

2020 PERA News

January 2020

Vol. 33 Issue 1



**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/>



2019 — A Great Year

A big thank you goes out to everyone who helped make 2019 not just a good year, but a GREAT year. Membership was up dramatically, convention attendance was up, sponsorships were up and a full webinar schedule brought an increase in average registration to over 200.



The efforts of the Program Planning Committee, chaired by Dave Monahan of Goodson Automotive Engine Building Tools & Supplies was instrumental in bringing more attendees to the annual convention in San Diego.

And a really big thank you goes to all those whose sponsorships really made a difference with the webinars, the convention social programs and especially in enhancing the programming with some of the best speakers we've ever had.

Membership Renewals

Dues invoices were sent out in early December for those who wanted to pay in 2019. The official due date is January 31st so if you haven't paid your 2020 dues, please get the invoice processed and your payment in. The sooner I get everyone's payment, the sooner the 2020 membership directory can go to the printer.

Along with the dues invoice, you were sent a directory update form. That is just as important as the dues payment to insure your listing is correct. I sent out your 2019 listing to so you could see if changes needed to be made. Keep in mind that your membership is for the "company" not individuals. You can list as many or as few in the directory as you'd like.

The directory update form also provides you space to add people to the email list without listing them in the directory. This enables others within your company to receive webinar notices, newsletters, convention information and any other special announcements. You can list as many people on the email list as you'd like. There is no additional charge. It's all a part of your membership.

Also, you may not be aware, but you can list subsidiary companies at the greatly reduced rate of \$200. This enables you to list all the company and contact information for any subsidiary. A good example would be ARMEX and ArmaKleen. They are completely separate listings with their own phone numbers and contact people. Take advantage of this discount if you have separate companies that you'd like to list.

Webinars & Member News

January 2020

Vol. 33 Issue 1

Webinars & Sponsorship

11 Webinars for 2020

We have a full webinar schedule for 2020. This series has become very popular and we currently have a waiting list in case of any cancellations.

- January 15: Taylor Friend, Jasper Engines
The 3.6L GM Engine Family
- February 19: Chuck Lynch, MAHLE Aftermarket Inc.
Valve Train Material
- March 18: Ron Sledge, King Engine Bearings
Problem Solver Solutions
(engine failures)
- April 15: Matt Meyer, RMC
Engine Testing & Other Equipment
- May 20: Sunnen Products Company
TBD
- June 17: Randy Neal, CWT Industries
New Developments in Balancing
- July 15: MAHLE Aftermarket
Turbos
- August 19: Charles Barnett, Dura-Bond Bearings
Machining Powdered-Metal Valve
Seats
- September: No webinar due to convention
- October 12: Rottler Manufacturing
TBD
- November 11: Mike Osterhaus, Melling Engine Parts
TBD
- December 9: Dart Machinery
TBD

Registrations for our webinars are averaging over 200 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.

2020 Sponsors:

We have the maximum of eight fantastic sponsors for the 2020 webinar series! A big thank you goes to:

CWT Industries
Dura-Bond Bearing Company
The ERI Group
Hastings Manufacturing Company
King Engine Bearings
Mahle Aftermarket, Inc.
QualCast, LLC
Rottler Manufacturing

For further information, contact:

Joe Polich
joepolich@pera.org
817-243-2646

New Members

We had a total of 11 new members in 2019 and 2020 is off to a great start with 3 new members already. I won't list the full details here since the directory will be coming out soon, but if you want the specifics before it comes out, just drop me an email and I'll provide them to you.

Remanufacturers:

City Motor Supply; Dallas, TX
Dahmer Powertrain Inc., Lee's Summit, MO
MexiMotor; Aguascalientes, AGU, Mexico
Wayne's Engine Rebuilding Inc.; Riverside, CA

Suppliers:

American Valve Center; Miami, FL
Champion Oil; Clinton, MO
Dacomsa S.A. de C.V.; Naucalpanh, Ciudad de Mexico
ElringKlinger AG; Plymouth, MI
Level Seven; Cleveland, OH
RMC Engine Rebuilding Equipment, Inc.; Saginaw, MI
SA Gear; Bedford Park, IL

New for 2020:

Corteco; Milan, OH
*EngineQuest/ EQ Cores & Recycling; North Las Vegas, NV
Enginetech, Inc.; Carrollton, TX

*You can find a full explanation regarding EngineQuest/ EQ Cores & Recycling on page 3.

