

2019 PERA News

October 2019

Vol. 32 Issue 5



**2020 Convention
Greenville, SC
September 23-25, 2020
Hyatt Regency Greenville**



Nestled up against the foothills of the Blue Ridge Mountains in the heart of South Carolina's Upcountry, you'll find Greenville situated just about halfway between Charlotte, North Carolina and Atlanta, Georgia. Greenville's friendly, thriving downtown pulses with things to do year-round. From one-of-a-kind shops, boutiques and art galleries to museums, tours and outdoor activities, Greenville is a welcoming retreat for visitors of every age and explorers of every type.

<https://www.visitgreenvillesc.com/about-greenville/>



San Diego Huge Success!



President Matt McGraw opened the 74th annual convention in San Diego citing the record attendance and support of the sponsors. He said he hoped everyone would enjoy the hotel and San Diego area as much as he and Monica were.

In retrospect, Matt writes that "the speakers were great, especially Dr. Rigsby who captured everyone's attention." He also mentioned that "the ladies programs were among the best" saying "the ladies thoroughly enjoyed the tour of the U.S.S. Midway." Matt said that "if you left early and missed Doug Kaufman's farewell, you missed a night to remember. We will miss Doug and wish him the very best in his new position with Babcox."

Why Greenville?

"Monica and I fell in love with Greenville. It is a great location with so much to do and staying at the Hyatt downtown will give everyone easy walking access to the historic district and the great restaurants."

"I believe that Monica will have a ladies program that will equal San Diego and will be highlighted by a tour of the Biltmore Estate in Ashville, NC. It will be a homerun!"

Matt also said "we will have a lot of options on plant tours with so many companies using Greenville/Spartanburg as a hub for their U.S. operations. Because of this there are over 400 flights daily into the airport so everyone should have a lot of travel choices."

"PERA has never been to South Carolina and we believe it will be a unique experience for everyone who will be wowed by all it has to offer. Like San Diego, I think a lot of people will come early or stay late to take it all in!"

Mark your calendars now so you reserve the dates. Take that postcard out of your SD credential pack and put it on your refrigerator or in your office as a reminder to keep those dates open!

Webinars, Awards & Elections

October 2019

Vol. 32 Issue 5

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: Michael Oliveira, Henkel Corporation
Practical Applications of Anaerobic
Products
- 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

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

Two directors were recognized for their service on the Board for the years 2016-2019:

Frank Owings, Titan Engines, Inc.; Ocala, FL
Mark Melling, Melling Engine Parts; Jackson, MI



Thank you Frank!



Thank you Mark!

To replace Frank and Mark, Mike Schweitzer of REVIVA; Minneapolis, MN and Chuck Lynch of Mahle Aftermarket, Inc.; Farmington Hills, MI were elected to serve as directors for 2019-2022.



From left: Mike Schweitzer, Chuck Lynch and Executive VP Joe Polich

Bob Dolder Retires

This year we're losing another member to retirement who has made countless contributions to the industry and especially PERA, Bob Dolder of Sunnen Products Company. Bob's contributions have included numerous presentations at conventions, webinars and he has

served on the program planning committee for over 5 years. His contributions have helped make PERA stronger.



Bob was recognized with a plaque presented by PERA President Matt McGraw.

More Convention News

October 2019

Vol. 32 Issue 5

Wednesday



Dr. Rick Rigsby was perhaps the most memorable keynote speaker we've ever had. He captured the attention of everyone from the time he was introduced until the time he had to say goodbye. The lessons he learned from a 3rd grade dropout—his father—carried a lot of weight with the group. I've never seen so many people taking notes during a keynote address.

And that was just the beginning. Throughout the day on Wednesday we heard from one speaker after another on topics that you asked for in the surveys after the last conventions. Sandy Munro and Al Steier of Munro & Associates lived up to expectations regarding the future of the industry. Michelle Greiner of BorgWarner brought her A-game on the electric vehicle initiatives.

