

2019 PERA News

March 2019

Vol. 32 Issue 2



**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.



2019 Membership Directory



The 2019 membership directory was mailed last week. Two copies were sent to the dues contact for your company with the request to distribute them to the proper people. An order form for additional copies was included; \$20 per copy which includes the postage. If you don't have the order form, send me an email and I'll get it to you right away.

Ah, the dangers of cut and paste... On page 8 under the Membership Committee listing, you'll see that I've listed Matt Weinzapfel with LKQ. No, Matt wasn't traded nor

has he purchased LKQ. Matt is still a valuable associate with Jasper Engine & Transmission Exchange. My apologies to Matt and Jasper for this oversight! Please point out any other errors so I can correct them.

In the January newsletter I misspelled **Beto Ortega's** first name. The correct spelling is **Adalberto**, but he prefers **Beto** over Adalberto.

San Diego Program

Although the program is not finalized I can release some teasers to whet your appetite. Our keynote speaker will be one of the most memorable in recent history, Dr. Rick Rigsby. He promises to be entertaining while delivering a strong message on success.

We'll be spending a lot of time on the future of the industry. Sandy Monroe of Monroe & Associates will be the headliner and will bring several of his partners/associates to give us their thoughts on what is happening now, what is coming down the road and what we'll need to do to cope. Monroe & Associates works closely with many OE manufacturers in evaluating technology and recommending design changes. More details will be forthcoming.

REVIVA will do a complete breakdown on the Cummins ISB diesel engine commonly found in the Dodge Ram pickup. Robert Melton of Melton Sales and Services will discuss the different aspects of machining diesel engines. Are you starting to see a theme here? We are working to secure a speaker to address the medium duty diesel market, but it is not finalized yet.

An exciting presentation will be on 3D printing by both Henkel and HP. HP will bring a 3D printer that will be up and running throughout the convention showing you the versatility of this new technology that can have a big impact on your operation.

And one final tidbit—Jason Nord of Jasper Engines & Transmissions will be returning to talk about Jasper's training and orientation program. You don't want to miss this!

Webinars, New Members & Spotlight

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Webinars & Sponsorship

11 Webinars for 2019

We again have a full webinar schedule for 2019. This popular series currently has a waiting list in case of any cancellations.

- January 16: Roy Berndt, LKQ Remanufacturing
3.5L Ford Ecoboost (new info added)
- February 20: Will McKnight, Mahle Aftermarket, Inc.
Start/Stop Technology
- March 20: Tim Golema, Mahle Aftermarket, Inc.
Lip Seals
- April 17: Ken Carter, United Eng. & Machine
Piston Coatings
- May 15: Ron Sledge, King Engine Bearings
Proper Engine Bearing Housing
Surface Finishes
- June 19: Mike Sanders, Dart Machinery
Block and Head Materials
- July 17: Mike Osterhaus, Melling Engine Parts
Performance Pumps for Ford Modular
Engines
- August 21: Federal-Mogul Motorparts
Diesel Pistons
- September: No webinar due to convention
- October 16: Cody Smith & Jason Thompson
Cloyes Gear & Products, Inc.
Timing Systems
- November 13: Ron Rotunno, Dana Incorporated
Next Generation Head Gaskets
- December 11: Matt Meyers, RMC Engine Building
Equipment
Engine Testing & other equipment

Registrations for our webinars are averaging over 270 with a high of 360 and open to the entire industry from PERA to ERI.

2019 Sponsors:

We have nine fantastic sponsors for the 2019 webinar series! A big thank you goes to:

CWT Industries
Dura-Bond Bearing Company
The E.R.I. Group
Hastings Manufacturing Company
King Engine Bearings
Mahle Aftermarket, Inc.
QualCast, LLC
Rottler Manufacturing
United Engine & Machine

For further information, contact:
Joe Polich
joepolich@pera.org
817-243-2646

New Members

Welcome aboard Wayne's!

