



DRIVE LINE

News and Updates From Jasper Engines & Transmissions

October 2008

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Be Car Care Aware™

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Remanufacturing IS Recycling!

Have you considered how your decision to make a major repair to your vehicle affects our environment?

We have researched how much energy JASPER utilizes in the remanufacturing process and compared it with the information from the Argonne National Lab, a research center for the U.S. Department of Energy. By averaging the curb weight of three vehicles: a Mercedes Benz W126, a Hummer H2 and a Toyota Prius, a determination was made on the average amount of energy required in manufacturing vehicles.

Energy usage at JASPER, per drivetrain component, was figured and on average, only 1% of the energy was consumed in remanufacturing a drivetrain component in comparison to manufacturing the entire vehicle. In tangible terms, that is an energy savings of nearly six tons of coal, or 24 barrels of crude oil. Rather than replacing their vehicles, our customers, by purchasing JASPER remanufactured products, saved enough energy in 2007 to power an estimated 598,065 households, or every residence in a city the size of Washington, D.C., for an entire year!

In a still cited 1981 Massachusetts Institute of Technology study on remanufacturing automotive components, it was approximated that 85% of the energy exhausted in the original product was preserved in the remanufactured product. Instead of wasting energy in the replacement of raw materials, JASPER cleans and remanufactures the original castings to the specifications of the original equipment

manufacturer. In another study, at the Fraunhofer Institute in Stuttgart, Germany, it was estimated that annual energy savings by remanufacturing, worldwide, is equivalent to the electricity generated by five nuclear power plants or 10,744,000 barrels of crude oil - enough to fill 233 oil tankers. By purchasing a remanufactured product, everyone can benefit from the conservation of our natural resources.

In addition to the benefits of remanufacturing, the following are a few things JASPER is doing to protect the environment:

- JASPER has implemented bioremediation as a means to clean the water used throughout our remanufacturing process. This process allows an enzyme to break down contaminants into a form which microbes can consume. By using microbes, we can naturally transform hydrocarbons (oil, fuel and solvents) into carbon dioxide and water.
- JASPER has numerous dust collectors in place, removing particulate matter to a microscopic level (2.5 microns) with a 99.9% efficiency rating.
- Ozone depletion vapors have been reduced 77% by changing our cleaning processes. Coal slag or Armex (baking soda) blasting agents have taken the place of many solvents used by our company during the core cleaning process.

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Waterway Houseboats

Waterway Houseboats on Mara Lake near Sicamous, British Columbia, Canada, celebrates its 40th year of operation in 2008. Waterway manufactures and rents high-quality vacation houseboats ranging in size from 40 to 94 feet, that can comfortably sleep from 10 to 30 people.

The Vinje family developed Waterway from a very modest size in 1968. The company was originally located on the channel to Shuswap Lake within the city of Sicamous. 40 years later, the company remains a family-owned business with a new location at #10 Mervyn Street on Mara Lake, just south of Sicamous.

Waterway has grown from 57 houseboats in 2001 to 78 in 2008. The size of the boats has increased quite substantially over the years, allowing for larger groups to enjoy Waterway's services.

The size of Waterway's current facility is small and houseboats are regularly serviced on the dock, in the water. Boats are pulled out for more extensive work and sent to the builder's facility for any major repairs or retrofittings.

During their peak season, Waterway Houseboats will employ over 100 people, including their manufacturing division. Currently, Waterway has four certified technicians and two apprentices. The company encourages their technicians to further their education, and will

pay a portion of the cost and help with accommodation and travel expenses, depending on the course taken. A technician's wages may also increase upon a successful course completion.

Waterway Houseboats has been a JASPER installer of marine engines and stern drives for the past two years.

"JASPER has provided us with excellent service," says Neil Miller, Waterway's Chief Executive Officer. "We find the quality of the products to be exceptional and the warranty is excellent. We are hard pressed to match the costs, in terms of parts and labor, to do this work ourselves and buying from JASPER frees up our valuable mechanic's time to get more work done for our fleet."

Waterway Houseboats offers their guests the opportunity to enjoy one of Canada's premiere chain of lakes, while being mobile in first-class floating accommodations.

Waterway is in the process of developing a larger state-of-the-art marina, while at the same time, focusing on retaining their reputation as "Canada's Best Houseboating."

"We continually strive to exceed our guests' expectations," added Miller. "We believe in respect and fairness in all dealings with our employees, suppliers and, of course, our customers."



Waterway Houseboats on Mara Lake in British Columbia, Canada, celebrates its 40th anniversary in 2008.

