

News & Updates

MAY 2003

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Published by:
Jasper Engines & Transmissions
P.O. Box 650
Jasper, IN 47547-0650
Phone: 1-800-827-7455
Fax: 1-812-634-1820
www.jasperengines.com



JASPER Makes Donation to Hoosier Family Camp

Jasper Engines & Transmissions recently made a major contribution to the Enis Furley Foundation and their quest to construct a recreational camp in Southern Indiana.

JASPER contributed a Dodge full-size extended cab pickup truck to be used at Camp Emma Lou, a camp under construction on Lake Monroe (just south of Bloomington, IN) to serve as an outdoor retreat for distressed families and their children.

"JASPER was one of the first companies to show an interest in the project," says Todd Rolen, Executive Director of the Enis Furley Foundation. "The truck will be used primarily for everyday camp use."

The Enis Furley Foundation is a not-for-profit organization created by Jasper native Scott Rolen, of the St. Louis Cardinals, to brighten the lives of children and their families who struggle with an illness, hardship, or other special needs by bringing them to Camp Emma Lou for an extended weekend.

"Jasper Engines & Transmissions is proud to be the first corporate partner with the Enis Furley Foundation and Scott Rolen in helping special

needs children and their families," says Zach Bawel, JASPER Vice-President of Sales. "As Scott shared his vision of a place for special needs families to go, relax and have fun, we thought it blended well with JASPER's mission statement of 'Do It Right... and Have Fun.' We look forward to helping make this dream a reality for these families."

The families that attend Camp Emma Lou will have all of their meals provided throughout their stay. The entire visit (Thursday through Sunday) will be funded through sponsorships, and families will NOT incur any expenses during their stay at the camp. All donations to the Enis Furley Foundation will go 100% toward the operation of Camp Emma Lou. All salaries of the camp's management staff is paid for by Scott Rolen.

The foundation hopes to have families experience Camp Emma Lou by the summer of 2004.

Tax-Free contributions can be made to the Enis Furley Foundation, 1800 Boone Trail, Louisville, KY 40245. Call (502) 939-5121 for more information.



Zach Bawel, JASPER Vice-President of Sales, hands over the keys of the new truck to Todd Rolen, Executive Director of the Enis Furley Foundation, a not-for-profit organization founded by Jasper native Scott Rolen of the St. Louis Cardinals.

Cox Automotive & Performance

The Central Illinois community of Salem is home to Cox Automotive & Performance. Prior to opening his shop in December of 1990, owner Roger Cox was the Service Manager for a Chrysler dealership for five years. And before that, Roger was in the oil field equipment manufacturing industry for 13 years.

But in late 1990 Roger saw a chance to strike out on his own, and opened his first shop at 2368 West Main Street in Salem. Roger started out with one employee and two service bays. After five years, Roger's business had grown, and he needed more space and help. So Cox Automotive moved to its present location at 2150 West Main Street. Roger now has seven employees and eight service bays. Four of his employees are ASE Certified technicians, and two of them are Certified Master Technicians.

Cox Automotive takes care of general vehicle repair and service and can handle anything from a simple oil change to a complete engine or transmission replacement. Cox has all the latest equipment, including a Pro-Cut brake lathe, a Techtronics Lab Scope, and a TTS Transmission Flush



Cox Automotive technicians (pictured left to right) Todd Quick, Mike Torbeck, Tom Smith and owner Robert Cox.

Machine. Cox pays for his employees to attend off site training classes to stay on top of the latest automotive advancements.

Cox Automotive has used JASPER quality remanufactured products for the past six years. They purchase up to ten gasoline engines and transmissions a year. "Their (JASPER's) research and development on OEM problems is very important," says Roger Cox. "JASPER's work is over and above any factory improvements. And I really like the no hassle warranty."

Cox has future plans to make driveway improvements to his facility and add an alignment rack. More improvements are sure to come as Cox Automotive follows its business philosophy of "Do It Right and Give Good Value and Service."



Cox Automotive & Performance at 2150 West Main Street has been the choice of Salem, Illinois, customers since 1990.