If you needed details on the medium duty diesel market, then you had your wishes granted by Lauren Fletcher of *Work Truck Magazine*. Her analysis was impressive. Here is a link to the article she wrote using the information she presented to us in San Diego:

<https://www.worktruckonline.com/341478/the-future-of-medium-duty-truck-engines>

Also, if you would like a free subscription to *Work Truck Magazine* use this link:

<https://www.worktruckonline.com/subscribe>

Jason Nord of Jasper brought a whole new approach to the issue of helping new hires succeed through their JET 101 program. The key to their success is recruitment and "follow up." New hires are kept engaged for over 4 months to insure they are adjusting and are a good fit for the job they are performing. Jason passed out folders with details of this program as well as examples of the training process. To get a pdf copy of the handout, email joepolich@pera.org or call 817-243-2646.

(continued on page 4)

Tabletops Big Draw

This year we had more tabletop displays than ever—17 in total. Continuing with the incentive started last year in Reno, all remans who visited every table and had a sticker placed on their "bingo" card were entered into a drawing for \$500. The winner this year was Dwayne Jackson of SRC Automotive. Congratulations Dwayne!



Golf Recap

Don't know how he does it year-after-year, but Golf Chairman Fred Calouette selects memorable courses and Rancho Bernardo was no exception. Thank you Fred for another fantastic golf tournament!

Winning \$400 as the 1st place team were:
James Corbin, Jasper Engine & Transmission Exchange
Bud Keating, Dart Machinery
Scott Sherman, Endural LLC
Sue Williams, Endural LLC

\$200 went to the 2nd place team:
Adam Skaggs, AER Manufacturing, Inc.
Nathan Bjornson, Clemco Industries Corp.
Jesse Oregel, Dana Incorporated—Victor Reintz

\$100 for 3rd place:
Marty Callison, SRC Automotive Inc.
Will Aiken, Madison Chemical
Dwayne Jackson, SRC Automotive Inc.
Cully Calouette, Cal Valves

\$100 Ladies longest drive: Sue Williams, Endural LLC
\$100 Men's longest drive: Mike Bokan, Bokan Bros.
\$100 Men's closest to pin: Dave Steine, Tri Star Engine Supply

\$100 Longest putt made: John Lormin, Ajax TOCCO Magnethermic



Thank you Fred!

More Convention News

October 2019

Vol. 32 Issue 5

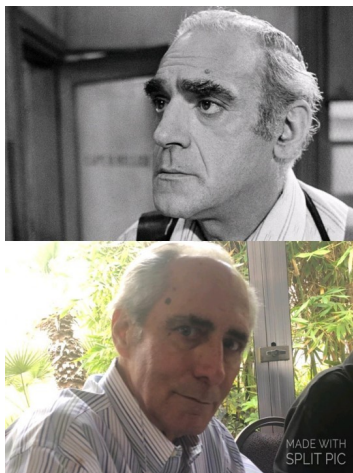
(continued from page 3)

If you ever doubted how much Robert Melton knows about his business and its operation, it became quite obvious very quickly that he is a hands-on owner. His insights into machining diesel engines vs. gasoline engines went a long way to help those who have been reluctant to get involved in the LD/MD diesel market.

Wednesday was closed out by Jasper Engine and Transmissions tag team of Randy Bauer, Jimmy Corbin, Alex Ernst, Scott Hoffman, Jason Nord and Matt Weinzapfel going into detail about their JUMP program: Jasper Unified Management Plan. This is more than just a 5-year plan. It provides management the detail needed to meet goals and to adjust the methods of arriving at those goals on a timely basis instead of waiting until the end of the year and realizing just where you stand. As with all of Jasper's presentations, this one was very, very impressive especially in how they have everyone engaged in the process from the very top all the way down to the plant floor!

Thursday

We didn't realize we had a real celebrity amongst us until Dr. Rigsby pointed out Abe Vigoda in the audience.....



Just saying.....

The day started with a real expert in 3D printing, Dan Searle, Senior Account Executive with Stratasys Direct Manufacturing. I seriously doubt we could have found anyone who knows more than Dan about the processes, materials and capabilities of 3D printing. The tour to their manufacturing plant in Poway added a whole new dimension to his presentation. Dan has put together an email with 6 documents covering their company, design guide and jigs/fixtures. Included is a case study involving Mahle's quest to improve jigs for their automotive HVAC assemblies.

To have Dan's email forwarded to you, send a note to joepolich@pera.org or call 817-243-2646.

