 drawing on Friday for visiting with all the sponsors of tabletop displays.

Golf Recap

Golf Chairman Fred Calouette did another great job putting together the annual PERA golf tournament at the Lakeridge Country Club in Reno. Thanks Fred!

Winning \$400 as the 1st place team were:
T.J. McAtee, Jasper Engine & Transmission Exchange
Rick Simko, Elgin Industries
Fred Calouette, Cal Valves
Russ Tierney, RT Sales

\$200 went to the 2nd place team:
Randy Bauer, Jasper Engine & Transmission Exchange
Donna Wagner, Northwoods University
Nathan Bjornson, Clemco Industries Corp.
Pete Blackman, Clemco Industries Corp.

\$100 for 3rd place:
Adam Skaggs, AER Manufacturing
Mark Melling, Melling Engine Parts
Mike Schweitzer, REVIVA
Scott Sulprizio, United Engine & Machine

\$100 Ladies longest drive: Karen Bewley, Melling Engine Parts

\$100 Men's longest drive: Scott Miller, LKQ Reman—TX
\$100 Men's closest to pin: Rick Simko, Elgin Industries

Friday Sock Hop

Those who joined us at the National Bowling Stadium, home of the King Pin Bowling Alley, really enjoyed a unique experience. You cannot bowl at the stadium unless you have a private function such as ours or you participate in a professional bowling tournament. There is no public bowling there.

The group danced to the sounds of DJ extraordinaire Paul Perryman and the karaoke was amazing. Never knew we had so many talented people within our midst.

If you haven't taken time to look at the convention photos on our website, take a few minutes to look over not only those from the sock hop, but from the entire convention. Visit them at www.pera.org/galleries. The photos that are posted are thumbnails, but if you want the full size picture, send me the photo numbers/names and I'll get them to you.

Doug Kaufman of Engine Builder Magazine made a parting presentation to Scott Miller commemorating his choice of

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Reno for the 2018 convention. Read Doug's presentation below:

"I'd like to tell you a tale about a leader – a legend of the West, if you will. Come with me, won't you, on a journey.

There was once a man who had a vision – who saw a better life far away from his East Coast upbringing.

He was a charismatic leader with a beautiful wife and several handsome children. His enthusiasm for his mission in life made him a natural spokesman and, though he was very comfortable following those who blazed a trail before him, others flocked around him to follow his guidance.

After touring multiple places across this great country of ours, his wife and he brought that hopeful group of like-minded people right here to the beautiful Sierra Nevada.

I'm speaking of course, of George Donner, leader of the Donner Party, who, in the spring of 1846, left with a group of about 87 pioneers for California. After getting stranded not far from here near Truckee Lake in the winter of '46 and '47, Donner's leadership turned out to be an illusion and much of the group ended up eating each other.

Contrast him with PERA's Outgoing President, Scott Miller, of LKQ in Grand Prairie, TX. When Scott took over as president in 2016, we had about 50 people at the Friday night baseball party in Toronto. Look around the room tonight. It's a big celebration and, as far as I can tell, no one has had to eat anyone for dinner.

On behalf of David Benson, Scott Shriber and the rest of the Engine Builder team, I'd like to congratulate and thank Scott Miller for getting us here without significant trouble. I have this beautiful plaque that was made at Lincoln Electric's Torchmate Division right down the road

here in Reno and I hope it will serve as a reminder of this great 73rd annual PERA convention to Scott and Peggy at their own lake house in Texas.

In addition, I'd like to present Scott with this bottle of Basil Hayden bourbon so that he can celebrate the truly SUCCESSFUL conclusion of this journey. Scott, we all wish you the best as you set off wherever life and business will take you next."

Thank you Doug for such an inspiring tale!

Sponsors

The support of the sponsors was again key to making the 73rd annual convention the success it was from upgrading the keynote speaker to bringing in more outside speakers and offering enhanced social activities. Thank you to all the sponsors, both suppliers and remanufacturers. We can't do it without you!