Remanufacturer vs. Manufacturer

Recently had a question from one of our remanufacturer members asking how do most PER's identify themselves: as a remanufacturer or as a manufacturer. They are interested in hearing your take on the pro's and con's of each designation. Does it help with insurance, freight, taxes or ?????

Send your comments to joepolich@pera.org please. I'll publish the responses in the next newsletter.



As you are probably aware, there is a lot of activity involving tariffs. What you may not know is how many petitions have been filed to modify existing tariffs. Caterpillar has been especially active in this regard asking to remove tariffs on many used parts to bring back into

the U.S. for remanufacturing, but they aren't the only ones. Navistar and Cummins have also made requests. The involved parts are designated as used compression internal combustion engines and components such as crankshafts, cylinder heads, etc. If you'd like a copy of the lists, drop me an email. I'll include the contact info for the Department of Commerce processing these requests.

Member News

January 2020

Vol. 33 Issue 1



Many of you may not know that Larissa Dhanani was successfully treated for Chronic Myelogenous Leukemia in 2011. Every year since her transplant the Dhananis have been putting together a team in the Big Climb in Seattle to raise money for the Leukemia Lymphoma Society to go towards research. Assif says that "last year we had 60 people on the team and raised \$68,000."

"69 flights, 1311 stairs will be climbed by Larissa's Crew (along with 5000 other people) in the Columbia Tower in Seattle on March 22, 2020 and hopefully another \$60,000 will be raised by Larissa's Crew towards the LLS mission to fund blood cancer research and support services for patients and their families. Since 2000, more than 40% of cancer-fighting therapies approved by the FDA were first approved to treat blood cancer patients and many of these therapies are now helping patients with non-blood cancers. Some of the approved therapies are chemotherapy, bone and stem cell transplantation, and more recently immunotherapy."

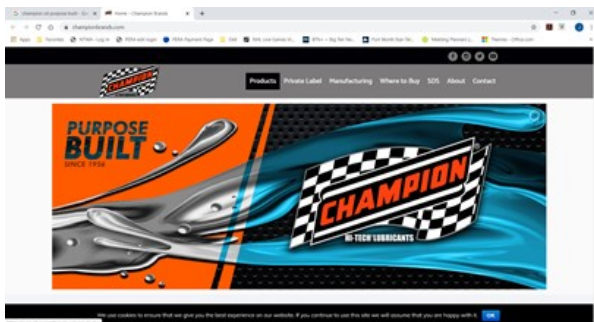
If you'd like to donate to the Dhananis Seattle Big Climb click this link:

[Big Climb 2020: Asiff Dhanani.](#)

If you live in Canada the link is:

[Asiff Dhanani Cda Donations](#)

Asiff and the entire Dhanani family are grateful for all the participation over the years.



Champion Oil Launches a New and More Robust Website

The all new Champion web site now has improved search and link functions for SDS, where to buy, products, data sheets, contact info, private label, wholesale distribution, media center, quality assurance, elite racer, downloads, videos, etc. Easy to navigate. Over 1000 updated product images and 250 pages.

<https://www.championbrands.com/>



A&A Midwest Rebuilders Suppliers Inc Announces Corporate Reorganization

A&A Midwest has reorganized their assets and will be two companies as of December 31, 2019. It was decided that two different companies would be better positioned to take advantage of the changes and opportunities of the future.

As of January 2020, William "Billy" Stolberg will operate A&A Midwest in Chicago and Blue Island IL, as a high-volume, late-model engine and transmission core supplier. In addition to serving large volume remanufacturers, they will continue to supply drive train components for autos, up to class 6 trucks, for worldwide market export.

Scott Stolberg will operate EngineQuest and EQ Cores & Recycling in Las Vegas, NV. EngineQuest will continue to solve remanufacturing problems by making high-quality, new parts to replace items that are not available or cannot be salvaged in the core process. EQ Cores & Recycling will concentrate on providing older cores to remanufacturers and recycling services to auto wreckers throughout the western United States and Canada.

Billy Stolberg said, "As markets and marketing continue to change, there are many opportunities. As two companies it will allow each team to focus on its strengths and grow." Scott Stolberg commented, "With the flattening of the distribution channels we must be able to adjust. We may find ourselves doing things we never thought we would, and this allows us more opportunity to do just that."



DRiV, Inc. has been recognized for multiple awards at the APEX show:

Automotive Communications Award in the Article/Blog/Content Piece category for Fel-Pro's "Four Leaks You Shouldn't Ignore" campaign.

