

2023 PERA News

August 2023

Vol. 36 Issue 4



**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

Room Reservation Link:

<https://www.omnihotels.com/hotels/houston/meetings/pera-2023-09182023>



Convention

We'll be in Houston in just a few short weeks and the turnout is outstanding. We've already set a record for business registration exceeding San Diego by 10%. I believe the strength of the program by the Program Planning Committee has paid dividends! Thank all of you for your support.

Elections

As always, convention brings the election of new directors which means we have to say goodbye to a few who have served faithfully for the past three years. Leaving the Board this year will be:

Devereaux Jones, Devereaux Jones Company; Eads, TN; Manufacturer's Rep
Adrian Long, QualCast LLC; Nashville, TN; Manufacturer
Fay Owings, Titan Engines; Ocala, FL; Remanufacturer

The slate for 2023 will be:
Cass Choate, Choate Engineering Performance; Bolivar, TN; Remanufacturer
Randy Neal, CWT Industries; Peachtree Corners, GA; Manufacturer
Troy Hudson, Larry Haswell & Associates; North Richland Hills, TX; Manufacturer's Rep.

The slate will be presented to the convention on Thursday morning, September 21st.


VisitPITTSBURGH
September 25-27, 2024

We're in the process of finalizing the 2024 convention in Pittsburgh, PA. If you haven't been to Pittsburgh in a while you need to know that it has reinvented itself from "steel town" to a high-tech city.

Carnegie Mellon University is one of the country's leaders in robotics and AI. It is known for its advances in research and new fields of study, notably being home to many firsts in computer science (including the first computer science, machine learning, and robotics departments), pioneering the field of management science. We will be leveraging these fields of study to build our program and include the advanced 3D printing being developed there.

If you love art, culture and learning, Pittsburgh is a great place to explore. With their wide range of museums and galleries, there are endless must-do items to add to your agenda including the Andy Warhol Museum.

Known for its three rivers, the best way to enjoy a spectacular panorama of Pittsburgh and its three rivers is to ride to the Duquesne Incline, a 146-year-old Incline car to see what *USA Today Weekend Magazine* calls one of the "10 most beautiful views in America".

Mark your calendars now. This is a must see destination!

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: Cancelled
- May 17: Cancelled
- June 21: Dana Incorporated - Victor Reinz Gaskets
Reinzosil—What is it and how can it help in your shop?
- 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: Kipp Karris
MAHLE Aftermarket
Low Speed Pre-Ignition
- 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:
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Elgin will be at the Holley LS Fest East to award camshafts to the 3S Challenge winners.

SCHAEFFLER

Schaeffler Recognized as 2023 Automotive News PACE Award Finalist

Schaeffler has been named a 2023 Automotive News PACE Award Finalist for its eRocker System. The electromechanical valve deactivation technology is one of 34 automotive innovations recently named a finalist in the annual competition that identifies and celebrates the latest game-changing innovations from the plant floor to the product to the showroom floor.

The Schaeffler eRocker System – the first of its kind on the market – is an electromechanical valve system used to deactivate the exhaust valves of the engine. The system consists of three main components: a dual-pin electromagnetic actuator; two slider bars; and either eight (4-cylinder) or 12 (six-cylinder) switchable roller finger followers. The system is currently in production with a major global automaker on both a six-cylinder and four-cylinder gasoline engine.

For full details visit [Schaeffler Recognized as 2023 Automotive News PACE Award Finalist | Press Releases | Schaeffler Group USA Inc.](#)



Member News

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Dorman Reports 2nd Quarter Results

Dorman reported second quarter 2023 net sales of \$480.6 million, up 15% compared to net sales of \$417.4 million in the second quarter of 2022. The sales growth was primarily driven by the addition of SuperATV, along with price increases to offset inflation and the introduction of new products to the market. Net sales growth excluding acquisitions was 1% compared to the second quarter of 2022, and 16% compared to the second quarter of 2021, according to the company.