(continued from front page)

Why I Buy JASPER

I don't do business with JASPER because the quality of their parts is second to none, or that they always say yes to my requests, or that they give me free stuff.

I do business with JASPER because they are good people. They work hard. They call me back. They do what they say and when they make a mistake or don't deliver what they said, they call me and tell me. From the folks who take in the cores and disassemble them to the delivery truck driver, each and everyone we've met, over the last few years, acts like the kind of person who clearly knows right from wrong and has our best interests in front of their own.

As a shop owner and media personality for the last 30 some years, I can tell what the administration of a repair shop is like by reading their response to a written complaint I've been asked to arbitrate. As Sister Mary used to say in Catholic school, "if the top is rotten, so is the bottom." Or "If the bottom is rotten, it is because the top is too." Most of us can identify with that.

So because we interface with only the mid and lower levels of JASPER staff, I can promise that the top is fair, ethical and honorable and those ideals, those processes, those skills filter all the way to the bottom.

Yeah, I like what JASPER produces, that makes us look good to our customers, **but I do business with them because of their staff. Their employees are simply better than the others.**

Mark Salem
Salem Boys Auto
Tempe, Arizona

Getting The Story Right!



Meet Carmen Rodriguez, the in-house quality inspector for Potranco Automotive in San Antonio, Texas.

We at JASPER didn't get enough information when we wrote the May 2008 Customer Profile on Potranco Automotive in San Antonio, Texas. So when we wrote about Potranco having an in-house quality inspector, we "assumed" Carmen Rodriguez was a man. We assumed wrong, and we apologize for the mix-up, Carmen.

- The majority of solvent-based paints applied to the final product have been replaced with water-based versions. A reduction in volatile organic compounds (VOC), plus an improved drying time, have resulted.
- When drivetrain cores are disassembled, all metal and aluminum parts (4,057 tons annually) are sent out for reclamation.
- In 2007, JASPER recycled 182 tons of scrap wood material. Instead of sending the wood material to landfills, the material was turned into a usable compost product.
- Many of the new parts that go into the JASPER product come to us in cardboard packaging. This material amounts to 73 tons recycled annually.
- Motion-detection lighting has been introduced to the production facility. The fixtures consist of six bulbs, two of which function constantly. Sensors detect movement, which activate the remaining bulbs to fully illuminate the area. A reduction in electricity is gained, and the bulbs are biodegradable.

The remanufacturing process breaks the cycle of raw material harvest and production, greatly reducing the emissions of greenhouse gases. As a recipient of the 2006 Verizon Supplier Excellence Award, JASPER has been recognized as a company with strengths in environmentally-safe remanufacturing techniques. Future ecological challenges will be greatly reduced if consumers are driven by environmentally conscious decisions.

By purchasing a JASPER remanufactured product, not only are you buying the best drivetrain component in the industry, you are contributing to environmental preservation.

We Have Our Calendar Winners for 2009!



1955 Chevy Bel Air Sedan, owned by William & Cheryl Kowal of Auburn, New York.



1965 Pontiac GTO, owned by Gerald D'Rocher of Empire, Michigan.



1963 Ford Galaxy, owned by Dave Cole of Omaha, Nebraska.



1969 Yenko Chevy Chevelle, owned by James & Sandra Berry of Titusville, Florida.



1965 Ford Mustang, owned by Mike Connellee of Aberdeen, Maryland.



1972 Chevy Nova, owned by Doug Thornton of Spencer, New York.

There were a lot of great entrants submitted this year, but we have our winning photographs to grace the pages of the 2009 Jasper Engines & Transmissions calendar.

All of the entrants received this year were judged on adherence to the category, equipment appearance and the quality of the photograph or image.

Every qualified entrant received a hat autographed by Ryan Newman. All entrants whose work appeared in the calendar received a \$100 gift certificate which can be used to purchase JASPER remanufactured products or wearable items, 24 complimentary calendars and a special JASPER Gift Package.

Congratulations to all our winners!