Remanufacturers

Wayne's Engine Rebuilding Inc.
2200 Business Way (951)684-2222
Riverside, CA 92501 Fax: (951)682-6085
eMail: mark.waynes@sbcglobal.net
Website: www.waynesengines.com
Wade Hodge, President/ Owner
Mark Godfrey, Secretary/Owner
mark.waynes@sbcglobal.net

Spotlight



In this newsletter, we'll "Spotlight" two new members, Dahmer Powertrain and Ashburn Chemical Technologies. Let's get to know a bit about Dahmer first.



Dahmer Powertrain has been in the powertrain business for over 40 years. Their company's president, Jerry Dahmer, owned and operated an automobile dealership in Independence, Missouri from 1974 to 2002; Dahmer Chevrolet.

Not long after opening, the dealership had an opportunity to purchase a large volume of engines from a local farm machinery manufacturer. That inventory was ultimately purchased and subsequently sold in a timely manner. That one transaction led to the birth of Dahmer Powertrain.

Since then, their business has continued to grow tremendously. In 2010, remanufacturing was added to Dahmer's portfolio. They specialize in building, but are not limited to, the GM LS style engines. They also remanufacture several Chrysler units including the 5.7 liter hemi and have recently added the Ford 6.8 liter V10 and the 5.0 liter Coyote engines. The production side of their business currently builds 70 to 80 quality units per month and they expect continued growth.

Dahmer Powertrain, Inc. is a reliable resource for top quality new, new take out and remanufactured engines, transmissions, transfer cases, differentials, rear ends and all other powertrain components. They stock all major brands – including GM, Ford and Chevy. Be sure to like and follow them on Facebook - @dahmerpower and go to their website, www.dahmerpower.com, or call toll free 833-588-6565 for all your powertrain needs.

Welcome Dahmer!

Spotlight & Members News

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Spotlight (continued)



ASHBURN Reman Cleaning Solutions

Ashburn Chemical Technologies is a specialty chemical manufacturer located in Houston, Texas with distribution located across North America. Ashburn has the expertise and industry-leading chemistries to provide remanufacturers with solutions to improve productivity and reduce costs. Ashburn has developed its reman product line in coordination with leading remanufacturers to ensure optimal performance. Products are formulated to increase throughput, extend bath life, reduce disposal costs and produce cleaner and brighter parts.

Technical Analysis and Support

Ashburn's laboratory has the personnel and equipment to provide analysis of the soils and deposits on your parts. Ashburn has parts washing equipment to pre-test solutions before running on-site tests in your facility. Our lab testing in addition to site surveys by our field technical specialists will ensure that we provide a solution that matches the right chemistry to the soil removal on your products in your processes.

Solutions For All Reman Cleaning Operations

Ashburn products remove burnt-on carbon, grease, oil, dirt, rust and other soils and keep the soils in suspension. Holding soils in suspension is important in order to prevent re-deposit on parts and to provide good compatibility with filtration equipment.

Ashburn's complete line of degreasers includes formulations for all reman cleaning processes on both ferrous and nonferrous materials.

Spray Washers / Cabinet Washers
Conveyor Washers
Agi-Lift Washers
Immersion / Hot Tank Washers
Ultrasonic Cleaners

The Ashburn "Reman" Product Line

Ashburn's product line includes the heavy duty, deep cleaning Enviro Green Max and CarbX HD degreasers for immersion cleaning operations. These products remove the toughest soils including burnt-on carbon and are the perfect solutions for pre-soak applications, agi-lift washers and immersion tanks.

Ashburn's product line also includes the non-foaming EnviroGreen Extreme products for high-pressure washers, including high heat formulations. These products are excellent for use in automatic parts washers including cabinet washers and conveyor washers.

All Ashburn Reman solutions contain corrosion inhibitors to provide in-process rust protection. These products provide safe alternatives to harsh solvents or acid products. Ashburn also custom blends formulations to meet the specific needs of reman operations based on your equipment, processes, parts and soil removal requirements. Ashburn provides guaranteed performance for its recommended solutions.