Opening Reception — AER Manufacturing
National Auto. Museum—AER Manufacturing
AV Banner — Dana Incorp.—Victor Reintz Gaskets
Wednesday a.m. Break — Dorman Products
Wednesday p.m. Break — Dorman Products
Friday a.m. Break — Dorman Products
Podium Sign — Cal Valves
Thursday Lunch — Dorman Products
Friday Lunch — Silver Seal Products Company
Friday Lunch — U.S. Tool & Manufacturing Co.
Beer on Buses — Goodson Engine Tools & Supplies
Hanging Banner Pod.— A&A Midwest/EngineQuest
Hanging Banner — Dura-Bond Bearing Company
Hanging Banner — Henkel
Hanging Banner — Rottler Manufacturing
Hanging Banner — Safety Auto Parts
Hanging Banner — SB International Inc.
Floor Stickers— Elgin Industries
Floor Stickers— Mahle Aftermarket, Inc.
Floor Stickers—Qual Cast LLC
Coffee Cups — ArmaKleen/ARMEX
Busing — Jasper Engine & Transmission Exchange
Friday Bar—Federal-Mogul Motorparts
Front Door Wraps—Dura-Bond Bearing Company
Front Door Wraps—Melton Industries
Front Door Wraps—Rottler Manufacturing
Program Ad — A&A Midwest/EngineQuest
Program Ad — ArmaKleen/ARMEX
Program Ad — Clemco Industries Corp.
Program Ad — Elgin Industries
Program Ad — Engine Builder Magazine
Program Ad — Federal-Mogul Motorparts
Program Ad — Hastings Manufacturing
Program Ad — Melling Engine Parts
Program Ad — QPAC

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Sponsors (continued)

Program Ad — Rottler Manufacturing
Program Ad — Sunnen Products Company
Daily Recognition — Dorman Products
PT Banner (individual) — Reliance Power Parts
PT Banner (combined) — ACL Distribution
PT Banner (combined) — Rottler Manufacturing
PT Banner (combined) — Thomas Sales Co.
Lapel Pins — Titan Engines, Inc.
Pens & Notepads — Melling Engine Parts
Tabletop Display— ABS Products
Tabletop Display— Ashburn Chemical Technologies
Tabletop Display— Champion Oil
Tabletop Display— Clemco Industries Corp.
Tabletop Display— DIPACO—DTech
Tabletop Display— Dorman Products
Tabletop Display— Endural LLC
Tabletop Display— Goodson Engine Tools & Supplies
Tabletop Display— Hastings
Tabletop Display— King Engine Bearings, Inc.
Tabletop Display— Reliance Power Parts
Tabletop Display— Rottler Manufacturing
Tabletop Display— Sunnen Products Company
Ladies Program — LKQ Corp.
Beer on the Buses— Goodson Automotive Engine Tools and Supplies
\$400 Team 1st Place — S.B. International Inc.
\$200 Team 2nd Place — Buffalo Engine Components
\$100 Team 3rd Place — United Engine & Machine
\$10,000 Hole-In-One — Melling Engine Parts
\$100 Longest Putt Made — QualCast LLC
\$100 Men's Closest to Pin — Elgin Industries
\$100 Ladies Closest to Pin — Goodson Automotive Engine Tools and Supplies
\$100 Men's Longest Drive — Thomas Sales Co. Inc.
\$100 Ladies' Longest Drive — US Tool & Manufacturing
Beverage Cart Drink Coupons — Cal Valves
Can Koozies — Clemco Industries Corp.
Golf Balls — Endural LLC
Golf Towels — Clemco Industries Corp.
Hats — Rottler Manufacturing

National Automobile Museum

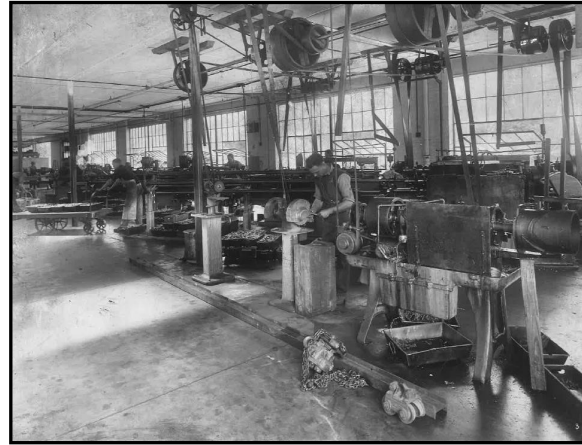


Bob and Helen McGraw

pictures, take some time to see some of the rarest vehicles in existence.