Stratasys is a nation-wide manufacturer/consultant with people near you to do any consulting on 3D printing. Dan's complete contact info is in the email and he'll be happy to arrange for a rep to stop by.

Ron Sledge of King Engine Bearings, Inc. continued the program with a discussion on coated bearings. Ron pointed out the different coatings, how they are applied and where they are used. Although coated bearings had their origins in the performance sector, they are rapidly migrating to the traditional market.

After the golfers headed out to Rancho Bernardo, the program continued with Jim Burns, Co-founder, CSO of TransPower leading us through a discussion on fuel cells and their place in today's market. It is obvious that fuel cells are a long way from introduction into the automotive market due to the bulk of the system. This is the big reason they are mostly found in trucks, buses and other large vehicles.

Thursday evening was capped off with a casual "gathering" for people to meet up to make dinner plans. A hosted bar was sponsored by SAV Transportation Group and AER Manufacturing. A dessert bar was brought out at 8:00pm.

Friday

Big day Friday with Bob Dolder of Sunnen Products leading a discussion on CNC machining. Speaking were Ed Kiebler of Rottler Manufacturing, Matt Meyers of RMC Engine Rebuilding Equipment, David Chobany of Sunnen Products Company, Barry Rogers of Haas Automation and Adam Skaggs of AER Manufacturing who answered questions as a hands-on user of CNC equipment. Lot of perspectives and lots of information to help everyone make informed decisions regarding the use of CNC in their operations.

Lake Speed, Jr. of Driven Racing Oil did a fantastic job taking about LSPI—low speed pre-ignition. He has been very involved in the research of the causes and how to prevent it and it was really obvious he knew his "stuff."

Closing out the presentations was Mike Schweitzer of RE-VIVA in Minneapolis, MN. Mike did a complete breakdown of the Cummins ISB engine found in the Dodge Ram pickup and other delivery vehicles.

The afternoon tour at Naval Base San Diego was a huge hit based on the early returns of the survey. We not only got to tour the base in general, but got into 3 areas the general public don't get to see: the machine shop; the diesel engine shop; and the gas turbine shop. Our thanks go out to Joe's niece and nephew who helped arrange the tours. Stephanie is a retired Lt. Commander and Doug is a retired Chief Petty Officer who continues to work in the machine shop as a civilian employee after wrapping up his Navy career there.

More Convention News

October 2019

Vol. 32 Issue 5

Convention Sponsors

One of the keys to a successful convention is the support of the sponsors. Not only do they add to the social side of the convention with the receptions and other events, they have enabled us to greatly enhance the selection of speakers. A big thank you needs to go out to the following sponsors who's support makes all this happen. Please give your thanks whenever you see them throughout the year!

Opening Reception —	AER Manufacturing, Inc.
AV Banner —	Dana Incorp.—Victor Reintz Gaskets
Wednesday a.m. Break —	Dorman Products
Wednesday p.m. Break —	Dorman Products
Wednesday Lunch—	AER Manufacturing, Inc.
Friday a.m. Break —	Dorman Products
Podium Sign —	Cal Valves
Thursday Lunch —	Dorman Products
Thursday "Gathering"—	AER Manufacturing, Inc.
Thursday "Gathering"—	SAV Transportation Group
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 —	AERA (Engine Builders Assn.)
Hanging Banner —	Dura-Bond Bearing Company
Hanging Banner —	Henkel
Hanging Banner —	Rottler Manufacturing
Hanging Banner —	RT Sales
Hanging Banner —	Safety Auto Parts
Hanging Banner —	SB International Inc.
Door Entry Sign—	Elgin Industries
Door Entry Sign—	Mahle Aftermarket, Inc.
Door Entry Sign—	Qual Cast LLC
Coffee Cups —	ArmaKleen/ARMEX
Busing —	Jasper Engine & Transmission Exchange
Ladies Program —	LKQ Corp.
Friday Beach Party Bar—	DRiV, Inc.
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 —	DRiV, Inc.
Program Ad —	Melling Engine Parts
Program Ad —	Modal Software Corp.
Program Ad —	QPAC
Program Ad —	Rottler Manufacturing

Sponsors (continued)