For information please contact:
Scott McCain
Ashburn Chemical Technologies
7403 Wright Rd
Houston, TX 77041
www.ashburnchemical.com
Phone: 832-399-1000

Member News



Goodson Tools & Supplies for Engine Builders is now the authorized Sunnen Distributor for all of Sunnen's Automotive Engine Building Products in Canada. According to Goodson's National Sales Manager, Dave Monahan, "This is something we are very proud to have earned, and we will service the Canadian automotive market with Sunnen OEM products going forward. We have a very efficient method of shipping the many products we offer to all of our Canadian customers and now to be able to service their account with original Sunnen automotive products is really good for both Sunnen and Goodson."

According to Tom Dustman of Sunnen St. Louis, "Dave Monahan and Goodson Tools have proven they can out-service most anyone in the shop supply distribution business and they earned the ability to carry our Sunnen name throughout all of Canada."



In other news Goodson has announced an expansion of its **crankshaft polishing belts** to include more sizes, grits and abrasives. Chris Jensen in Goodson's Tech Department said, "The newest addition to our crank pol-

ishing belts is a Blue 800 Grit Belt with a film substrate, a durable Mylar joint and scrim backing. The scrim backing acts as cushion for the abrasive to control pressure on the face of the belt." Jensen added that the scrim backing also prevents the film backing from grooving the rollers on the polisher.

In addition to this new belt, Goodson has expanded its selection of Premium Ruby Aluminum-Oxide Crankshaft Polishing Belts and Standard Aluminum-Oxide Crankshaft Polishing Belts to include belts from ¾" to 2" wide in 60", 64", 70", 72" and 77" long with grits starting at 240.

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Cloyes Gear and Products recently inaugurated the expansion of its 20,000-square-foot distribution center in Aguascalientes, Mexico. Opened in 2004, the distribution center serves Cloyes customers in

Mexico, Central America, and South America. The company supplies a complete line of timing system products, including individual timing components and complete timing chain and timing belt kits, to its customers in the region.

One of Cloyes' strengths is its ability to pick and ship customer orders on time and accurately," said Dave Haley, senior vice president of operations for Cloyes. "The expansion of our distribution center in Aguascalientes allows us to continue filling orders at industry-leading levels and grow our business in Mexico and Latin America."

A new layout within the distribution center was completed to add an additional 27 percent in capacity, including the addition of new gravity racks and the extension of the facility's conveyor rollers.

"The expansion of our distribution center in Mexico strengthens our customer service capabilities and supply chain systems, resulting in an enhanced service experience," said John Bohenic, CEO for Cloyes. "This investment is another commitment from our employees to make our customers more successful."



LKQ Corp. Announces Results For 4th Quarter, Full Year 2018

Total fourth quarter 2018 revenue for LKQ Corp. was \$3 billion, an increase of 22 percent from \$2.5 billion for the comparable period of 2017. Parts and services organic revenue growth for the fourth quarter of 2018 was 2.5 percent. Net income from continuing operations attributable to LKQ stockholders for the fourth quarter of 2018 decreased to \$40 million, a 68% decrease year-over-year.

The fourth quarter 2018 results included non-cash impairment charges (net of tax) of \$48 million related to the company's equity investment in Mekonomen AB and \$26 million related to goodwill recorded on their 2017 acquisition of an aviation parts recycler which reduced diluted earnings per share for the fourth quarter of 2018 by 23 cents. On an adjusted basis, net income from continuing operations was \$151 million, an increase of 19.7 percent.

On an adjusted basis, diluted earnings per share from continuing operations attributable to LKQ stockholders for the fourth quarter of 2018 was 48 cents, an increase of 17.1 percent.

"Looking back on 2018, I am proud of the team's efforts to complete the Stahlgruber acquisition, produce solid organic growth across all our segments and effectively manage working capital to allow us to produce the highest annual operating cash flow figure in the company's history," said Dominick Zarcone, president and CEO of LKQ Corp.

