

2020 PERA News

March 2020

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**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/>



2020 Convention

Well, September is still quite a ways off so it's way to early to start wondering about the effect of the current COVID19 virus will have on it. If it follows the typical flu pattern, it will hopefully go away for the most part as summer goes into full swing.

Speaking of convention, the Program Planning Committee has been working overtime to get the program in place and we should be able to release most, if not all, of the topics by the next newsletter. A "sneak-preview" though has Doug Anderson, yes that Doug Anderson, teaming up with Skip Hartley and Roy Berndt to do a complete analysis of the 2.7L Ford Ecoboost engine. If you haven't seen this engine yet, you're in for a real surprise with it's two piece block—an aluminum lower with a cast iron upper. They are planning to bring components for you to see up close and personal.

Another very technical presentation will be on turbo and fuel injection failure analysis by a real authority on the topic, Greg Arsenault of AMBAC (American Bosch) who knows these components from front to back.

Cass Choate of the Diesel Doctor of TN will give us a break down on the 6.4L GM diesel. Cass not only builds these engines, he manufactures parts to fix existing issues.

There will be more technical presentations than ever and combined with the business issues, this should be another can't miss program!

New Directors

The Board of Directors has appointed two new directors to replace Joel Terry of SBI and Chuck Lynch of MAHLE Aftermarket. Joel passed away suddenly last October and Chuck has returned to AERA Engine Builders Association to direct their technical services. The PERA By-Laws grant the board the authority to fill board vacancies between association meetings and normally scheduled elections.



Limor Karpatkin, Vice President of King Engine Bearings, Inc. has been appointed to fill the term of Chuck Lynch which will run until 2022.

Joe Wright, National Sales Manager—Specialty Markets for Dorman Products will fill the unexpired term of Joel Terry which runs through 2021.



Webinars & Member News

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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: TBD

Registrations for our webinars are averaging over 200 with a high of 411 just set by Ron Sledge of King Engine Bearings! The webinars 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
The ERI Group
Dura-Bond Bearing Company
Hastings Manufacturing Company
King Engine Bearings
Mahle Aftermarket, Inc.
QualCast, LLC
Rottler Manufacturing

For further information, contact:

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Welcome New Member MABBCO MOTORS

MABBCO Motors
1915 West Erwin St.
Tyler, TX 75702
903-597-2441
Bryon Moore, President
Brandon Moore, Vice President



Dorman Releases 146 New Products

Dorman Products is releasing 146 new products this month with innovative solutions that save time and money. Their featured release this month is its new OE FIX flexible fuel line solution, with three SKUs covering an estimated 4.6 million select GMC and Chevrolet pickups. Get specific application coverage, at www.DormanProducts.com.

Other products include 10 new OE FIX loaded knuckles, upgraded heater hose assemblies, frame rail repair kits, an improved throttle body unit for certain General Motors vehicles, and a new exhaust temperature sensor for heavy-duty applications.

In addition, Dorman is introducing more than 30 new drive shafts, 25 new control arms and ball joints assemblies, and dozens of other new replacement parts like heavy-duty air tanks, turbochargers, sun visors and valve covers. In total, with this announcement, Dorman has now released nearly 600 new aftermarket products this year.



Cloyes Releases New Kits

Cloyes has recently expanded its timing chain water pump kit product line. Three new kits are for Nissan, Infiniti and Suzuki 3.5-liter and 4.0-liter V6 engine applications, including 2002 – 2019 350Z, Altima, Equator, G35, Maxima, Murano, Pathfinder, Quest, Xterra and more. These kits provide coverage for 3 million vehicles-in-operation (VIO) in North America.

“The Cloyes engineering and product development team is excited to continue our water pump development program,” said Jason Thompson, VP of engineering and product development for Cloyes. “With water pumps failing more frequently than timing chains, we continue to follow our complete kit strategy and give our customers the opportunity to replace these components concurrently, which can reduce comebacks and additional labor fees for the consumer.”