Program Ad —	Sunnen Products Company
PT Banner (combined) —	ACL Distribution
PT Banner (combined) —	QPAC
PT Banner (combined) —	Rottler Manufacturing
PT Banner (combined) —	Thomas Sales Co.
Lapel Pins — T	itan Engines, Inc.
Pens & Notepads —	Melling Engine Parts
Tabletop Display—	Asian Engine Parts LLC
Tabletop Display—	ABS Products
Tabletop Display—	AERA (Engine Builders Assn.)
Tabletop Display—	Ashburn Chemical Technologies
Tabletop Display—	Clemco Industries Corp.
Tabletop Display—	Dorman Products
Tabletop Display—	Endural LLC
Tabletop Display—	ESCA Industries
Tabletop Display—	Hastings Manufacturing
Tabletop Display—	King Engine Bearings, Inc.
Tabletop Display—	Level Seven
Tabletop Display—	Melling Engine Parts
Tabletop Display—	RMC Engine Rebuild. Equip, Inc.
Tabletop Display—	Sunnen Products Company

Golf Sponsors

\$400 Team 1st Place	S.B. International Inc.
\$200 Team 2nd Place	United Engine & Machine
\$100 Team 3rd Place	Melling Engine Parts
\$10,000 Hole-In-One	Clemco Industries Corp.
\$100 Longest Putt Made	ACL Distribution Inc.
\$100 Men's Closest to Pin	Elgin Industries
\$100 Ladies Closest to Pin	A&A Midwest/EngineQuest
\$100 Men's Longest Drive	Silver Seal Products Co. Inc.
\$100 Ladies' Longest Drive	U.S. Tool & Manufacturing
Bev. Cart Drink Coupons	Cal Valves
Can Koozies	Clemco Industries Corp.
Golf Balls	Endural LLC
Golf Towels	Madison Chemical Co.
Hats	Rottler Manufacturing

*Thanks go out to all the sponsors!
You make a real difference in our
conventions. Can't do it without
your generosity!*

More Convention News

October 2019

Vol. 32 Issue 5

Opening Reception

The opening reception was incredible at Fresco's Lounge. Thanks to AER Manufacturing for sponsoring this annual event at the convention. With perfect weather everyone had a great time catching up with old friends.



Matt Sackman Speaks at Lunch

Thanks to Hangsterfer's Metalworking Lubricants, rising NHRA star Matt Sackman spoke at the Wednesday lunch. This was the first time we've had a lunch speaker in a long time and the surveys are indicating we should continue it. Matt is the cylinder head specialist on Antron Brown's championship top fuel dragster and recently qualified for his own top fuel license using one of Antron's cars after the LV race. His top speed was 318+ mph. Matt is sponsored by PERA member Hangsterfer's.

Friday Beach Party

As Matt related on page one, this was a night to remember. Doug Kaufman, **Mr. E**(ntertainment) went to new heights to give us a performance we won't soon forget. His close with American Pie was perfect for the group with nearly everyone joining in.



Convention Photos

Convention photos are available for viewing on our website at <https://www.pera.org/galleries/>

Photos for conventions beginning in 2015 are available. After you select the Gallery you want, you can click on a photo to enlarge it and use the left and right carrots to navigate though each page of photos. When you can't go any further, close the enlarged photo and select the next page. Of course you don't have to enlarge them to view the photos.

You can download them, but keep in mind that these are thumbnails. If you want a full size photo, send me a list of the photos you'd like and I'll get them to you. The photo number pops up when you hover your mouse over the photo. Send your requests to me at joepolich@pera.org or call 817-243-2646.

If you have photos you took that you'd like to share, you can upload them to me from our homepage www.pera.org on the lower left side or use this link: <https://www.pera.org/upload-files/>



Member News

October 2019

Vol. 32 Issue 5



A lot of news coming out of Jasper these days. They've expanded the availability of their remanufactured **GM 6T40/45/50 FWD and AWD** transmissions. These electronically controlled 6-speed transmissions are available on exchange for the following GM vehicles:

- 2012 Captiva Sport (AWD 3.0L)
- 2014-2015 Cruze (1.4L/1.8L)
- 2015 Encore/Trax/Sonic (1.4L)
- 2015-2017 Equinox/Terrain (AWD 2.4L)
- 2017 Equinox/Terrain/Captiva (FWD 2.4L)