Our hosts for Thursday evenings event at the National Automobile Museum was AER Manufacturing and what an evening it was. The food was great and the car collection was outstanding. Again, if you haven't taken a look at the

Who Am I?



Didn't have any guesses on this one. It is an early shot of Elgin Industries. This photo is from 1929 when it was known as Elgin Machine Works when they were making piston pins.



This challenge should be a lot easier. If you can identify the guys, you'll know which member this is.

PRI

**DECEMBER 6-8, 2018
INDIANAPOLIS, IN • USA**

**FREE VIP Cocktail Party
Friday, Dec. 7, 5-8pm
Indiana Convention Center
Room 231-234**

Open bar and appetizers.

No cost to attend. RSVP required by Dec. 1.

RSVP online

Hosted by AERA, PERA, Engine Professional, Engine Rebuilders Foundation & Elgin Industries

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Armex has announced the launching of their new product Re-Man XL. Brian Waple, the ARMEX™ Business Manager stated "Re-Man XL is the first new product launch in over a decade for the ARMEX business. Our team has worked very hard over the past two years with key market leaders in the transportation remanufacturing industry testing and improving our formulations to bring Re-Man XL to the market. With this new product launch, remanufacturing now starts with ARMEX".

Brian goes on to say, "hard to clean contaminants are no match for Re-Man XL. With its extraordinary ability to quickly eliminate grease and oil, burnt-on carbon, light rust, gasket materials, coatings and grime all in one-step" without damaging your components.



Maxiforce has announced the opening of a new and larger distribution center in Indianapolis to provide faster service and increased fill-rates. The new Indianapolis distribution center is more than four times the size of its old location. Maxiforce now covers 90 percent of the U.S. market in 48 hours or less, with locations in Doral, Florida; Indianapolis; and Santa Fe Springs, California.

"We're thrilled to move into this larger distribution center and place a big bet on the success of our customers," said Paul Kelly, vice president. "This will allow for better service in the Midwest and Northeast, while helping grow our brand presence across the country. This larger facility will also allow us to increase our inventory, providing improved fill rates for our expanding product range."



The E.R.I. Group has announced this year's winners of the RICHARD MILLER EDUCATION AWARD. The awards provide financial assistance and encouragement to individuals who wish to further their education or training. This year's recipients are: Ms. Ashton Aumen, Ms. Michaela Rowlinson, Mr. Carson McComb, Mr. Jackson Blonde, Ms. Marie-Pier Bélanger and Ms. Rylie Powell. Each were presented with a \$1,000 cheque to help further their education. This is the 18th year for these educational awards.



Babcox Media Inc. has announced that Scott Shriber, group publisher, will be assuming responsibility for the Engine Builder brand, effective Oct. 1.

Shriber says, "I started my career in a machine shop in Cuyahoga Falls, Ohio, and have had a passion for engines and all things automotive ever since." "My entire professional journey has been in the automotive industry. To get back to the specific market that creates the heart of the vehicle is fantastic."

Doug Kaufman will continue in his role as publisher and editor, and as an unwavering advocate for the professionals employed in the industry.

Bill Babcox, president and CEO of Babcox Media, said, "I'm happy with the changes we're implementing to further serve our readers and advertisers with cross-platform solutions. Scott's involvement with Engine Builder in particular is a great service to the engine building and machining industry. With his background, Scott is the perfect partner for Doug, as they continue to grow the brand and its influence."