Business-To-Business Awards: for the Fel-Pro "Designed for the Repair Environment" brochure; their "Top Trending Gas-kets" brochure and for "Fel-Pro Tech Tip Article" series.

SCHAEFFLER

Schaeffler really stepped up to the plate at APEX winning the Best of Show award in the Peninsula/Island category and First Place for Best Large Island of 800+ NSF with 2 levels.

Member News

January 2020

Vol. 33 Issue 1



Cloyes Earns Best New Product Award at AAPEX



One of the latest product innovations from Cloyes, its Variable Valve Timing (VVT) Chain Kits, earned the Best New Product Award in the Hard Parts category of the New Product Showcase at AAPEX 2019.

Cloyes VVT Chain Kits offer technicians a complete repair solution for higher mileage vehicles. These kits are designed for the replacement of worn or damaged timing chains, tensioners, sprockets, guides, and VVT actuators, also known as cam phasers. For the popular 3V Ford 4.6-liter and 5.4-liter applications, Cloyes has developed a uniquely designed actuator that is superior to the OE and competitive aftermarket products. Testing against the OE actuator, the Cloyes units exhibited 20 percent less frictional drag and produced 10 percent more torque at the same oil pressure.

Also at APEX, Cloyes was recognized with Business-To-Business awards for their ad campaign "Perfect Timing for 98 Years" directed to the technician/repair audience in the Best Use of Graphic category and for Campaign Graphics for the Article/Blog/Content Piece—Technical.

MAHLE

Not to be outdone at APEX, MAHLE Aftermarket received the Special Promotion and/or Promotional Event award for their "Drive with the Original" technician promotion.

Ted Hughes, Director of Marketing for MAHLE, was recognized by Northwood University for his contributions to "Automotive Aftermarket Management Education."

The University of the Aftermarket presented Automotive Aftermarket Professional (AAP) and Master Automotive Aftermarket Professional (MAAP) credentials to both Lisa Nazoyan and Ted Hughes of MAHLE Aftermarket.

MAHLE Aftermarket has announced that the **integration of BEHR Hella Service (BHS)** is proceeding on schedule and the transition will be completed on January 1, 2020. The transfer enables BHS customers to order the complete catalog of MAHLE Aftermarket components, and will give MAHLE customers access to a broad portfolio of thermal management products for passenger cars and trucks, as well as agricultural vehicles and construction machines. Going forward, products will be offered under the BEHR sales brand and new products will be introduced on an ongoing basis.

The acquisition also enables MAHLE to provide its customers with strategic support for the increasingly

(BEHR integration continued)

important market of e-mobility. Thermal management is a critical requisite for the reliable operation of electrically powered vehicles as it significantly influences efficiency and thus supports CO2 reduction and cleanliness. MAHLE Aftermarket provides the right spare parts, diagnostic systems, training, and repair and maintenance information, boosting its profile as a systems provider.

MAHLE Aftermarket Partners with Grant Brothers Sales to Expand Product Offerings in Canada



MAHLE Aftermarket Inc. has partnered with Grant Brothers Sales Ltd., one of Canada's largest manufacturers' representatives, in an agreement effective January 1, 2020. This collaboration enables MAHLE to provide its broad portfolio of aftermarket solutions to customers across all major Canadian markets, including Vancouver, Winnipeg, Toronto, Montreal, Quebec City and Halifax.

Implemented through an organized program of pull-through selling and in-store merchandising, MAHLE will work closely with the Grant Brothers team of 28 sales and customer service personnel to distribute a diverse range of vehicle technologies including thermal management products, fast and reliable diagnostics and service solutions, as well as spare parts.

"We are excited to be partnering with Grant Brothers to bring our portfolio of innovative products to an important North American market that represents the world's second-largest nation in total area," said Jon Douglas, president, MAHLE Aftermarket North America. "Through their service offerings, Grant Brothers has established and maintained pivotal relationships with key automotive aftermarket vendors across the vast region of Canada and we look forward to working closely with them moving forward to provide customers with a 'full systems approach' that also includes expert support and technical training."

Member News

January 2020

Vol. 33 Issue 1



New Race Series applications guide/catalog

The print version of ACL's Race Series performance bearings applications guide/catalog is now available. The 40 page 2020 brochure contains 27 new engine applications (American, Asian, European) not previously listed. In addition to the traditional dimensional and part numbering data, the guide also describes design, engineering and metallurgical composition of the bearings. For convenience sake, the catalog is 5-hole punched to accommodate catalog racks.

Race Series applications guides are available from ACL Distribution Inc. (800-847-5521) and from ACL sales agents as well as on their newly updated website, acl-raceseries.com.

