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**JASPER Sponsors Fishing
Tournament for Special Olympics**

Professional bass fisherman Chad Morgenthaler of Coulterville, Ill., is hooked on Special Olympics. He is teaming up with Special Olympics Illinois and the Law Enforcement Torch Run to host the 5th Annual Chad Morgenthaler Bass Tournament, presented by Jasper Engines & Transmissions, on Aug. 28 at Rend Lake in southern Illinois.

The tournament is a buddy team format, with a Beat the Pro fishing contest and chances to win great prizes. Morgenthaler and other Professional Anglers Association (PAA) pros will participate.

The fishing tournament is limited to the first 150 boats to register. Entry is \$175 per boat if registered by 5 p.m., Aug. 20, which includes entry into the Big Bass pot. Entry fee is \$200 per boat for those who register after 5 p.m., Aug. 20. Each angler receives a T-shirt, dinner and a goodie bag full of tackle. The first four years of the tournament raised more than \$100,000 for Special Olympics Illinois.

"I urge all my friends in the PAA – anglers, sponsors and members – to support the athletes of Special Olympics Illinois by fishing the tournament, supporting the tournament or donating products as prizes," said Morgenthaler.

Registration for the tournament is from 3 to 5:30 p.m., Friday, Aug. 27, at Rend Lake Resort, the official housing site for the tournament. A pre-tournament meeting will begin at 6 p.m. at the resort. The meeting includes dinner, an auction of great fishing items and a 'Meet & Greet' with the pro anglers. Rend Lake Sailboat Harbor is the launch site for the tournament.

For entry forms or more information, contact Jeff Henson at Special Olympics Illinois at 800-394-0562, email him at jhenson@soill.org, or visit www.soill.org to download a form.

Morgenthaler is a three-time Bassmaster Classic qualifier and has several FLW Top 10 tournament finishes. He became involved with Special Olympics Illinois in 2005 when he hosted a day-long fishing trip as part of an online auction sponsored by the organization. Special Olympics athletes were on hand at Crab Orchard Lake in southern Illinois to see Morgenthaler and the auction winner begin their fishing trip. That experience led to Morgenthaler's interest in hosting a charity tournament for the organization.

"I was inspired by the courage and enthusiasm shown by the Special Olympics athletes," said Morgenthaler. "After talking more with Special Olympics Illinois, we agreed a fishing tournament would be an exciting way to introduce the organization and its athletes to a previously untapped audience of fishermen."

Chad has been a professional bass fisherman since 2002. He is sponsored by Jasper Engines & Transmissions, Phoenix Boats, Lunger Lure – Hawg Caller, Svanda GM Motor Group, Solar Bat, Power-Pole, Nameoki Village Marine,



(left to right) Chad Morgenthaler poses with Brennon McCord and Stephen Sizemore, winners of last year's tournament for Special Olympics.

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Ralph's Garage

Polk, Pennsylvania, is located about halfway between Erie and Pittsburgh. Ralph's Garage, at 501 Main Street near Sandy Creek Road, has been a family-owned general automotive and truck repair facility since 1963.

Randy Myers is the owner. He started fixing cars when he was 14, and always had a love for the automobile. Randy's family has always been big in racing, attending at least two NASCAR races each year and sponsoring his two boys racing crate late models in the local area.

Randy's family took over the business in 1992 when business founder, and Randy's father-in-law, Ralph Aylesworth, decided to retire. Ralph passed away three months after his retirement. Today, the business retains the "Ralph's Garage" name in remembrance of him.

Ralph's Garage remains at the same location on the outskirts of Polk since its inception nearly 50 years ago. The original building was a one-bay repair shop and gas station dating back to 1928. In 1996, the present building, with five service bays, was built over the original shop. The business remained open while construction continued. When finished, the old building was torn down in sections inside of the new building.

Whether it's a personal car or a fleet vehicle, Ralph's has the ability to repair any vehicle on the road. "We'll fix anything," says Randy. The business also serves as a Pennsylvania State Inspection Station.

Ralph's Garage strives to treat customers like a valued asset. This includes

pickup and delivery of a customer's vehicle, and taking the time to show customers the defective components found on their car. "Our scheduling is fairly fast, with a turnaround time of three to seven days," says Randy. "But we'll do our best to take care of any customer with an unforeseen breakdown, or emergency, that requires our services."

Of the five employees at Ralph's Garage, three are ASE-Certified in Heating and Air Conditioning. Three employees are certified in state inspection and one employee is certified in emissions inspection. Ralph's will pay for their employees to further expand their automotive education, and encourages them to attend automotive education seminars, such as JASPER Technical Clinics, when they are scheduled for their area.