For the full year, revenue was \$11.9 billion, an increase of 22 percent for the comparable period of 2017. Parts and services organic revenue growth was 4.4 percent. Net income from continuing operations attributable to LKQ stockholders was \$485 million, a decrease of 10.4 percent. Diluted earnings per share from continuing operations attributable to LKQ stockholders \$1.53, a decrease of 12.1 percent. Impairment charges reduced diluted earnings per share for the full year of 2018 by 31 cents. On an adjusted basis, diluted earnings per share from continuing operations attributable to LKQ stockholders for the full year of 2018 was \$2.19, an increase of 16.5 percent.

During the fourth quarter of 2018, LKQ acquired three wholesale businesses in North America and two wholesale businesses in Europe for a total net consideration of approximately \$14 million. Also in the fourth quarter, LKQ's European operations opened five branches in Eastern Europe.



UEM Pistons Releases New Dualoy Diesel Pistons

United Engine & Machine (UEM), North American's only full-line piston manufacturer, has announced the launch of new Dualoy Diesel Pistons. New Dualoy Diesel Pistons are made from two alloys consisting of an aluminum casting with an iron top ring carrier bonded in. Diesel engines are notorious for the extreme pressures exerted on the top ring, according to UEM. UEM says its design gives the top ring a much harder surface on which to operate.



Dualoy Diesel pistons are cast and machined in-house to maintain the highest level of quality and consistency. They're available for most popular diesel light- and medium-duty truck applications. Oil cooling galleries are cast into the pistons, as required depending on the specific application.

Applications are available for Cummins, Ford Power Stroke and GM Duramax. Check out the all-new UEM website or call UEM direct for complete information.

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King Engine Bearings Announces New pMaxKote™ Applications

The new King Engine Bearing pMaxKote™ applications are here just in time for race season! King's factory applied nano-composite polymer coating is a revolutionary approach to coated bearings.

The polymer coating contains ceramic nano-composite particles that function as a fourth layer over the pMax-Black™ structure – without changing the bearing's original precision wall thickness dimension. It has proven to enhance wear resistance and protect the bearing during metal to metal contact. King offers a wide range of coated race bearings for sport compact, domestic and european applications.

King Engine Bearings is the first to introduce a full range of factory manufactured and applied coated race bearings for performance applications.

For more information about King Engine Bearings pMaxKote™ race products click this link: [pMaxKote YouTube video](#).

The newest applications for the pMaxKote™ products are for the BMW M20 & M50 2.0L, 2.5L & 2.7L; BMW S54B32 3.2L; Ford 260CI, 289C and 302 (5.0L) Windsor; and the VW V8 & V10 R8/RS6 HURACAN. To see all of the current applications click the link to the application guide here. [Download our application guide here](#).

For additional information about King Engine Bearings, Inc., email: inquiry@kingbearings.com.

And one more from Goodson.



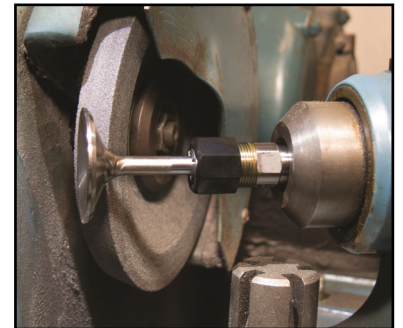
Goodson Tools & Supplies for Engine Builders Expands Capacity of Universal Valve Refacing Chuck Adaptor

Goodson Tools & Supplies for Engine Builders has expanded the capacity of its Universal Valve Refacing Chuck Adaptor (UVRC-46).

According to Erik Shepard, Goodson Tech Services Manager, "As valves have evolved over the years, we found we needed the ability to mount both smaller and larger stems in valve refacing machines. Because of this, Goodson added several new collets to fit the UVRC-64 Chuck Adaptor. Collets are now available to fit valve stems down to 2.8mm all the way up to 6.5mm in diameter."