“While many repair manuals suggest replacing only the water pump or tensioner on these applications, Cloyes always recommends replacing all related components to ensure a trouble-free repair,” added Thompson.

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Champion Oil Announces 2020 Racing Contingency Program

The 2020 Racing Contingency Program is designed to link Champion Racing Motor Oils directly with regional and national racers in most sanctioned racing events in North America.

From dirt tracks to asphalt, from road racing to super speedways, from drifting to drag racing; the program includes series like the All-Star Circuit of Champions (ASCoC), American Sprint Car Series (ASCS), World of Outlaws (WoO), United States Auto Club (USAC) and the International Motor Contest Association (IMCA).

In return for their efforts and commitment, Champion provides contingency cash pay-outs for First Place Wins, and will help to boost awareness with racer results through media channels and by creating testimonials with Champion products.

Racers can apply for the Champion Racing Oil Contingency Program now through June 30th, 2020. <https://www.championbrands.com/racer-contingency/>

MAHLE



MAHLE Aftermarket Inc. is kicking off the new decade with the debut of the first-ever "MAHLE: The Choice of Champions" technician promotion – a unique sweepstakes in which eligible participants have the chance to win their choice of two custom-built vehicles exclusively designed by racing and automotive enthusiast legends Vaughn Gittin Jr. and Casey Currie. The cars, a Vaughn Gittin RTR Spec 5 Mustang and a Casey Currie Custom Jeep, will both feature high performance, high horsepower engines built by the team at Petty's Garage.

The "MAHLE: The Choice of Champions" promotion is scheduled to launch at the end of February. Additional information will be available at www.mahlechampions.com, including entry instructions, official rules, and terms and conditions, once the program begins.



New Florida Panhandle Branch

Jasper Engines and Transmissions opened a new service center in the Florida panhandle to better serve its customers in northern Florida and southern Alabama. It is located at 7770 Sears Boulevard in Pensacola, Florida.



"As we continue to expand our nationwide footprint, improving our availability and customer service is something Jasper is very committed to," said Kevin Powell, director of branch operations for Jasper.

"Our new Pensacola facility will allow us to service most customers in this market with a Jasper truck up to five days a week."

The 10,000-square-foot Pensacola facility will have diesel fuel and air components, gas and diesel engines, transmissions, and differentials in its inventory.

"The growth in the panhandle has exceeded our expectations," said Regional Vice President Richard Olson. "So it is only natural to have a physical location for our great customers."

Jasper Engines and Transmissions currently has 49 branch offices, and two distribution centers, servicing the United States, Canada, and Puerto Rico.



New 2020-21 King Race Application Guide

King Engine Bearings starts the upcoming racing season with a brand new race application guide. It serves as a comprehensive catalog for all of King's racing applications. The new race catalog includes the newest developments from 2019 such as Top Fuel and Pro Mod applications, motorcycle and powersports applications, and more.



It also includes King's latest polymer coated applications for domestic and import engines.

"King is focused on developing new applications every year", says Limor Karparkin, King's vice president of sales, adding that "this year we have expanded to new platforms such as (continued on page 4)

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King (continued from page 3)

Top Fuel and powersports; in both we are presenting new materials and geometry features that don't exist in the market today."

You can download the guide here: http://kingracebearings.com/wp-content/uploads/2020/01/KingRacing_ApplicationGuide_2020-2021_17.pdf



Dorman Products, Inc. has a distinct approach to developing new automotive repair solutions. Its diverse catalog includes more than 80,000 products, covering most areas of the vehicle, with hundreds of new exclusive releases every year. As a result, it's tough to understand the full scope of what Dorman does.

"For years, whenever we would give customers tours of our headquarters, they would be shocked at our expertise and scale," said Kevin Olsen, Dorman's president and CEO. "Almost every single visitor would say the same thing: 'I had no idea you did all this.'"

To showcase its capabilities and creative methods for identifying repair needs, rigorous engineering and manufacturing standards Dorman has created a dynamic, multi-media microsite called the Dorman Virtual Tour. Found at DormanProducts.com/tour, the tour is designed to allow users to explore Dorman's story however they choose. It is filled with videos and interactive multimedia.