Where Do They All Come From?

by John McGovren, JASPER New Product Development Group Coordinator

John McGovren

started with JASPER in 1976 in developing their Differential program for light-duty and heavy-duty trucks. He helped JASPER expand into MerCruiser Stern Drives in 1986. In 1996, John helped expand and automate aspects of the Installation Kit program in which 3,000 customized kits are packaged a month for sale with gas engines. In late 2001, JASPER formed its New Product Development group with John as Coordinator.



Where do all of those engines, transmissions and differentials come from? As our customers, you know they come from JASPER. But before JASPER remanufactured that product, most likely, it started out in life on a dealership lot and may have been somebody's dream come true. Well, maybe they weren't dreaming of the engine – though some do, especially some motorheads and gearheads that we all know. Most were probably dreaming of the sheet metal and frame around it, which made it the car or truck of their dreams, or the workhorse of their company.

That's right! Every product that JASPER produces is in its second life. The vehicle manufacturers figure it out the first time, then JASPER does it again through their NEW PRODUCT GROUP.

The New Product Group relies on experience and networking to unravel the mystery of "What's under your

hood?" From the technical side, experience helps in quickly understanding systems and configurations – the similarities and differences of the next generation. From the parts end, it also helps to understand current parts and the various vendors' strengths and capabilities.

JASPER's New Product Group networks with our Cataloging, Sales, Manufacturing, Installation Kits, Purchasing and Quality Departments. Almost every new product starts out as a number – in a sense, a tracking number. JASPER's Cataloging Department uses vehicle manufacturers' literature, Internet and vendor resources to recognize what has been sold. The goal of the New Product Department is to have applications identified up to the prior model year.

So what does it take to develop an engine at JASPER? Let's start at the end! You call us AND we have it!

Our Sales Department, with the help of your VIN number, correctly identifies it based on the collective work of Cataloging, Manufacturing, Purchasing & the Quality Groups, and we deliver it!

Now we will flash to an earlier time... JASPER has decided to develop this product. Our Purchasing and Cataloging groups

go through everything they can find searching for similarities and differences between this application and others before it. Sometimes they are all new, like the recent Dodge 2.7 liter V6. These groups search all of the parts including the oil pan, timing cover, camshaft or whatever they can find to make sense of a sometime apparently senseless world. They understand the product in its part numbers. Jasper also goes to resources like service manuals, Tech Service Bulletins, Advisories, and Recalls to understand what has happened to the manufacturer.

JASPER's Factory Sales Representatives are a valuable resource of information regarding original equipment problems in the field. They pass on the information they have learned from you, our customer, about the kinds of problems you have experienced.

Then the autopsy begins! Pictures are taken to understand all of the various accessory bolt holes, castings numbers, and such. The wrench is turned and torque values recorded and compared to available service resources. Differences are noted, problems are observed and causes of failure analyzed.

(continued on page 6)



JASPER's New Product Group noticed oil leaking from the plugs in the cylinder heads of the Chrysler 2.7 liter V6.

Jasper Motorsports Wins Pit-Crew Challenge at Rockingham



The over-the-wall crew for Dave Blaney and the #77 Jasper Engines & Transmissions Ford team won Round 2 of the McDonald's Drive-Thru Pit Championship fueled by POWERade at the Subway 400 at North Carolina Speedway. Blaney's crew spent 223 seconds in the pits to edge the crew of Kurt Busch and the #97 team by four seconds to earn the weekly \$20,000 prize.

The Jasper Motorsports team added six new team members prior to the 2003 NASCAR Winston Cup Series season, including four crew members who have provided immediate dividends for the team's over-the-wall efforts.

"I think I'm probably not alone in thanking McDonald's and POWERade for creating a contingency program for the NASCAR Winston Cup Series pit crews on a weekly basis," says Mark Harrah, Co-Owner and Team Manager for Jasper Motorsports. "It's long overdue to recognize the role these guys play in the success of their teams between the flags on Sunday. The drivers get the recognition, but our sport is as much a team sport as the NFL, the NBA or Major League Baseball. And without a fast pit-crew, you don't have much of a chance of getting to Victory Lane on a regular basis. We're happy to be one of the first teams to win."