The Universal Valve Refacing Chuck Adaptor (UVRC-46) is available as a kit that includes the adaptor, 4 collets (3.5 to 4.0mm, 4.5 to 5.0mm, 5.0 to 5.5mm and 6.0 to 6.5mm) and an adaptor stop. All pieces are also available individually.



For more information, contact Goodson at 1-800-533-8010 or visit the website at goodson.com.

Press Releases

I encourage you to add PERA to your press release list to insure you reach a broader range of PERA members. Our newsletters go to multiple people within a member company. Not all of those on our email list have access to the various websites, blogs and publications to see your announcements. We can expand your coverage and best of all, there is no charge to include your release in our bi-monthly newsletters.

Please add joepolich@pera.org or info@pera.org to your news release distribution list.

Your release could have been here!

Convention News

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Ladies Program

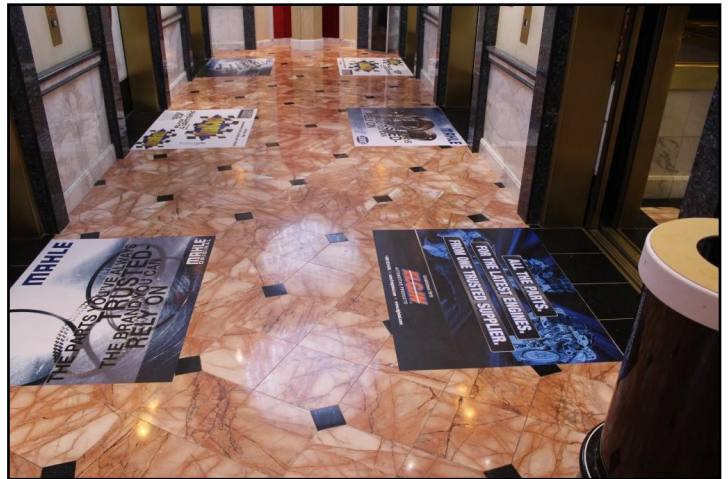
We are seeing more spouses and significant others attending the convention each year, but we'd like to see even more. The Program Committee has agreed to try lowering the Spouse registration fee to see if it will have an impact. For San Diego, the registration fee for your spouse/significant other will be dropped to \$100 from the typical \$195. This is nearly a 50% drop.

Monica is working on the Ladies tours and we should have something to release by the next newsletter. Trust me when I say that she will put together another outstanding ladies program based on all the opportunities San Diego and the surrounding area has to offer. So stay tuned and please share this with your spouse or significant other.

Convention Sponsorships

The convention sponsorship program was totally revamped four years ago. We dropped the old Bronze, Silver and Gold sponsorships and in their place we've given you a lot of new opportunities for lower costs.

Each year we have been able to expand your choices. For instance, we added door wraps and floor stickers in Reno.



Some of the offerings were put in place by the Program Planning Committee and some of the ideas came from members who wanted to do something different. For instance, coffee cups were added at the request of NPR of America in 2017; tabletops were added at the request of Maxiforce in 2016; and pens and notepads were the inspiration of Engine Builder Magazine in 2016.

If you have a promotion opportunity you'd like to sponsor, send an email to me or to Dave Monahan, the chairman of the Program Planning Committee and we'll give it every consideration. Dave can be contacted at dave@goodson.com or 800-533-8010. It has always been PERA's policy that whoever suggests a new opportunity gets to sponsor that item each year until they decide to give it up.

2019 sponsor opportunities will be sent out in May so get your ideas in soon. If you want to see the list of opportunities from 2018, give me a call or send an email, but keep in mind that the previous year's sponsors always have the right to renew before that item is open to anyone else.

2019 tabletops in San Diego

We have a unique situation in San Diego regarding tabletops. There will be more opportunities than in years past due to the size of our reserved space. However, be aware that if we can't get the same size space in future years, the number of tabletops will have to be reduced giving previous year's sponsors priority.

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