Special Offer For New Distributors

Order a mixed pallet of Champion Racing Oil and receive a free display tent during March. Call for details: 660-890-6231



Remanufacturing Industries Council Announces New Officers and Board Members

The Remanufacturing Industries Council, the unified voice for the global reman industry, announced newly elected Officers and two new Board members.

The newly elected Officers include:

Chairman - Vaughn Henson, Director of Business Development, SRC Holdings Corporation

Vice-Chair - Jena Holtberg-Benge, General Manager, John Deere Reman

Secretary - Paul Adamson, Chief Revenue Officer, America's Remanufacturing Company

Treasurer - Michael Schmit, Director, Remanufacturing Technology, GE Healthcare

Immediate Past Chair - John Disharoon, Director, Market Access, Caterpillar Inc.

The newly appointed Chairman of RIC, Vaughn Henson, says "I am extremely honored and excited to take on the role of Chairman for this hardworking and results-driven organization. John served as Chairman of the Board with the utmost integrity, and we are grateful for his guidance and leadership over the years. I intend to pick up where he left off, continuing our membership growth initiatives and promotion of remanufacturing".

New board members, Carl Fletcher, Leader Reman & After-sales Development, Navistar Inc., and Mark Nugent, Senior Director of Strategy & Business Development, BBB Industries, were elected to two-year terms starting February 1, 2020.

Reelected to new terms are Jena Holtberg-Benge, General Manager, John Deere; William Schofield, President, Advanced Electrical & Motor Controls; Michael Schmit, Director, Remanufacturing Technology, GE Healthcare; Paul Adamson, Chief Revenue Officer, America's Remanufacturing Company; Don Olson, Head of Nokia Circular Supply Operations, Nokia.

Henson went on to say, "With a full slate of leadership in place, we plan to continue our work to Advocate, Collaborate and Educate on all things reman. These guiding principles have and will continue to be the cornerstone of our mission."

A complete list of Board members is on the Remanufacturing Industries Council website at www.RemanCouncil.org.

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MAHLE

Driven by performance

John Force Racing has extended its partnership with Team MAHLE.

MAHLE Aftermarket has announced the signing of a multi-year extension of its partnership with John Force Racing. By continuing its partnership with Team MAHLE, John Force Racing teams will receive Clevite Performance Engine Bearings and MAHLE Performance Piston Rings and will be involved in product testing for new product development.

"Our mission is clear at Team MAHLE," says Jon Douglas, president of MAHLE Aftermarket in North America. "We seek perfection and are committed to achieving this by working only with elite racers at the pinnacle of their class. Last year, we celebrated John Force's milestone 150th and 151st career victories, Robert Hight's third Funny Car Championship and a partnership that has spanned decades. We're thrilled to announce this multi-year agreement and wish only the best for John, Robert, Brittany and Austin as they work hard to bring home the championship in 2020."

"We've always had a great partnership in MAHLE Aftermarket, for years now, and this extension helps prove that. MAHLE Aftermarket is committed to a high-level of perfection that we at John Force Racing strive for on an everyday basis. Continuing to grow the relationship we have, MAHLE will help guarantee our success on the race track," said John Force Racing CEO and founder and driver of the PEAK Chevrolet Camaro SS Funny Car John Force. "The future looks bright for John Force Racing and it's partners like MAHLE that allow us to be able to say that."



Jasper Transmissions Used By 27 NASCAR Teams

The Jasper 4-Speed Transmission is being used by 17 team/driver combinations for the 2020 NASCAR Cup Series and 10 team/driver combinations for the 2020 NASCAR Xfinity Series.