Gross profit was \$163.5 million in the second quarter of 2023, or 34.0% of net sales, compared to \$141.5 million, or 33.9% of net sales, for the same quarter last year, Dorman says. Adjusted gross margin was 35.1% in the second quarter of 2023 compared to 34.0% in the same quarter last year. The 110-basis-point increase in adjusted gross margin is primarily due to the recognition of sales of lower-cost inventory, price increases and the addition of Super-ATV, which has a higher gross margin percentage than the Company average. In addition, adjusted gross margin* increased 270 basis points compared to the first quarter of 2023.*

Net income for the second quarter of 2023 was \$32.8 million, or \$1.04 per diluted share, compared to \$37.9 million, or \$1.20 per diluted share, in the prior-year quarter. Adjusted net income in the second quarter of 2023 was \$31.9 million, or \$1.01 per diluted share, compared to \$40.6 million, or \$1.29 per diluted share, in the prior-year quarter.

"We reported another solid quarter due to the continuous dedication and hard work of our Contributors. Overall, the quarter played out largely as expected," said Kevin Olsen, Dorman's president and chief executive officer. "

"We were pleased with net sales performance, recognizing that we were up against strong prior year comparables. During the first half of 2022, we believe we benefited from customers restocking their inventories as global supply chains rebounded from the impact of the global pandemic. As a result, our shipments outpaced customer point-of-sale over that time frame. Year-to-date, end-user demand for our products has remained strong as our customer point-of-sale growth was estimated to be in the low double digits, and we expect this demand profile to continue throughout the balance of 2023."

For additional financial report details, visit www.dormanproducts.com.



LKQ Donates \$50K to TechForce Foundation

With a concern over the technician shortage, LKQ says it wants to be part of the solution and through its LKQ Community Foundation has donated \$50,000 to the TechForce Foundation. This strategic partnership will support students pursuing a technical education and career as a professional transportation technician.

With a concern over the seriousness of the automotive and collision technician shortage, LKQ says it wants to be part of the solution. Currently there are 5 jobs available for every student graduating tech school.

"LKQ knows the importance of skilled technicians; they are the backbone of the automotive and collision industries," says Justin Jude, president of LKQ North America-Wholesale. "Part of LKQ's mission is to build strong partnerships in the communities in which we operate, and we are proud to partner with TechForce, a leading nonprofit committed to helping young people discover and successfully pursue the technician career."



QualCast, LLC Welcomes New Business Development Manager

QualCast, LLC has announced the appointment of Kimberley Douglas as Business Development Manager. Kimberley will help lead business growth and marketing strategies promoting QualCast's commitment to being the best global distributor of aftermarket engine components.

Kimberley will be based in Nashville, TN, as she is a native to Nashville and a Cumberland University alumnae. She brings over 15 years of global distribution, logistics operations and transportation account management experience to QualCast. She excels in cultivating successful customer relationships and is looking forward to using her experience to build future business partners and provide exemplary service to the automotive industry.



Come to Houston to meet Kim!

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The E.R.I. Group is pleased to announce this year's winners of the RICHARD MILLER EDUCATION AWARD. The award to provide financial assistance and encouragement to individuals who wish to further their education or training, has been presented to applicants from E.R.I. member companies for over 20 years.

Ms. Halle Dyck, Ms. Molly Rideout, Ms. Kayla Bird, Mr. Nicholas Stewart, and Ms. Madisyn Thurley were each presented with a \$1,000 cheque to help further their education. We congratulate each of them on their success and wish them well in their chosen vocations.

Halle Dyck of East St. Paul, Manitoba is attending her 5th year of a five-year program from the Price Faculty of Engineering at the University of Manitoba. Halle is hoping to make a career in civil engineering.

Molly Rideout of Sussex, New Brunswick is attending her first year of studies in the Hairstyling Program at the Majestany Institute. Molly hopes to achieve her ultimate goal of becoming a Hairstylist.

Kayla Bird of Burtt's Corner, New Brunswick is attending her 2nd year of a two year program in Business Administration/Accounting at New Brunswick Community College. With completion of this program, Kayla hopes to one day own her own business.

Nicholas Stewart of Halifax, Nova Scotia is entering his 4th and final year of a four year Urban Design and Planning program at Dalhousie University. After completing the Architectural Drafting program at NSCC, Nicholas hopes to complete his year with honours and will be ready to make a positive impact in shaping our cities to become more sustainable and everlasting through strong design and planning.