Support 'Right to Repair' Legislation

JASPER believes car owners and independent shops must have full access to information, parts and tools to accurately diagnose, repair or re-program these systems. By restricting access to such information, car manufacturers force motorists to bypass independent repair shops and patronize only new car dealerships. Restricting customer choice would inevitably lead to higher prices and undermaintained vehicles. Moreover, the lack of competition will lead to the failure of independent garages and the companies that supply them.

The Motor Vehicle Owners Right to Repair Act (H.R. 2735 & S. 2617) prevents vehicle makers and others from unfairly restricting access to the information, parts and tools necessary

to properly diagnose, repair, re-program or install automotive replacement parts. The Act ensures that motorists retain the right to choose how and by whom their vehicles are maintained and repaired. Most importantly, the Right to Repair Act includes an enforcement mechanism under the auspices of the Federal Trade Commission, to ensure all parties fulfill their obligations to the motoring public.

You can show your support for the Motor Vehicle Owner's Right to Repair Act by sending a letter to your U. S. Representative or Senator, informing them of the legislation. Let them know how this legislation will help you and other constituents who use their vehicles in their everyday lives. ***A model letter to send to your lawmaker can be found at www.aftermarket.org/government.***

Join The Dave Blaney Fan Club!

Now is your opportunity to show your Jasper Motorsports spirit and join the Dave Blaney Fan Club.

As an active member you will receive the following:

- Each household will receive a personally autographed 8 x 10 postcard of Dave Blaney and the #77 Jasper Engines & Transmissions Ford. Additional family members also receive an unautographed postcard.
- Each member will receive a membership card, which entitles you to a 10% discount on Dave Blaney merchandise available through the fan club.
- Each member receives a certificate of membership.
- Each household receives *The Buckeye Bulletin*, a newsletter printed four times a year in which Dave writes a column.

- Each member has the option to purchase the fan club t-shirt at our cost. This shirt features many of the cars that Dave has driven throughout his career. This shirt is exclusive to members only.

Memberships are good for 12 months from the time that you join and do not expire on December 31st, as many fan clubs require.

An Individual Membership costs \$19.95 per year. A Family Membership can include up to four persons within the same household and costs \$24.95 per year.

To join the Dave Blaney Fan Club you can contact the club office at (918) 743-1220 or www.daveblaney.com

Severe-Duty Head Gaskets Bring Extra Margin of Protection

by Lee Palmquist - Senior Product Engineer, Federal-Mogul Corporation

Most remanufactured automotive engines are operated under “severe” conditions at some point in their service life. The key questions are how these conditions will affect engine performance and reliability and whether or not they’ll possibly lead to a costly comeback.

Fel-Pro, the preeminent brand of aftermarket engine sealing technologies, has gone the extra step to develop a line of “severe duty” cylinder head gaskets specifically for installation by leading production engine remanufacturers (PER), including Jasper Engines & Transmissions.

New Fel-Pro PER **PermaTorque Severe-Duty** head gaskets feature an impressive collection of exclusive engineering enhancements that ensure superior performance and longevity, even in the face of severe operating conditions. Available for several popular domestic and imported engines, these gaskets utilize thicker, high-grade stainless steel armor material; enhanced-strength solid-steel body core material; advanced fluid sealing features; and special gasket coatings – all of which provide an impressive new margin of protection in particularly challenging sealing situations.

What are ‘Severe Conditions’?

Any one of several issues can lead to additional stress being placed on a remanufactured engine. These include:

Emissions system malfunction.

Restricted EGR passages; inefficient air pump operation (broken or loose drive belt, worn impeller, restricted passages and hoses); restricted

catalytic converter; PCV system malfunction.

Cooling system malfunction.

Restricted radiator; corrosion within engine castings; leaking water pump; loose hose clamps (allowing air to enter system); eroded water pump impeller; loose drive belts; malfunctioning thermostat.