The GM 6T40/45/50 is covered by JASPER's three-year/100,000-mile nationwide transferable parts and labor warranty. Full warranty disclosure is available on the website or upon request

In addition, Jasper is now offering remanufactured **Ford 3.5L Duratec** engines in the non-turbo, single VVT version. This engine is available for the following applications:

One Bolt Oil Filter Adapter

- 2007-'09 Edge, Fusion, Milan, MKX, and MKZ
- 2008-'09 Taurus, Taurus X, and Sable
- 2009 Flex

Three Bolt Oil Filter Adapter

2008-'09 Taurus X

2009-'10 Taurus, Edge, Sable, and MKX

2009-'11 Flex

2010 Fusion and MKZ

"This version of the Ford 3.5L Duratec is our first engine available by Jasper in the Ford 3.5L/3.7L engine family," said Brad Boeglin, Jasper research and development group leader.

"The Ford 3.5L requires a unique cam boring process to ensure exact bore alignment, size, and surface finish," added Boeglin. "Jasper co-designed a coolant-fed CNC machine to meet these critical specifications for this engine platform, and additional late-model applications which we will release in the near future."

It is covered by Jasper's three-year/100,000-mile nationwide transferable parts and labor warranty. Full warranty disclosure is available on the company's website or upon request.



Dorman Products Reports Net Sales Of \$254.2M

The company reported second quarter 2019 net sales of \$254.2 million, up 7% compared to net sales of \$238.1 million in the second quarter of 2018. Sales growth in the quarter attributable to acquisitions was approximately 2%.

Gross profit was \$87.1 million in the second quarter compared to \$92.7 million for the same quarter last year. Gross margin for the second quarter was 34.3% compared to 38.9% in the same quarter last year. Adjusted gross margin was 34.3% in the quarter compared to 39.3% in the same quarter last year.

Dorman said the gross margin decline was primarily due to the pass-through of tariff costs to its customers, along with acquisitions completed in the past 12 months, which carry lower gross margins compared to our historical levels, and redundant overhead costs as the result of operating out of two distribution locations in Portland, Tennessee. The company also experienced a negative mix impact in the quarter as growth from its seasonal, lower margin categories outpaced growth from its high-margin categories.

Net income for the second quarter of 2019 was \$21.5 million, or 66 cents per diluted share, compared to \$34.3 million, or \$1.03 per diluted share, in the same quarter last year. Adjusted net income in the second quarter was \$22.2 million, or 68 cents per diluted share, compared to \$36.2 million, or \$1.09 per diluted share, in the same quarter last year.

Dorman Training Center Now Live

Dorman recently unveiled an entirely new online training experience, with only a slightly new name: Dorman Training Center.

This newly redesigned platform builds upon the previously named Dorman University by adding new in-depth training courses to help technicians better understand rapidly evolving automotive technology. It brings Dorman's in-person training events online for learning on your own time and at your own pace.

For a limited promotional period, Dorman has three courses available for free. Over time, Dorman plans to add more premium content, covering a wide range of useful technical topics.

Dorman views this new offering as an extension of its mission to give technicians greater freedom to fix today's vehicles, both through new products and improved professional education.

Member News

October 2019

Vol. 32 Issue 5



King Engine Bearings has announced the appointment of Dan Qualls as national sales manager.

Dan served from 2013-2015 as King's national sales manager and played a significant role in expanding King's distribution network in North America. His proactive approach and close relations with key companies in the automotive aftermarket contributed to King's deeper market penetration and greater sales growth.

Dan brings 25 years of experience in the automotive industry, most recently as vice president of business development at Hastings Manufacturing. He has held key positions in sales management at Total Seal Piston Ring Co. and Silvolite/United Engine Piston Co.

"We are glad to have Dan back at King," said Limor Karpatkin, King vice president of sales and marketing. "We are about to launch a wide range of new products, and Dan is the right person to exploit our sales potential and drive significant growth in the years to come," added Limor.

In his role with King, Dan will provide full sales management of King's aftermarket and racing products for the US and Canadian markets.



Hastings Manufacturing Company has announced the appointment of Marcos Massao Osako as its new Director of Sales for Brazil.