Bearings and bushings for light duty diesels

ACL used the recent AAPEX event to introduce their new line of engine bearings and rod bushings designed specifically for light duty diesel engines: Ford Powerstroke, GM Duramax, Navistar, Cummins and Caterpillar. Of special interest to engine builders, according to Dennis Fox, ACL's Director of Sales and Marketing, is the fact that the rods and main bearings are fabricated of tri-metal material, an important metallurgical feature for withstanding the dynamic forces of these stout engines. Fox also pointed out that the components have been tested extensively both in the lab and in the field with outstanding results.

For complete information on availability and features, contact ACL at (800-847-5521) or the ACL website at www.aclus.com.

70 years of Engine Bearing manufacture in Australia

2019 marked the 70th year of manufacture of precision engine bearings in the Northern Suburbs of Launceston, Tasmania for ACL. The original plant was constructed by Repco in 1948 and came under the ACL brand when sold in 1986.

Current General Manager Chris Brooks is in his 43rd year with the business, starting as a Marketing Cadet in 1977. "The company has seen its fair share of change, highs and lows over the seventy years, however, has always maintained great resilience and an exceptional name for Quality across the world," Chris said. "We are fortunate to have a long serving and highly skilled workforce. We receive excellent support from our distributors and loyal customers."

"The company of today carries a fine legacy from the over 8,500 employees that have worked for the company across the 70 years. We have a rich and proud history & are well placed to serve our customers well into the future," Chris said.



Mike Myers Joins Reliance

Nivel and Reliance are pleased to announce that Mike Myers has been appointed Executive Vice President of Nivel Heavy Duty.

With over 30 years of experience in the industry, Mike started as a warehouse associate and quickly progressed to positions of greater responsibility. His path eventually led him to become an owner of Howard Enterprises. Mike's successful career has been built through his credibility, dedication and commitment to customer satisfaction. Mike will continue working to ensure that Reliance is accessible and accountable to all our distribution partners.



LKQ Touts 'Promise Of Calibration'

LKQ Corp. has introduced its Promise of Calibration, which states ... "LKQ Corp. warrants that all recycled OEM, reconditioned OEM and KeysIQ parts purchased directly from LKQ and installed on a private passenger vehicle are suitable for the calibration of appropriate ADAS components with properly operating systems."

Alternative replacement parts — along with glass sold by LKQ companies — are now additionally warranted to permit vehicle calibration on any ADAS-equipped car, truck or SUV, according to the company.

Also, LKQ will supplement its Promise of Calibration by including the diagnostic and calibration labor operation. When performed by an LKQ company, such as Elite Electronics or VeTech Automotive Electronics, LKQ stands behind those calibration operations with full indemnification.

The Promise of Calibration is intended to complement the company's Promise of Protection, which was introduced in 2012. The Promise of Protection indemnifies licensed auto repair shops that purchase and install any LKQ recycled OEM, aftermarket or remanufactured product on private passenger vehicles and light trucks.



Rottler Manufacturing has announced the appointment of David Bianchi as General Manager in November. David has a long history in the industry growing up in the business at B&G Machine. David has an Electrical Engineering degree from Gonzaga University and had previously served as a Sales Engineer at Rottler. He was recently President, Engine Solutions at H-E Parts International.

Member News

January 2020

Vol. 33 Issue 1



2020 Marks Goodson Tools & Supplies 75 Year Anniversary

Goodson Tools & Supplies for Engine Builders is celebrating 75 years in the Automotive Aftermarket throughout 2020.

According to Janet Tapp, Goodson Marketing Manager, "As part of the 75th Anniversary celebration we will be taking a look back at how Goodson and the automotive industry have changed since 1945 when Hazen Goodson founded the company."

Tapp added, "The Goodson Gazette Blog will be Anniversary Central throughout 2020 with lots of photos and stories about years gone by."

The blog can be found at <https://goodson.com/blogs/goodson-gazette>.

Scott Biesanz Retires

Scott Biesanz, owner of Goodson Tools & Supplies for Engine Builders has retired effective December 31, 2019.

Scott purchased the company in 1979 from the Winona Tool Company and spent the next 40 years growing Goodson into the company it is today.

A lot has changed in the automotive aftermarket over the years, but one constant has been the leadership of Goodson and its owner, Scott Biesanz. As his parting accomplishment, he has worked with company leadership to create an Employee Stock Ownership Plan, making the employees the owners of the company.