Poor state of tune. Worn spark plugs, ignition wires, distributor cap/rotor, and/or distributor (worn advance weights, loose/worn bearing and breaker plate); improper ignition timing; poor fuel pressure.

Engine design. Lightweight/thin walled and/or bimetallic castings allowing excessive distortion and motion between the castings.

Type of use. Carrying heavy loads; use in dirty environment; excessive lugging in wrong gear; short, repeated stop-start driving cycles; ignoring “Check Engine” light.

Type of fuel. Burning 87 octane when premium grade is required.

Condition of core. Number of times engine has been remachined can affect casting strength and internal operating geometry.

Any one or a combination of these conditions can impact the effectiveness of standard automotive head gaskets. That’s why Fel-Pro, “The Gaskets Professionals Trust™,” has once again helped leading PERs eliminate potential sealing issues before they occur.

Built-in Toughness...from Fel-Pro

ARMOR THICKNESS: Thicker armor creates a more detonation-resistant combustion seal, increases radial strength, and maximizes loading (and sealing performance) around combustion opening.

ARMOR MATERIAL: Use of high-grade Austenitic (non-magnetic) stainless steel increases radial strength, corrosion resistance, and detonation resistance.

BODY CORE THICKNESS: Solid steel core gaskets have higher radial strength than perforated core gaskets. “Severe Duty” core material is 25% thicker than standard, to further increase radial strength.

PRINTOSEAL® Sealing Beads: Enhance fluid seal in strategic areas without removing excessive load from combustion seal. Also allows use of thicker armor.

SPECIALIZED COATINGS: Provide increased fluid seal and anti-stick properties.

HOT PRESS FLATTENING: Helps imbed armor into gasket facing material reducing torque loss. Use of heat imbeds armor more deeply and consistently and allows use of thicker armor.

 **FEDERAL MOGUL**

 **FEL-PRO®**



Lee Palmquist

has been with Fel-Pro & Federal-Mogul for the past 33 years. Lee designs gaskets at the Aftermarket Engineering facility in Skokie, IL, and tests his designs on dynamometer engines and field test vehicles. He also visits various gasket accounts to provide technical support and provides technical assistance to customers and to technical editors and writers.

(New Product Group Continued)

The design of the engine is studied. This is the beginning.

Purchasing has samples of potential parts, which must be approved by a Quality Captain. The New Product Technician reviews the findings with the various Quality Captains. The Quality Captains talk to our vendors about the kinds of problems discovered and what can be done to make it better. In the case of the Dodge 2.7, we discovered oil sludging, and asked Federal Mogul for a better bearing set. They designed an aluminum bearing which is "more forgiving" than the original tri-metal bearing. We also suggested a 3000 mile oil change rather than the 7000 mile change in the owner's manual. We also noticed oil leaking from the plugs in the heads. We drill, tap and plug the holes to avoid these oil leaks. In the end, our Quality Captains will determine the acceptable vendors and the specs for the various manufacturing processes.

The development doesn't end



JASPER drills, taps and plugs the Chrysler 2.7 liter heads to eliminate the chance of oil leaks.

yet. JASPER maintains all of the specs and processes in computer files that either print out with the production ticket or are displayed to the Associate doing the process. The Quality Captains update these references and files.

The first engine of a family group is assembled by the New Product Technician. He also helps develop the assembly processes and Work Instructions. The New Product Technician and the Quality Captains also train and familiarize

the On-the Job Coaches on the shop floor. As the initial units of the family are produced, an audit is performed to insure correct training and process control.

With the manufacturing process defined, files are updated to include any special notices and special requirements. The Sales files are also updated with prices and availability status and type of Installation Kit.

JASPER awaits your next call. And we thank you for your business.

JASPER Wins ZF Award for Excellence!



ZF Corporation representatives Mark Cali and Chris Mores recently visited Jasper Engines & Transmissions to present the company with the 2002 ZF Award for Excellence. The award is presented to the #1 distributor of ZF transmissions in the United States and Canada.