When it comes to using JASPER quality products, Ralph's Garage has purchased remanufactured engines, transmissions, differentials, transfer cases, and the occasional marine engine, for the past 15 years. Randy likes the way JASPER stands behind the product with a nationwide warranty. "JASPER is a product I feel I can trust," he added.

As for the future, Randy would like to expand his customer base, though he says his building is about as big as it can get. Still, Randy says he enjoys people, and some of his friends were initially customers of Ralph's Garage. "I try to take care of the customer in the best possible way I can," says Randy, "while still making a living for my family and my employees."



Ralph's Garage in Polk, Pennsylvania. A family-owned auto and truck repair facility since 1963.

JASPER Donates Differentials for BUV Manufacturing

Jasper Engines & Transmissions has donated ten remanufactured differentials to the Institute for Affordable Transportation (IAT) for use in their Basic Utility Vehicles (BUV).

The ten GM 7.5" differentials include drum brakes, axle shafts, an emergency brake cable and lubricant.

Headquartered in Indianapolis, Indiana, the IAT is a not-for-profit public charity devoted to improving the lives of people in developing nations by providing simple, low-cost vehicles.

The BUV is a three-wheeled vehicle that is powered by a 10hp gas or diesel



The ten remanufactured 7.5" GM differentials donated to the IAT include drum brakes, axle shafts, an emergency brake cable and lubricant.



The simple BUV can be tailored to meet specific needs in developing countries. This BUV transports young people in Zambia.

engine and uses common off-the-shelf automotive parts. Its top speed is 20 miles per hour, can carry up to 1,200 pounds and has the capability to power water pumps, mills, compressors and other types of external machinery.

"IAT utilizes JASPER because they have high-quality remanufactured differentials and axles," says IAT Director Will Austin. "I heard JASPER President Doug Bawel give a speech in Indianapolis and really liked his heart for Work, Family and the Lord."

The BUV has many applications and can be tailored to meet specific community needs in developing nations. The BUV allows for faster water delivery to remote villages, for quickened access to medical care, and the safe transport of people and goods through rugged terrain. The most common uses for the BUV include a delivery truck, school bus, water/food transporter, and an ambulance.

"Right to Repair" Bill Introduced Into U.S. Senate

U.S. Senators Barbara Boxer (D-Calif.) and Sam Brownback (R-Kan.) introduced the Motor Vehicle Owners' Right to Repair Act into the U.S. Senate March 25th. The U.S. House of Representatives version of the bill (H.R. 2057) was introduced by U.S. Representatives Edolphus Towns (D-N.Y.), Anna Eshoo (D-Calif.) and George Miller (D-Calif.) and currently has 56 co-sponsors.

The Right to Repair Act would require that car companies provide full access, at a reasonable cost, to all service information, tools, computer codes and safety-related bulletins needed to repair motor vehicles, thus leveling the playing field between dealerships and independent repair shops. The legislation further provides car companies with strong protections for their trade secrets, only requiring them to make available the same diagnostic and repair information they provide their franchised dealers.

"By introducing this legislation, Senators Boxer and

Brownback have taken important action to ensure that American car owners will continue to have access to a competitive auto repair marketplace, thus ensuring that repair costs don't price vehicle ownership above the heads of many Americans," says Kathleen Schmatz, president and chief executive officer of the Automotive Aftermarket Industry Association. "This bill keeps motorists in the driver's seat by making sure that they, and not the vehicle manufacturers, have the final say on where a car is taken for service."

"The Right to Repair Act is all about consumer choice, ensuring consumers have the right to choose where, and by whom, they have their vehicles repaired," says Ray Pohlman, president of the Coalition for Auto Repair Equality. "Failure to pass this bill could mean that car owners are held hostage by the car companies, forced to return to the dealership even after the vehicle is out of warranty."

The Crossroads

by Craig Hessenauer, JASPER Regional Sales Manager

Craig Hessenauer

has been a Jasper Engines & Transmissions Associate for 20 years, working primarily in the Mid-Atlantic region. Craig began his Automotive career 28 years ago after attending Salisbury State University in Maryland in pursuit of a Bachelor's Degree in Business Administration.



Have you ever heard the old adage "success is 2% inspiration and 98% perspiration"? Well, have you perspired enough yet? The truth is, you can only go so far with physical effort before your days become filled with activity, but not necessarily the type of activity that will lead to greater success.