Goodson Tools & Supplies for Engine Builders Is Now Employee Owned

In anticipation of his retirement, Scott Biesanz owner of Goodson Tools and Supplies worked with company leadership to create an Employee Stock Ownership Plan, making the employees the owners of the company. As of January 1, 2020, Goodson is now 100% Employee Owned.

Goodson continues to be committed to the automotive aftermarket and our leadership position within the industry.

Goodson Tools & Supplies for Engine Builders Introduces 2020 Catalog

Goodson Tools & Supplies for Engine Builders has released its 2020 Catalog. This catalog features approximately 5 thousand tools and supplies for engine builders including 8 pages of new products for 2020.

Among the new products featured in the 136 page catalog are:

- Goodson's 1000 pound Pneumatic Valve Spring Compressor featuring 6061/7075 T-6 Aluminum construction
- ♦ CBN Flywheel Grinding Stones in 2 and 3 inch diameters
- A new 36 grit mixed grain flywheel grinding stone that is ideal for high performance applications
- The Big Brute™ Flywheel Grinding Stone with a ¾" thick wall for faster, more aggressive grinding
- The patented Bucket Lifter Grinder Assembly – designed by an engine builder for engine builders
- New, lower-priced PCD inserts for Aluminum and CBN cutter inserts for Cast-Iron and Diesel
- An assortment of Maxxeon® rechargeable LED work and inspection lights including a UV light for leak detection
- Super-Heavy-Duty Double-Fill Cylinder Head Washing Brushes
- An assortment of new Milwaukee-Eight™ Beehive Springs and Dual Racing Springs from Kibblewhite Precision Machining
- A Double Head Plate for machining Milwaukee-Eight™ Heads



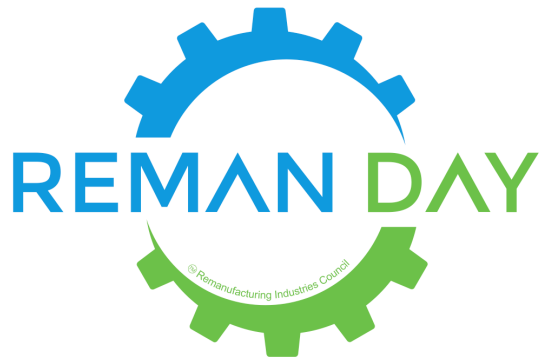
The 2020 Goodson catalog is available online or by request at 1-800-533-8010.



Member News

January 2020

Vol. 33 Issue 1



Reman Day is an annual global event yet is executed at the local level. Remanufacturers host events designed to showcase the economic and environmental benefits of remanufacturing. RemanDay.org provides companies with the opportunity to register their event and have access to planning resources.

It is an opportunity to celebrate the benefits of remanufacturing as well as to take steps toward growing the industry. By hosting an event you can form closer relationships with various stakeholders at your organization, encourage workforce development efforts in your community, and/or educate elected officials about the benefits of remanufacturing.

Visit <https://remanday.org/> for more details on how you and your company can get more involved in this valuable program to enhance public awareness of the value of remanufacturing. Once you register you will have access to publications to help promote your event.

The 3rd annual Reman Day is scheduled for April 9, 2020.

PERA is now an proud member of RIC!



Melton Industries offers remanufacture programs on diesel engines of ALL sizes, covering an extensive list of brands and manufacturers, including: John Deere, Cummins, Caterpillar, Hatz, Isuzu, Yanmar, International, Kohler, Detroit Diesel, Kubota, Lister Petter, Perkins, and many more. Based upon over 65 years of experience and over 60,000 engine overhauls, our high quality remanufacture process is one that has not only been tried and tested, but continuously improved upon. Such experience creates true expertise, and with that expertise, have developed one of the most thorough and advanced remanufacturing processes in the industry.

They specialize in remanufacturing drop-in, fully tested diesel engines and possess the most advanced remanufacturing machinery and tools available on the market, expertly trained and highly experienced technicians who are masters of their specialties, as well as expansive, state-of-the-art remanufacture facilities.



Located in Columbus, NJ since 1949, the Melton Group is now in their fourth generation of family ownership, the same service and industry leading tradition that founded this company can still be guaranteed today. Their history runs thick with experience, integrity, hard work, and a commitment to excellence.

The business was started by Floyd Melton, then passed down through his son John S. to sons Robert J. and John. Robert's two sons Cody and Robert Jr. are now involved in the business.

Melton's has truly been a family business employing brother-in-law Chris Robles and cousin Lori Mlynarski as well as two uncles among others.

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