"JASPER has been the #1 dis-



ZF Corporation representatives, Mark Cali and Chris Mores, flank Mike Land and Cecil Ragsdale of the Inside Sales Department, as they accept the 2002 ZF Award for Excellence.

tributor of ZF remanufactured light truck transmissions since joining the program in 1994," says Craig Leuck, Manager of JASPER's Transmission Division. "We've had a very good working relationship with ZF over the years, and

hope to continue this in the years to come."

Congratulations goes out to everyone involved in making Jasper Engines & Transmissions #1 in ZF distribution!



"Associate Sponsor Spotlight"

These great companies help us, and we ask you to help them!



Blue Ox

Blue Ox Towing Products of Pender, Nebraska, was founded in 1925 as the Automatic Currying and Dipping Company. In 1969, the company was incorporated as Automatic Equipment Manufacturing Co. and for more than four decades proudly manufactured a variety of agricultural products.

In 1983, the company took its first step into the recreational vehicle industry with the development of the KarTote car dolly. Through the life cycle of this product, a new customer need was identified: the ability to tow a vehicle behind a motorhome without hooking onto a trailer type unit. In the early 1990's, Automatic acquired Hewitt Tubular Products and Duncan and experienced dramatic growth with their new towing product line. At the same time, Blue Ox revolutionized the industry by moving from the standard "A-frame" and self-aligning towbar to the industry's first motorhome mounted unit. In 1998, the company combined product lines to create the Blue Ox towing products line. Today, the company offers a full complement of towing products for the RV enthusiast and is the recognized leader in the RV industry.

Blue Ox recently expanded their market opportunities by introducing a unique weight-distributing hitch that redistributes the weight that would normally be placed directly on the ball and allows it to be hooked up with one simple pin. Their innovative technology continues with the Apollo braking system, whose simplistic digital design captures the driver's habits and road terrains. And Blue Ox has ventured into the automotive market with TruCenter, a unique steering control that takes the struggle out of driving even on the roughest roads.

The key to Blue Ox's success has been their emphasis in developing lasting partnerships with their customers. They've concentrated on creating a loyal RV customer who will be in the Blue Ox family for life.

Blue Ox has four Destination America teams who together attend over 150 RV rallies a year. Their goal is to service their customers better than anyone else in the industry and to provide education through safety seminars and towing techniques. The Blue Ox team has recently conducted hands-on seminars training women to hook a vehicle up safely and properly. This commitment means creating a customer who is happy with the product, trained how to use it and who is supported with exceptional customer service long after their purchase. **For more information on Blue Ox, contact the company at (402)385-3051 or visit their website at www.blueox.us.**

Mechanix Wear



Mechanix Wear was founded in the early 1990's when a team of dedicated motocross racers developed specialized gloves to protect their hands. Taking into consideration factors such as years of success in creating protective apparel for motocross, innovative materials, varying hand sizes, scope of the work involved, extremity of the environment, and just simple comfort, a whole new category of hand protection was identified and developed.

Mechanix Wear's continuous goal is to provide gloves for all consumers requiring hand protection. Essentially, every individual with a toolbox is a potential customer. Through aggressive advertising and race marketing - Mechanix wear sponsors teams in NASCAR, IRL, F1, CART and NHRA - the company develops consumer awareness for the high-performance glove category and creates tremendous consumer demand for Mechanix Brand Gloves. In addition to gloves, Mechanix Wear has expanded their product line to include specialized footwear, heat sleeves, support belts, and kneepads.

Mechanix Wear products are available in quality auto parts stores throughout the world. **For more information regarding Mechanix Wear products and dealership information, contact the company at (800) 222-4296, or visit their website at www.mechanix.com.**



JASPER ENGINE AND TRANSMISSION EXCHANGE
815 Wernsing Road · P.O. Box 650 · Jasper, IN 47547-0650
e-mail: sales@jasperengines.com

Prst. Std.
U.S. Postage Paid
Permit 49
Jasper, IN 47546



1-800-827-7455