

# 2023 PERA News

February 2023

Vol. 36 Issue 1



**Join us in 2023 in Houston, TX  
September 20-22  
Omni Hotel & Resort Galleria**



The Four-Diamond Omni Houston Hotel is welcoming guests after undergoing a \$30 million renovation that elevates the guest experience. Located in prestigious Uptown, near the Houston Galleria Mall, and situated in a park-like setting, this luxurious hotel offers all the comforts and amenities of a resort with the convenience of an urban setting. You will find it hard to believe that you are in the heart of the city of Houston.

[www.omnihotels.com/hotels/houston](http://www.omnihotels.com/hotels/houston)



## Membership Dues & the 2023 Directory

Dues are in and the directory is off to the printer. You should receive your copies before mid-March. All members receive two copies which are sent to the attention of your dues contact. If you're not sure who that is, contact me and I'll let you know. Additional copies will be available for purchase - \$20.00 each including postage.

Thank all of you for your continued support and please take time to review the member ads which are important in offsetting printing and postage and other PERA expenses. We can't do this without all of your support!

## Omni Free Nights Winner

10 PERA members registered for their rooms at the Omni Hotel—Galleria for the 2023 annual convention. Their names were entered in an online random name generator and the winner is **John Lormin of Ajax Tocco Magnathermic**. John will receive two free nights, including taxes, at the group rate for a standard room. Congratulations John!



## New Member

Athena-SCE, Inc.  
424 Williams Springs Rd.  
Mt. Pleasant, TN 38474-4038  
931.263.7886  
800.427.5380

[www.scegaskets.com](http://www.scegaskets.com)

Aaron Hunter, President [aaronh@athena-sce.com](mailto:aaronh@athena-sce.com)  
Karl Reiter, OE Sales Engineering [karlr@athena-sce.com](mailto:karlr@athena-sce.com)

Products: Gaskets, seals, thermal insulation, sound insulation and light stamping and forming.

# Webinars & Member News

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## 2023 Webinars & Sponsorship

### 10 Webinars for 2023

- January 18: Cass Choate, Choate Engineering Performance, The Daunting Dilemmas of the DuraMax Engine
- February 15: Doug Anderson, Dissecting The 3.6L Pentastar Engine
- March 15: Lake Speed, Jr., Total Seal. Surface Finish Matters to Engine Performance
- April 19: Ben Strader, EFI University, EFI and Drivability
- May 17: Race Winning Brands, Selecting The Right Piston For Your Application?
- June 21: Race Winning Brands, Selecting The Right Valve Is Critical To The Success Of Your Engine Build
- July 19: Dan Begle, MAHLE Aftermarket, Shake, Rattle & Roll of Cranks and Bearings (Assist by Randy Neal of CWT Industries)
- August 16: Ajax Tocco Magnethermic; How Can Induction Heating Improve Your Processes?
- September: None—convention month
- October 18: Brian Messenger & Kipp Karrip, MAHLE Aftermarket, What Does Swapping Parts In Your Build Do To Drivability?
- November 15: Randy Neal, CWT Industries  
TBD
- December ?: Open

### 2023 Sponsors:

All eight fantastic sponsors have returned for the 2023 webinar series! A big thank you goes to:

Corteco  
CWT Industries  
The ERI Group  
King Engine Bearings  
Mahle Aftermarket, Inc.  
QualCast, LLC  
Rottler Manufacturing  
S.B. International

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



### Dorman Adds 400 New Products

Dorman continues their leading role in providing new products for the aftermarket to fix problems and make repairs easier for engine builders and technicians. This follows a robust 2022 with the addition of 4000 new parts.

Among the new products are valve cover PVC assembly part number 264-927 for Audi 2010-07, Volkswagen 2018-06 and flexible stainless steel braided fuel lines.

Other new releases include:

Two more additions to Dorman's comprehensive array of components and accessories for turbochargers. The Dorman catalog already includes hundreds of turbo-related parts covering millions of repair opportunities. A new turbo air intercooler (918-550) and boost pressure relief valve (667-515), engineered to fit a total of roughly 3.5 million popular Ford and Lincoln vehicles, are being introduced in February.

An aftermarket-first diesel fuel injector return hose (904-951) designed to directly replace the original return line on more than 500,000 2010-2016 Chevrolet and GMC vehicles.

And a new direct-replacement variable oil pump solenoid (926-238) designed to match the fit and function of the original equipment solenoid that tends to clog and malfunction on 1.7 million Cadillac, Buick, Chevrolet, and GMC vehicles.

For a complete list of new releases visit:

[www.dormanproducts.com](http://www.dormanproducts.com).



### DRiV Expands New Product Coverage

DRiV has announced plans to increase coverage across its entire portfolio during 2023 introducing over 1,400 new part numbers that will provide millions of additional repair occasions across six of its leading brands, including Wagner, Rancho, Fel-Pro, Monroe, Moog and Walker.

"For all our brands, our product engineers are constantly looking to develop, test, and implement new products to provide all our customers with the best options for their shops and repair bays," said Bruce Ronning, senior vice president, sales and commercial operations and Americas Aftermarket, DRiV.

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*(DRiV, Inc. continued)*

“Through a rapid expansion of these product offerings, our goal is to lead the industry with the most comprehensive coverage across our brands so that shop owners and technicians will have a better selection of parts to provide to their own customers for a complete service repair – all backed by DRiV quality and consistency.”

For more information, visit <https://www.driv.com/brands-products>.



## Dana Inc. Recognized as a Top Employer 2023

This prestigious award by the Top Employers Institute recognizes excellence in people practices with a particular emphasis on exceptional human resources programs – including diversity and inclusion, work environment, talent acquisition, learning and well-being.