Stewart-Haas Racing, with drivers Kevin Harvick, Aric Almirola, Clint Bowyer, and Cole Custer; Joe Gibbs Racing, with drivers Denny Hamlin, Kyle Busch, Martin Truex, Jr., and Erik Jones; Front Row Motorsports, with drivers John Hunter Nemechek, and Michael McDowell; Petty Motorsports, with driver Bubba Wallace; Leavine Family Racing, with driver Christopher Bell; Gaunt Brothers Racing, with driver Daniel Suarez; Go Fas Racing, with driver Corey LaJoie; Germain Racing, with driver Ty Dillon; Premium Motorsports, with driver Brennan Poole; and Carl Long Motorsports, with driver Timmy Hill are all using the Jasper 4-speed transmission in the Cup Series.

In the NASCAR Xfinity Series the teams using Jasper's 4-Speed Transmissions are Joe Gibbs Racing, with drivers Riley Herbst, Brandon Jones and Harrison Burton; Stewart-Haas Racing, with driver Chase Briscoe; Kaulig Racing, with drivers Justin Haley, Ross Chastain, and AJ Allmendinger; and Carl Long Motorsports, with drivers Timmy Hill, Chad Finchum, and a third driver to be determined.

We went into "2020 excited and prepared for the workload," said Jasper manager, Mark Harrah. "Our nine Associates have worked hard over the winter in our state-of-the-art facility to stay on top of our teams' needs and expectations, going into the new race season."



SAV Transportation Group

Reman VS. Manufactured

In regards to the January 2020 PERA newsletter: Speaking from the LTL (less-than-truckload) perspective manufactured vs remanufactured will, in most cases, have an impact on carrier reimbursement in the event of carrier damage to your item.

Truckload shipments are usually handled by contract carriers that have traditional insurance coverage making the distinction between new, remanufactured and used virtually irrelevant. However, LTL carriers are common carriers, not contract carriers. As a whole, common carriers use a weight based limited liability calculation, which is unequivocally different when it comes to cargo claims handling/coverage. (continued on page 7)



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Melling Engine Parts has acquired Performance Springs UK Ltd., based in Blackpool England, announced Melling CEO Mark Melling. Performance started supplying Melling its aftermarket needs from its 20,000-square-foot facility where they specialize in design and manufacturing of springs for the automotive and industrial sectors. Recently,

"We have been so impressed with the product and staff that we decided to buy the company," said Melling. "We plan to bring more innovation and ramp up inventory of our Melling valve spring line with the acquisition."

The new company will be renamed Melling Performance Springs Limited and all management and sales staff are staying with the company. "The acquisition by Melling is a once in a lifetime opportunity," added Amit Devanga, general manager of Melling Performance Springs. "We are creating a global spring company with engineering performance at its core."

Melling added "We are both fortunate and honored to add the Melling name to Performance Springs UK Ltd and look forward to celebrating our 75th anniversary in the automotive business with them next year."



Goodson Tools & Supplies for Engine Builders has added four new Maxxeon® WorkStar® Rechargeable LED Lights to its product line.

Dave Monyhan, a self-proclaimed flashlight fanatic and Goodson Sales Manager said, "It's important to see what you're doing when you're working on an engine and these lights are just the ticket."

The Maxxeon WorkStar 810 Cyclops (DFL-810) creates a round spotlight beam and has three light settings, runs up to 5 hours on a single charge depending on the light setting and has a magnetic base.

The Maxxeon WorkStar 630 Head Lamp (DFL-621) is designed to fit over the head and can be worn over a hardhat. The complete unit includes 2 Lithium-ion batteries, an extension cable, hardhat clips, 100-240 VAC and 50/60 Hz power supply with USB port. The light has three settings and will work up to 8 hours on a charge, depending on the power level.

Two Pen/Inspection Lights were also added – the UV light (DFL-364) and the standard light (EFL-360). Both lights include a USB charger and will run up to 2 hours, depending on conditions. Both are drop tested to 6 feet.

2020 Membership Directory



Well, the 2020 membership directory has been printed and is on its way to me for distribution as we "speak." The mailing labels have been printed and affixed to the envelopes and order forms for extra directories are ready to go.

However, due to the current situation with Covid19, I'm not sure if the post office will be in a position to run the postage to get them into the system to get them to you. I used to be able to buy stamps based on the weight of the directories, but last year the postal service switched to "zone" pricing so each piece has to be metered. This

is what is creating the uncertainty of when they'll be mailed.