Yes, hard working people will be more successful, compared to those who don't apply themselves. But as Doug Bawel, President of Jasper Engines and Transmissions, likes to say, "We need to work smarter, as well as harder, if we are going to continue to grow and prosper." Doug also likes to say, "If you are not growing then you are dying." This irony in life has a formula that goes something like this:

Work - No Greater Success =

- **discouragement**
- **less work**
- **less success**
- **more discouragement**
- **lesser success**
- **lesser work**

...well, you get the picture.

So what are you doing to continue to grow and prosper? If the answer is 'nothing, specifically, at the moment' then it may be time to seek out a greater percentage of inspiration to go along with some of that perspiration.

These are interesting times. While the world economy tries to decide which direction to go, the automotive repair business is also at a crossroads. Some shops are still struggling to keep their doors open, while others are booming right now. What's the main difference between the two? For those who are not busy, and are literally looking right down the street at the ones who are, you may try comparing your attitude with those who seem too busy to sulk about the business. When you boil it down, your attitude will either get you growin' or start you dying. While standing at the crossroads of our times, perspiration may not be enough.

Busy shops have been capitalizing on the opportunities in the market place, rather than convincing themselves that the global economic pressures are beyond their control. In short, the busy



Your business at a crossroads: The busy shops have been the "glass can be full" type of thinkers.

shops have been the "glass can be full" type of thinkers. These shops, for example, have been proactive in their marketing efforts for seasonal service and repairs. They seek out business with those fleets that run everyday, regardless of the economy, and selling additional work based on the consumer trend to keep driving what they have rather than replacing it.

Where do they get all of these great ideas? While some of these practices have come from original thought, most of these shop owners will tell you they gained new or a renewed inspiration from outside influences. Inspiration comes in many forms: from reading, trade organizations, motivational presentations and mentoring services, as well as community involvement. And those who are most successful tend to engage in these forums on a regular basis in order to avoid complacency.

"Sometimes I need to be reminded about what I used to do that has always worked," said Mike Fink of Automotive Service Specialties, a 35 plus year veteran of the Automotive industry, who reported to have revised his attitude a little bit after attending a trade meeting. And success begets more success. Mike also reported that with a more positive attitude he has been getting more positive responses. And more positive responses = more customer approvals = more success = more money = ...well as Mike likes to say "money fixes a lot of problems."

Mike's recommendation to those who may still be struggling: "Change your attitude and choose not to participate in the recession." Now standing at the crossroads, Mike is once again looking forward to retiring with greater prosperity. He wishes the same for you.

Inspiration pays more than perspiration alone.

Electronic Torque Control



(left) JASPER Associate Tommy Ringwald torques down the cylinder head using the Atlas Copco Torque Control machine. (above) The overhead system houses the machine's electronic controls.

Jasper Engines & Transmissions has new equipment in use in their Diesel High-Volume Midrange Assembly Department. The engines currently remanufactured in this department are the GM 6.2L and 6.5L engines, and the International 6.9L, 7.3L and 444TE engines.

The electronically-controlled Atlas Copco Torque Control machine, while supporting a faster production process, also gives very high torquing accuracy, with a minimum of compressed air consumption.

"This controller has been developed to give our high-volume assembly area the benefits of advanced electronic tightening for the head bolts, which means a more accurate, even clamp load on the

head gaskets, which ultimately results in an even higher quality product to supply to our customer," says Fred Ernst, JASPER Diesel Marketing Manager.

Another benefit of utilizing this equipment has to do with safety & ergonomics. "The high torque the diesel head bolts require, and the duration of strain on the Associate performing the manual torquing process, has been a constant source of concern," added Ernst. "That concern has been eliminated with the implementation of this electronic torque control."

This is another added value to our Diesel product without any extra cost to the customer.

2011 Calendar Deadline Comes Quick!

WOW! 2010 is already half-over. September 1st will be here before you know it. We're telling you this because that is the deadline to send us your entries for the Jasper Engines & Transmissions 2011 calendar. Do you, or your customers, have a vehicle that's calendar worthy? Don't wait! Send in that entry!

Entrants must submit a color photograph (35mm or larger) and information about their unique vehicle, or performance car or truck, along with the JASPER remanufactured product that has been installed. Vehicles should be placed in a "show" type setting. Polaroid pictures and low resolution digital images transferred onto photo paper cannot be accepted. High-resolution digital images, 8" x 10" at 350 dpi, are preferred.

All entries will be judged based on adherence to the category, equipment appearance and the quality of the photograph. Entries should be mailed to:

Jasper Engines & Transmissions
Attn: Roxanne Sherman
P.O.Box 650
Jasper, IN 47547-0650

Tell-A-Friend Winners

Congratulations to our recent list of Tell-A-Friend winners.