Melling has announced its acquisition of Preferred Components Inc., an aftermarket timing systems supplier based in the Seattle area. It will continue to operate in its current location as a separate division of Melling Tool Co.

"PCI is a perfect acquisition for Melling, bringing with it additional skills, knowledge and resources to strengthen our timing line," said CEO Mark Melling.

Mike Rose, president of Preferred Components Inc., will retire after 26 years in business and says he "couldn't be more confident and thrilled with the acquisition by Melling Tool Co. We have developed what we feel is the best quality timing line in the aftermarket," said Rose. "Knowing that Melling Tool Co. will continue business as usual with our same highly dedicated team, should ease customer's minds."

SCHAEFFLER

Less than a year after completing a \$60-million expansion of its Wooster, OH manufacturing operations, Schaeffler Group USA is adding another 21,000 square feet of manufacturing space. This expansion will be dedicated to a variety of machining and final assembly operations for automotive powertrain components. The company anticipates hiring 300 people for its Wooster operations by year's end.

Since 1977, Schaeffler has expanded its Wooster campus 20 times, growing from 27,000 square feet to over 800,000 square feet.

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After a year in the making, Dura-Bond has released their new website! Bill Dolak, Marketing/Information Systems Administrator said, "We have redesigned it with you in mind, streamlining menus, simplifying navigation, building a responsive layout for all platforms, viewed in any language and providing more resources and information on our products and services. We encourage everyone to visit and explore the site, discovering the full spectrum of educational content, such as the latest videos, webinars, and technical support documents."

You can download Dura-Bond's most recent 2019 New Product Supplement, part guides, catalogs and product informational flyers plus you can stay up-to-date with their currently trending news and product announcements. Sign up for their quarterly newsletter on the new site: www.dura-bondbearing.com.



Jasper Engines & Transmissions has opened a branch office in Sacramento, California to better serve its customers in northeastern California and northwestern Nevada. The new facility is located at 1424 North Market Boulevard #70 in Sacramento.

"This region of California and Nevada has rapidly grown over the years, and continues to show phenomenal growth," says Rich Olson, JASPER regional manager for the Sacramento area. "This new branch office in Sacramento is our way of thanking customers for their loyal support."

The 19,331-square-foot Sacramento facility will have diesel fuel and air components, gas and diesel engines, transmissions and differentials in its inventory. The location also provides Jasper delivery drivers efficient drop-off and pick-up capabilities.

Jasper Engines & Transmissions currently has 47 branch offices, and two distribution centers, in 28 states.



Goodson Tools & Supplies for Engine Builders has expanded its exclusive High Pressure Oil Gallery Cleaning System. According to Dave Monahan, Goodson Sales Manager, "As soon as the High Pressure Oil Gallery Cleaning System (HPOG) was introduced customers started asking us about other applications. The newly expanded HPOG incorporates all of those suggestions and then some."

Erik Shepard, Goodson Tech Services Manager, says, "The tool still incorporates the aggressive cleaning action of brushes with water and air power to clean engine bores of a variety of sizes. The HPOG can now be used to clean oil galleries, lifter bores, cam bearing bores and cylinder bores."

The basic kit includes the control grip, a 36" wand and three stainless steel brushes. All other parts are available individually. For more information, contact Goodson at 1-800-533-8010 or visit the company's website, www.goodson.com.



King Engine Bearings has just launched its new comprehensive 2018 racing specific application guide. It includes many new popular applications for domestic and import engines. It also includes information about King's innovative and superior pMaxKote™ factory applied race bearing coating.

"It's the first time that a no-added-thickness coated bearing is being offered in the race market," says Limor Karpatkin, King's VP Sales & Marketing. "Not only is pMaxKote™ manufactured at King's factory, but it is also applied to the bearings by King as well, therefore enabling control of the entire process. Actual results indicate that we found the ultimate race material, combining the strength and softness that today's race engines require", added Limor.

The new guide includes in-depth information about King's race proven XP & HP bearings, and the new XPC coated bearings.

For more information on King Racing, visit www.kingracebearings.com.

Production Engine Remanufacturers Association

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