Madisyn Thurley of Holland Landing, Ontario is attending her first year of studies of a 6-year program in Business Administration/Concurrent Education. Madisyn hopes to achieve her ultimate goal of becoming a teacher not only to impart knowledge, but also ensure growth and success in every student she teaches.

The E.R.I. Group and the Richard Miller Scholarship Selection Committee are very pleased to be able to help recognize deserving individual members of the E.R.I. family who are motivated to improve their potential for personal fulfillment and make a meaningful contribution to society.

For further information on this program and other ERI programs, contact The ERI Group at 800.387.4567 or at www.theerigroup.com.



King Bearings Introduces Stacey Stone As Technical Sales Specialist

King Engine Bearings, is delighted to announce the addition of Stacey Stone to its team. As a technical sales specialist, Stacey will handle sales support, customer training, and business development.

Stacey brings a wealth of experience and expertise in the powertrain industry, specifically focused on engine parts. With over two decades of involvement in the automotive aftermarket, including nearly 20 years of experience in piston technical sales, his deep understanding of engine-related technology and passion for motorsports make him an invaluable asset.



"We are thrilled to welcome Stacey Stone as a key member of our sales team," stated Limor Karpatkin, VP of Sales at King Engine Bearings. "Stacey's extensive background in internal engine parts aligns perfectly with our commitment to delivering innovative and reliable solutions to our customers."

Stacey will play a pivotal role in driving the technical aspects of King Engine Bearings said Limor. "This encompasses providing exceptional support to our valued customers, delivering top-notch training programs, and fostering strategic business partnerships that will further solidify King's market position."

"I am excited to be a part of the King Bearings family and to contribute to its continued success," commented Stacey Stone. "The opportunity to lead the technical front at the USA branch is a true honor, and I eagerly anticipate leveraging my expertise to deliver outstanding results."

Stacey Stone's appointment signifies King Engine Bearings' ongoing dedication to innovation, technical excellence, and customer satisfaction. His addition to the team promises to reinforce King Bearings' position as a global leader in engine bearings and related components.

For more information on King Engine Bearings, visit www.kingbearings.com.

Meet Stacey in Houston!

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silver seal

NEW

GM 6.2L LT GEN V BLUE TOP BEEHIVE VALVE SPRINGS



Spring Diameter Bottom (in.): 1.270
Spring Diameter Top (in.): 1.065
Spring I.D. Bottom (in.): 0.850
Spring I.D. Top (in.): 0.650

Load (lbs.) @ Installed Height (in.): 95 @ 1.870
Open Load (lbs.) @ Open Height (in.): 300 @ 1.330
Coil Bind (in.): 1.280

Note: Set of 16

Part No. LT1120-16 OEM No. 12691120

Note: Please verify that your year, make, and model are compatible with the product above.



800-521-2936

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Dorman Releases Almost 400 New Parts in July

Dorman Products, Inc. is launching almost 400 new motor vehicle parts this month, representing millions of new sales opportunities* for automotive parts distributors, retailers, and repair shops, according to the company.

Dorman says this month's new releases feature a patent-pending Dorman OE FIX engine coolant thermostat housing assembly. The original coolant thermostat housing assembly on certain Chrysler, Jeep, Ram, Dodge, and Volkswagen vehicles is made from plastic that becomes brittle over time, eventually leading to cracks. In addition, overtightening the bleeder valve can cause fluid leaks that can damage the cooling system. The new housing assembly is manufactured from corrosion-resistant aluminum to provide increased cooling system protection, and features design upgrades that optimize coolant flow and heat transfer, Dorman says.

This is just one of Dorman's new product releases this month, which the company says include replacement components and assemblies for passenger and commercial vehicles of every type and powertrain.

To sign up to receive all of Dorman's new product announcements directly every month, visit DormanProducts.com/signup.

To learn more about Dorman, take the Dorman Virtual Tour at DormanProducts.com/tour.

Welcome new members:

DieselCore

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<https://dieseldcore.com>

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