Customer Winners:

Curtis Cherry - Meeker, Colorado
Della Saul - Joppa, Maryland
Dennis Schmidt - Lawrenceburg, Indiana

Installer Winners:

Donny Macs Automotive - Delta, Colorado
Fallston Auto Service - Fallston, Maryland
ASTEC Automotive Service - Lawrenceburg, Indiana

End users who purchase a JASPER quality remanufactured product from one of our installers are instructed to reg-

ister that product on our Corporate website. It only takes a couple of minutes to complete. The end user is then asked to give a rating of their JASPER product and a rating of the independent garage owner who performed the service. By doing so, the customer and the installer are entered into our quarterly drawing for a \$500 VISA gift card.

Please keep in mind that our products are invoiced on the next business day following delivery, and invoices are updated that evening. It is rare that this will cause a problem with registering your product. But if you find that you cannot register your product, please allow one business day and try again.

We'll keep you apprised of Tell-A-Friend winners in future Newsletter issues.

JASPER Makes Update to GM 4L80E Converter



Here's what the inside of the 4L80E turbine half looks like before (top) and after (bottom) the JASPER update.

JASPER is making an update to the turbine half of the GM 4L80E converter.

The update centers around a common problem where the fins pull out of the turbine. "Every one of the fins are bent over and staked to the inside and outside of the 4L80E turbine itself," says Craig Leuck, Jasper Facility Transmission Division Manager. "Over time and vehicle use, the fins will get loose, pull themselves out of the turbine, and make metal-to-metal contact with the pump half of the converter."

JASPER brazes 100% of the turbine fins with a paste and a heat treating process. "Every one of the fins is brazed on the inside and outside of the converter," added Leuck. "This ensures the fins stay in place, and there's no metal-to-metal contact."



This is what the outside of the 4L80E turbine half looks like before (top) and after (bottom) the JASPER update.

JASPER Updates Wear Item on RWD Chrysler Overdrive Cases

JASPER has recognized a high-wear item on rear-wheel drive Chrysler overdrive transmission cases. And ironically enough, it's the hole for the dipstick tube.

"When cores come in for remanufacturing, JASPER has found RWD Chrysler overdrive transmission cases with an enlarged hole for the dipstick tube," says Craig Leuck, Transmission Division Manager for the Jasper Facility. "The hole becomes enlarged over time because the dipstick tube will move around inside the case."

JASPER uses a special reaming tool to oversize the diameter of the dipstick tube hole. A brass bushing is then driven into the case, and held in place with sealant (see Figure 1). "This update is



Figure 1 - A brass bushing is driven into the RWD Chrysler overdrive transmission case.

made before the assembled transmission undergoes submersion testing in water, and checked for leaks," added Leuck.

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Plano Tackle, Minn Kota, Element 21 Fishing, Fishoufflage, U.S. Reel, Humminbird, Line & Lure, BTS Protectant, El Grande Lures and the Professional Anglers Association.

Special Olympics Illinois is a not-for-profit organization offering year-round training and competition in 19 sports for nearly 21,000 athletes with intellectual disabilities, and more than 4,000 Young Athletes ages 2-7 with and without intellectual disabilities. Special Olympics changes lives by empowering people with intellectual disabilities to realize their full potential in sports and in life. Special Olympics programs enhance physical fitness, motor skills, self-confidence, social skills and encourage family and community support.

If you are interested in learning more about Special Olympics Illinois, volunteering or providing financial support to help make Special Olympics programs possible, contact your local Special Olympics agency, call 800-394-0562 or visit our website at www.soill.org.

JASPER Moves Seattle Branch

Jasper Engines & Transmissions has moved its Seattle, Washington, branch office to better serve the businesses in the Northwestern United States and Western Canada.

JASPER's branch office is now located at 22247 West Valley Highway (68th Avenue South) in Kent. The Seattle branch opened in 2003 and was originally located in nearby Sea-Tac.

"We have seen phenomenal growth in the Northwest during 2010" says Rich Olson, JASPER Regional Manager for the Seattle area. "The new branch office in Kent is our way of thanking customers for their loyal support."

The 7,800 square foot Kent facility has the capacity for up to 650 pieces of finished product. The location also provides JASPER delivery drivers efficient drop off and pick-up capabilities.

Jasper Engines & Transmissions currently has 40 branch offices and distribution centers in 27 states.



The JASPER Seattle Branch Associates are: (pictured left to right) James Pashley, Patrick Taylor, Carlos Solice, and Mike Mongeau.



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