Marcos Osako has worked in the independent aftermarket since 2000. His experience includes Schadek

(Brazil oil and water pump manufacturer), NGK (Japanese spark plug and sensors manufacturer), Federal-Mogul (USA) and most recently Hella (German lighting and electronic manufacturer) where he grew Hella brand and sales as one of the most popular in Brazil.

Marcos shares, "one of the most important things are people. For that reason, my daily work is to create a very good environment in our Company, so everybody goes to the same direction always motivated." He is a university graduate in mechanical engineering and masters post graduate in business administration and marketing. In his new role with Hastings, Marcos will provide full sales and marketing management of Hastings Piston Rings for Brazil.



Engine & Performance Warehouse Inc. (EPWI) has named **SA-Gear** as its 2018 "Vendor Of The Year" at their Awards Dinner during EPWI's annual summer conference in Beaver Creek, Colorado on Thursday, August 8th, 2019.

President and CEO Sal Abdallah, Vice President of Operations (CFO) Magdee Abdallah, and Vice President of Sales and Marketing Steve Tucker were present to accept the award for SA-Gear. The annual Vendor of the Year award is presented to the supplier or manufacturer based on performance scores during the prior year in seven categories. Categories include distribution/sales policies, pricing policies, inventory, returns, labor claims, office support and shipping/packaging.



Left to Right: Paul Van Woensel (EPWI), Sal Abdallah (SA-Gear), Magdee Abdallah (SA-Gear), Steve Tucker (SA-Gear), Luke Van Woensel (EPWI)



Champion Brands has announced that it can formulate and custom package private label products for your brand including mineral, semi-synthetic and full-synthetic engine and motor oils, fuel treatments, brake fluids, hydraulic fluids, automotive additives and chemicals, and more. Our product portfolio is one of the largest in the industry.

Their state-of-the-art chemical lab and talented R&D team can formulate the world's most advanced, engineering-approved fluids that exceed API, ILSAC, ACEA, JASO and other industry and OEM standards plus maximize your business segment growth and experience.

Contact Karl Dedolph at kdedolph@championbrands.com.

Member News

October 2019

Vol. 32 Issue 5

Melling Debuts PCI-Branded New Water Pumps Line

Melling has launched a new product category under its Preferred Components (PCI) brand: PCI Water Pumps. After acquiring Preferred Components Inc. in 2018, the product line has expanded to now include water pumps and water pump kits. According to Melling, the new offering includes mechanical, electrical and auxiliary water pumps, and covers both domestic and import applications.

"The PCI brand positioning as a quality line of timing products within the industry allowed for leveraging the brand, making the water pump program ideal for distributors looking for an alternative supplier," said Jeff Sandt, vice president of aftermarket water pumps.

Sandt added that, in addition to the PCI line of new water pumps, the company plans to launch a Melling-branded water pump that will be made at its OEM facility in Jackson, MI.



Cloyes To Feature New Brand And Product Introductions During AAPEX 2019

"We're in the midst of an exciting period of the nearly 100-year history at Cloyes," said Richard Crotzer, senior vice president of global sales for Cloyes. "With new products, investments in our brand, and stronger selling strategies for our customers, at AAPEX 2019 we will showcase Cloyes' premium market position while enhancing brand and product category awareness."

Cloyes' new branding strategy will be apparent during the three-day show. The branding strategy, which includes the new logo, was developed to communicate the heritage of the company, the quality of its automotive timing products, and its commitment to supporting its customers and the automotive aftermarket, said the company.

In other company news, **Cloyes has regained ownership of the Paris, AR manufacturing plant** that it originally built in 1953. After being acquired by American Axle & Manufacturing in 2017 and then being spun off to Hidden Harbor Capital Partners in 2018, Hidden Harbor Capital immediately started the process of purchasing the Paris plant to continue Cloyes' nearly 100-year-old manufacturing history in the United States.

The 155,000-square-foot plant manufactures highly machined powertrain gears, sprockets and idler assemblies for automotive original equipment manufacturers, the

automotive aftermarket, marine and high-performance applications. The plant's key processes include machining, hobbing and shaping, heat treatment and finishing, and is also home to a quality and metrology laboratory that supports both manufacturing and engineering product development.

"Our team is focused on growing the Cloyes brand and business which is evident with our continued investments in marketing, sales personnel, global expansion, manufacturing and overall operations," said John Bohenic, CEO for Cloyes."