A few notes you should be aware of once they are mailed: two (2) directories are mailed to the dues contact for your company. If you're not sure who that person is, contact me and I'll let you know. The directors will receive a separate copy from the ones mailed to their company as will past presidents. If you have directors and/or past presidents in your company, grabbing one of the two sent to the company won't keep them from getting a copy but might upset someone else so keep in mind that extra copies can be purchased for \$20 each which includes postage.



Dana Incorporated's aftermarket group will sponsor the popular "Horsepower Wars" television show in 2020 with their Victor Reinz brand. It will also be featured on this year's edition of the competitive car build and racing competition, entitled the "\$10K Drag Shootout 3: No Prep Edition."

"Horsepower Wars' is an ideal way to showcase the quality and durability of Spicer and Victor Reinz products," said Bill Nunnery, senior director of Dana's aftermarket sales, customer service and marketing. "The contestants in 'Horsepower Wars,' as well as the viewers, are true auto enthusiasts who are passionate about their vehicles. This audience will appreciate the value that Victor Reinz branded products bring to our customers."

"For the "\$10K Drag Shootout 3: No Prep Edition" series, four teams will be given \$10,000 to buy a vehicle and modify it. The teams will have 10 days to build the car, including dyno testing time, and then they will race on a non-prepped racing surface.

More than 10 million viewers have watched "Horsepower Wars" since its launch in 2018. A multi-platform show, "Horsepower Wars" is available on SpeedVideo, YouTube and Facebook. It is also featured and promoted by a number of car enthusiast publications and websites.

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LTL carrier claim departments are trained and experienced enough to spot situations where one of the numerous liability disclaimers found in their rules tariff is applicable. Each carriers' rules tariff varies, but among the many topics covered nearly all speak to used items directly and at least indirectly, remanufactured items. In short, limited liability often results in partial value protection regardless of your industry, but "remanufactured" items are substantially reduced, usually to 10 cents per pound. With a typical remanufactured engine around \$6-10 per pound retail, that's one penny on the dollar!

Would removing the remanufactured language from your company name, website, shipping documents solve this problem? It's fair to say it would not solve it, but could mitigate it, especially by doing the less painful process of simply cleaning up the shipping documents and commercial invoices. Overall, LTL carrier damage ratios are low so damage is infrequent. But, it'll be hard to forget that penny on the dollar when it happens.

How else can this be combatted? Negotiating higher liability limits with carriers can be done, but the tradeoff will surely be at least slightly higher freight rates and the higher limits will still likely be far below the value of the loss. Full value insurance options are available. Pricing with carriers might include a deductible and may not always be the best on this vs. 3PL options that are offering insurance options in much higher volumes. Either way, cost of coverage can be passed on to the buyer whereas cost of claims is nearly always absorbed by the shipper.

If you have questions or comments feel free to reach out.

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Goodson Tools & Supplies for Engine Builders is set to host an AERA Tech & Skills Conference at its Winona location on August 11, 2020. According to Dave Monyhan, Goodson Sales Manager, "2020 is Goodson's 75th Anniversary and we couldn't think of a better way to celebrate and give back to the automotive industry than to host this technical event."



"Plans are still being ironed out," Monyhan continued, "but we already have a stellar line-up. Keith Jones from Total Seal will be talking about piston rings. Sunnen, our co-host for the event, will also have a presentation on cylinder honing. Of course, as we get more details, we'll keep everyone informed."

A special event planned for this day is a technical seminar by NHRA Top Fuel Amalie Motor Oil Team Owner and Driver, Terry McMillen and his team on the workings of a Top Fuel Dragster. Monyhan added, "I'm excited about this because we'll have Terry's dragster here and he's planning to fire it up and give it a couple of whop-whops."



For more information about the Goodson/Sunnen AERA Tech & Skills Conference, contact Goodson at 1-800-533-8010 or visit www.goodson.com.

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