William & Cheryl Kowal
Auburn, NY
1955 Chevy Bel Air Sedan

Richard "Dick" Fracasse
Newburgh, NY
1968 Ford Mustang Fastback

Greg & Nancy Graves
Cullman, AL
1969 Chevy Camaro SS

Gerald D'Rocher
Empire, MI
1965 Pontiac GTO

Doug Thornton
Spencer, NY
1972 Chevy Nova

John Stevens
Evansville, IN
1962 Chrysler Imperial LeBaron

LeeOra & Dick Osborn
Bloomington, IL
1957 Chevy Bel Air

Kevin Brenner
Manassas, VA
1959 Chevy Apache

Mike Connellee
Aberdeen, MD
1965 Ford Mustang

Ed Pinckney
Auburn, NY
1936 Ford Sedan

Don Mustonen
Rochester Hills, MI
1973 Chevy Nova

James & Sandra Berry
Titusville, FL
1969 Yenko Chevy Chevelle

Dave Cole
Omaha, NE
1963 Ford Galaxy

JASPER Has New Bosch Test Stand



JASPER Fuel Room Associate Ron Hornaday prepares a Bosch VP44 pump for testing on the new EPS 815 computerized test stand.

A Bosch EPS 815 computerized pump tester has been installed in the diesel fuel room at JASPER.

This test bench is the only approved system that allows JASPER to test the Bosch VP44, a six-cylinder rotary-style pump used on the 5.9L Cummins in mid-year 1998-2002 Dodge Ram pickups.

The VP44 is an electronically controlled fuel pump that can vary fueling and injection timing, based on input from an electronic control module (ECM). This pump has its own electronic control unit, called a fuel pump control module (FPCM), which contains fueling, timing, and diagnostic data. The FPCM communicates with the ECM to obtain information on desired fueling and timing. The FPCM responds to the ECM's commands by consulting the fueling data and timing in its memory and actuating the fueling and timing solenoids.

"With the Bosch EPS 815, we can program the pump and gain access to any fault codes that may have been processed while the pump was on the engine, such as a hard-start or rough-running engine," says Tom Padgett, JASPER Fuel Room Technician.

The total time a fuel pump spends on the tech bench is approximately three hours. "The first part of the test is to establish parameters within the bench's computer software," says Padgett. "After that, the bench automatically tests the pump, then prints out the results. The unit will not pass until it meets the set parameters."

The automated test bench allows the Associate to return to his work area and build additional pumps. "Our next step is to add a second computer monitor from the test bench to the assembly area, so the Associate can watch the test procedure while he builds more pumps," says JASPER Fuel Room Supervisor TJ Abrams. "That way, if there is an error, the Associate can see them at his work bench, then has the chance to come in to the test room and make necessary adjustments.

The EPS 815 also has the capability to test the CP3 high-pressure common rail pumps commonly found on the 6.7L Cummins used in late-model Dodge pickups. With the right equipment, the EPS 815 can also test conventional Bosch mechanical pumps.

Philadelphia & Ed Weiser - 20 Years with JASPER



The JASPER Rolling Showcase was on hand for the Philadelphia Branch's 20 year Open House.

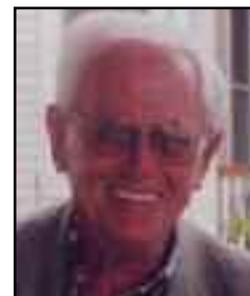
On September 19th, the Philadelphia branch of Jasper Engines & Transmissions celebrated its 20th year of business with an open house for all of its customers.

Philadelphia was the first branch to open on the east coast in 1988.

The attendance at the Open House was very high, with great food, lots of fun and a good musical group. Attendees also enjoyed the JASPER Rolling Showcase where they met old friends and staff. Many had the opportunity to learn how JASPER's products are designed and built, with particular attention to detail.

One of the Philadelphia branch's original staff members, Ed Weiser, also celebrated his 20th year with JASPER. Ed was the first outside factory representative in the state of New Jersey. He spent ten years in the territory, then in 1993, was given an additional assignment in lower Bucks County, Pennsylvania. In 1998, Ed moved to the Inside Staff as Sales Support Coordinator.

Congratulations to Ed and the Philadelphia Branch for their 20 years of service to JASPER!



Ed Weiser celebrates 20 Years with JASPER.

Medal of Honor Posthumously Awarded to Son of JASPER Installer



Pfc. Ross McGinnis of the United States Army, posthumous recipient of the Congressional Medal of Honor for heroism in Iraq December 4th, 2006.

In a ceremony held at The White House June 2nd, President Bush presented the nation's highest military honor to a young soldier killed in Iraq while saving the lives of four of his comrades by jumping onto a grenade tossed into their military vehicle.

19 year old Army Pfc. Ross McGinnis of Knox, Pennsylvania, posthumously received the Congressional Medal of Honor for actions taken while on patrol in Adhamiyah, Iraq, Northeast of Baghdad, on December 4th, 2006.