King Debuts New Coatings At SEMA

King Engine Bearings will introduce two new polymer-coated bearing series for extreme load racing applications, and a special polymer-coated series for start/stop engines. Plus, there will be daily drawings for free tickets to an upcoming Monster Jam event.

In addition to showcasing its already popular tri-metal XPC race bearing series, King will introduce the GPC and TFC polymer-coated race bearing series, developed for the most challenging motorsports applications.

According to the company, GPC is a polymer-coated tri-metal silver based alloy designed to handle 17,000 PSI compared to available race materials that peak at 11,000 PSI. King GPC bearings are ideal for ultra high load circle track, off-road and marine race applications. TFC is a bronze based tri-metal construction coated with a unique polymer designed for engines that experience continuous metal-to-metal contact. Its most typical applications are Top-Fuel and Pro Mod drag race engines, MC is a new bi-metal polymer-coated bearing series designed specifically for start/stop and direct injection engines, but also excellent for traditional engines that would benefit from additional seizure resistance.

King's SEMA booth (No. 24933) will feature a daily raffle of a family four pack of tickets to an upcoming Monster Jam event. Winners can choose the event they wish from the list of available events.



MC Dave Monyhan working the crowd!

Member News

October 2019

Vol. 32 Issue 45

Jackson Smith, formerly VP/GM at Grooms Engines is looking for opportunities in the industry. Jackson has a diversified background in the automotive sector and would appreciate being considered for any openings in your company. Briefly:

- Master tech, 70's to mid 80's
- Parts and Service Director for a Ford, Lincoln, Mercury, AMC, Jeep and Isuzu dealership, 2 locations
- Owned an auto parts store, (Parts Plus)
- GM at a reman facility with over 100 employees
- Wrote a SOP and was awarded the contract to refurbish 180 USPS mail delivery vehicles
- Part of a transmission patent with Axiom for the 800ps tranny that was supplied to USPS
- National sales manager with 5 outside guys covering the US including Hawaii, Alaska, Puerto Rico and Guam with 26M annual sales
- VP/GM at Grooms growing sales from 2.5M to over 11M Involved in every job at Grooms from shipping, vendors, inventory, warehousing etc.

Jackson has been consulting on business operations within the reman industry of engines and transmissions.

You can reach him at:

Jackson Smith
C-334-652-1055
email, gjsmith844@gmail.com
He is also on LinkedIn



Texas Fall Nationals

Great day at the races thanks to Mike Ditzel and Hangsterfer's Metalworking Lubricants!



From left: Mike Ditzel, Hangsterfer's; Joe Polich; Matt Polich; Matt Sackman, cylinder head specialist for Antron Brown.

Matt Sackman was our luncheon speaker in San Diego and it was great to see him in action on Antron's top fuel dragster!



If you are attending the PRI Show please come by the VIP Party hosted by AERA, PERA, Engine Professional and Engine Rebuilders Foundation. There will be cocktails and appetizers.

There is no charge to attend, but you must RSVP by December 1st so we have a reasonable head count for planning.

The VIP Reception will be held Friday evening from 5-8pm in Room 231-234 on the second floor of the convention center. See the last page of this newsletter for RSVP details.

**Production Engine
Remanufacturers Association**

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



ENGINE PROFESSIONAL VIP PARTY

JOIN US FOR COCKTAILS AND APPETIZERS
AT THE PRI SHOW!



DECEMBER 12-14, 2019
INDIANAPOLIS, IN • USA

Friday, December 13, 2019 5-8 p.m.

PRI Trade Show, Indiana Convention Center, Room 231-234

Open bar and appetizers. RSVP online:

www.aera.org/party

PLEASE NOTE: You must RSVP by **DECEMBER 1**. (There is no cost to attend.)
RSVP online or contact Karen Tendering @ AERA: call toll-free 888-326-2372 (or 815-526-7600, ext. 202)
or e-mail karen@aera.org. Please pick up your credentials at the PRI show, AERA Booth #5514.

HOSTED BY



engine
professional®



875 FEINBERG COURT, SUITE 106, CARY, IL 60013 • 888-326-2372 or 815-526-7600

www.aera.org  facebook.com/aeraep  twitter.com/aeraep  instagram.com/engineprofessionalmag