Dana's operations in Belgium, China, Germany, Hungary, India, Italy, Lithuania, the Netherlands, Sweden, Switzerland, the United Kingdom and the United States were recognized as being a Top Employer for creating an empowering environment. The company's operations in México were separately honored by Great Places to Work. In total, these countries represent more than 80 percent of the company's employees and sales.

“Dana is a company founded on strong values that place our people at the heart of everything we do,” said Maureen Pittenger, senior vice president and chief human resources officer for Dana. “Earning top employer awards across so many different countries is a true testament to a culture of collaboration and inclusivity. At Dana, we value others, inspire innovation, grow responsibly, and win together. These values spotlight our passion and center our actions around a common vision of powering innovation to move our world.”



LKQ Corp. and Uni-Select have entered into a definitive agreement for LKQ to acquire all of Uni-Select's issued and outstanding shares for C\$48.00 per share in cash, representing a total enterprise value of approximately C\$2.8 billion.

Uni-Select is a leader in the distribution of automotive refinish and industrial coatings and related products in North America and in the U.K.

Car Parts segment. With more than 5,200 employees, 15 distribution centers and more than 400 branches, Uni-Select supports more than 70,000 customers annually across the United States, Canada, and the U.K.

“This acquisition further enhances LKQ's global automotive vehicle parts distribution business,” stated Dominick Zarccone, president and CEO of LKQ. “Uni-Select's North American automotive refinish paint and mechanical parts distribution operations complement LKQ's existing footprint and will allow us to distribute a broader array of products to our customers. We look forward to welcoming Uni-Select's employees to the LKQ team. Importantly, we believe that our combined efforts will create tremendous long-term value for our customers, shareholders, employees, and other stakeholders as we continue to focus on our operational excellence initiatives.”



## Engine Pro Honors S.A. Gear with Performance Award

Engine Parts Group, Inc./Engine Pro announced it recently honored automotive aftermarket supplier S.A. Gear with a Fulfillment and Accuracy Award. The announcement was made at Engine Pro's annual supplier meeting held in Grapevine, TX.

The performance award was presented to S.A. Gear for achieving excellent order fill rates and on-time delivery and superior order accuracy, according to Engine Pro.

The timing products manufacturer has been able to maintain high order fill rates during a time of supply chain disruptions by modifying its business model at an early stage, said S.A. Gear President and CEO, Sal Abdallah, who noted that being a U.S. manufacturer has helped the company avoid



many of the supply chain issues other suppliers face.  
From left: Steve Tucker, Vice President of Sales; Salah Abdallah, President; Jesse Jones, EPG President and Magdee Abdallah, Vice President of Operations.



## Reman Supporting Reman

PERA has been a member of RIC, the Remanufacturing Industries Council ([remancouncil.org](http://remancouncil.org)), for a number of years now. Just who or what is the RIC? The RIC is dedicated to supporting the advancement of the remanufacturing industry by fostering cooperation among remanufacturing industries in areas of common interest, promote the use of remanufactured products, and increase public awareness of the contributions remanufacturing provides to the economy and the environment. Notice that engines and automotive are not cited once. This is because RIC is all-inclusive of all remanufacturing segments from engines, transmissions, toner and ink cartridges, hospital equipment, electronics, office equipment and many, many more.

I'd like to talk about one segment in particular, toner and ink cartridges. I have personally shied away from reman toner cartridges for the simple reason that I use so little of it and the horror stories I've heard over the years about your printer no longer working due to a non-OEM cartridge.

After a recent rotten experience with HP's tech and sales departments over my older laser printer I decided to talk to Tricia Judge, Executive Director of the International Imaging Technology Council, another member of RIC. She explained that many of my concerns have been addressed by her members through their ability to reprogram the chips in cartridges and the processes they use. OEM manufacturers use these chips to prevent you from replacing the OEM cartridge with a reman unit. Research shows that over 90% of toner and ink cartridges are reused because there are huge cost savings with reman cartridges. As an example, with my printer, a high yield black toner cartridge retails at Staples for \$126.89 while their reman product retails at \$38.80. There are similar savings on my color cartridges - \$393.89 for a 3-pack of new color cartridges vs. \$115.20 for the 3-pack of color reman product.

Like with engines, cartridges can have several different designations: OEM; Generic or compatible; and Reman. There can also be subcategories like refilled. Quality of the toner and ink can also vary so you need to do your homework to be sure you're getting a quality product. Like your engines, reman cartridges can improve the product by fixing issues the OE product may have.

Tricia Judge says that some of her members use reprogrammable chips from reputable suppliers that the industry knows and trusts. This allows them to quickly correct inventory on hand and have replacements when an OEM firmware update prevents the cartridges from performing at 100% efficiency.

Firmware updates is one of the most common reasons reman cartridges can shut down your printer. One method you can use to prevent printer downtime due to firmware updates is to simply turn off auto-updates on your printer and decline firmware updates as they are offered to you. The other is to source reman cartridges from a remanufacturer capable of reprogramming the chips they use to work with your printer.

Some cartridge remanufacturers have search tables on their websites that will let you determine if your printer has known issues with their reman cartridges and whether they have a solution.

It only makes sense to me that we, PERA, should support other remanufacturers in other segments of the remanufacturing industry. It's taken me some time to take this step with toner cartridges and I'd like to encourage you to take time to evaluate this alternative in light of supporting remanufacturing as well as the cost savings with no loss of quality.

For further information on the RIC you can visit their website at [www.remancouncil.org](http://www.remancouncil.org). You might want to consider joining RIC to support all remanufacturing along with other members such as SRC.

**Production Engine  
Remanufacturers Association**

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