McGinnis was in the gunner's hatch of a Humvee when a grenade sailed past him and into the vehicle where four other soldiers sat. McGinnis shouted a warning, then jumped onto the grenade while it was lodged near the vehicle's radio.

"By that split-second decision, Private McGinnis lost his own life, and he saved his comrades," said the President.

The presentation in the East Room was attended by Vice President Dick Cheney, military leaders, prior recipients of the Medal of Honor, McGinnis' parents, Tom and Romayne, and his two sisters, Becky and Katie. The four soldiers protected by McGinnis' actions were all in attendance.

"No one outside this man's family can know the true weight of their loss," said Bush. "But in words spoken long ago, we are told how to measure the kind of devotion that Ross McGinnis showed on his last day: 'Greater love hath no man this, that a man lay down his life for his friends.'"

The President called McGinnis a regular guy, with a big heart and a free spirit, with a robust sense of humor. "He loved to play basketball. He loved to work on cars. He wasn't too wild about schoolwork," he said.

After some struggles in school, McGinnis enlisted in the Army on his 17th birthday, June of 2004. He decided the Army could provide him training as an automotive technician.

When Ross came to his parents with the news that he was going to enlist, McGinnis' father, Tom, who works at Knox Auto Supply, a JASPER installer in New Bethlehem, Pennsylvania, said they did not discourage him, for they knew he wasn't college material.

"He didn't pick up things at school like he should, for whatever reason," said Tom. "And his grades always suffered."

"He wasn't a hero in the sense that a lot of people think of heroes," added his father. "He made some bad decisions, but he still turned out to be a good person."

Once in uniform, Ross proved himself to be a quick learner, and showed leadership. His family noticed how he had matured since enlisting, during a visit home in the spring of 2006. "He was more reserved and more confident and seemed to stand a lot taller, although he didn't grow any while in the Army," said Tom. "He was a man. Unfortunately, we never got to know him as a man. He was a child when he left, he got to visit with us a couple of times, then he was gone."



Tom McGinnis of Knox Auto Supply and his wife, Romayne, accept the Congressional Medal of Honor from President Bush during a June 2nd ceremony at The White House.

JASPER'S 2009 NASCAR GETAWAY IS UNDERWAY!



Watch the JASPER 4-Speed in Action!

In the 2008 NASCAR® Sprint Cup Series,
cars using the JASPER 4-Speed won 11 Races...

Before "The Chase" even began!



- One Race Day Ticket • One Race Day Hospitality Pass • Special Gift
- One Race Day Behind-the-Scenes Experience on any of the race dates listed below!

BE THERE!

Bristol Motor Speedway.....March 22, 2009

Indianapolis Motor Speedway.....July 26, 2009

Bristol Motor Speedway.....Aug. 22, 2009

 Richmond International Raceway.....Sept. 12, 2009

 Texas Motor Speedway.....Nov. 8, 2009

Each package is valued at \$350.00 and is available to you for only \$125.00 and the purchase of five engines, transmissions, differentials and/or stern drives. Purchases must be made between July 1, 2008 and August 31, 2009. Packages do not include transportation or lodging and must be redeemed 30 days prior to the race you plan to attend. JASPER is not responsible for rain dates or cancellations. All reservations will be confirmed in writing. To redeem package(s), submit copies of your invoices, along with a check for \$125.00 to:

Jasper Engines & Transmissions
Attn: JASPER/NASCAR Promotion
P.O. Box 650 • Jasper IN 47547-0650
1-800-827-7455

Hurry while supplies last! Packages are subject to ticket availability.

Available only to businesses whose policies do not prohibit such programs.

JASPER Installers Participate in Charity Golf Outing



Customers from the Denver Branch participated in the Jay Cutler Celebrity Golf Classic in support of the Jay Cutler Foundation.

A group of six JASPER installers from the Denver, Colorado, branch participated in the Jay Cutler Celebrity Golf Classic held in June at The Pinery Golf Club south of Denver.

Denver Branch representatives Ross Fawcett and Dave Bucholz invited the following customers to a day of golf in support of the Jay Cutler Foundation:

- Rod Ellis - Jim Paris Tire & Auto Center, Aurora, CO
- Tyler Kreikemeier - Advantage Automotive, Loveland, CO
- Jim Mueller - Repair Master Automotive, Boulder, CO
- Rick Remath - GGP, Colorado Springs, CO
- Jay Renk, GGP, Colorado Springs, CO
- Matt Nielson - Body & Fender, Colorado Springs, CO

A native of Santa Claus, Indiana, Jay Cutler dedicated his foundation to improving the quality of life for underprivileged children and disabled veterans.



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