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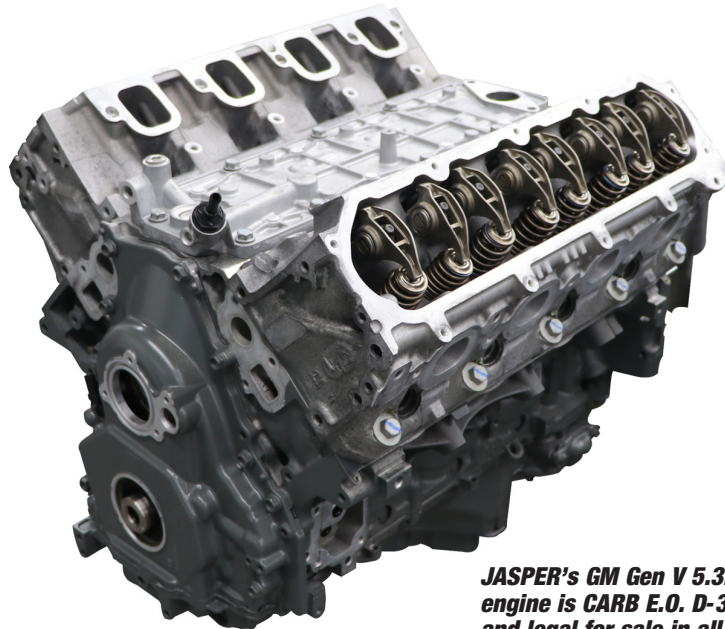
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**JASPER Offers Remanufactured GM
Gen V 5.3L AFM-Delete Engine**



JASPER's GM Gen V 5.3L AFM-Delete engine is CARB E.O. D-391-2 compliant and legal for sale in all 50 states.

Jasper Engines & Transmissions is pleased to announce the release of the GM Gen V 5.3L AFM-Delete engine option.

This unit is CARB E.O. D-391-2 compliant and legal for sale in all 50 states. It is currently available for the following applications:

**2014 - 2018 Silverado 1500 & Sierra 1500
2015 - 2018 Yukon, Tahoe, & Suburban**

AFM (Active Fuel Management) refers to cylinder deactivation used by GM as a fuel economy measure. "JASPER offers this engine due to common issues we've seen with AFM lifter failures and cam failures on original engines," said Brad Boeglin, JASPER Research and Development Group Leader. "We removed the AFM lifters and solenoids in the valve lifter oil manifold and replaced them

with 16 non-AFM lifters, plugged AFM towers, and a non-AFM camshaft."

"A JASPER HP RTD+ or JASPER Exclusive Diablo Intune tuner is included with the purchase of this engine," added Boeglin. "With this tuner the shops will be able to reprogram the ECM, removing the command for the AFM system to function and disabling all AFM diagnostic trouble codes."

The GM Gen V 5.3L AFM-Delete engine is covered by a nationwide, transferable parts and labor warranty of up to 3 years, or 100,000 miles. Full warranty disclosure is available on our website or upon request.

For more information on the complete line of JASPER remanufactured engines, call 800.827.7455, or visit www.jasperengines.com.

MnT Performance, LLC

MnT Performance, LLC is located at 3301 Kitty Hawk Road in Wilmington, North Carolina. Though they are touted for classic and modern car sales and repair, MnT Performance is the place to go for fleet and general automotive maintenance.

Owner Shawn Tietjen has 19 years of experience in the automotive business. Shawn started in the automotive industry in the early 1990s at the age of 17, after previously working on personal cars as a hobby. He worked at a factory car dealership and later became a low voltage engineer.

Shawn initially opened BnT Performance in 2003, specializing in Dyno tuning and performance modifications. This first business opened at 518 Mercer Avenue in Wilmington, and remained there until 2019. The name changed to MnT Performance, and the location was moved to its present shop on Kitty Hawk Road. The 12,000 square foot building is divided into a 9,000 square foot repair facility and a 3,000 square foot showroom for independent car sales. MnT offers dyno tuning, suspension modifications, and custom car and truck detailing for the performance-minded individual.

The facility is also equipped to handle general automotive and fleet vehicles, from large box trucks to small compact cars. MnT Performance offers same-day maintenance service and a courtesy shuttle for customers.

“We cover all areas of maintenance, general, fleet, performance, and tuning under one roof,” said Shawn. “Plus, we have the option of a chassis dyno.”



MnT Performance technicians include, left to right: Chuck, Tom, Jeremy, Shawn Tietjen (Owner) and Charlie. They've worked at the Kitty Hawk Road location since June of 2019.

Of the six employees at MnT Performance, two are ASE-Certified technicians. Shawn offers classes for his technicians and outside training whenever possible and prepays the costs of the classes.

MnT Performance has been an installer of JASPER remanufactured engines, transmissions, differentials, turbos, and transfer cases for the past 17 years. “We use JASPER for their warranty,” said Shawn. “And, we use JASPER for their quickness of delivery of typical engine and transmission components.”

The company’s business philosophy is to have honor, integrity, good labor, and making an extended family out of their customers. “90% of my customers, I treat them like family,” said Shawn.



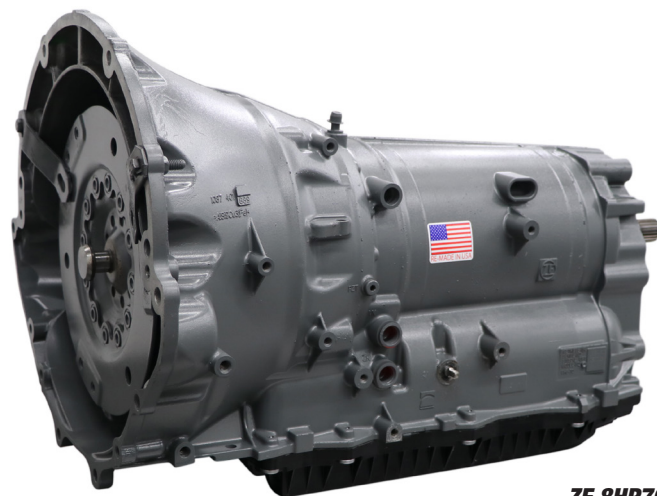
Located at 3301 Kitty Hawk Road in Wilmington, North Carolina, MnT Performance has been a JASPER installer for the past 17 years.

JASPER® Expands Remanufactured ZF 8HP70 Transmission Availability

Jasper Engines & Transmissions, the nation's leader in remanufactured products, has expanded the availability of its remanufactured ZF 8HP70 transmission to include the following late-model Dodge and Jeep applications:

- 2014-2017 Durango, Grand Cherokee 5.7L (4WD)
- 2014-2017 Durango, Grand Cherokee 5.7L (RWD)

The JASPER remanufactured ZF 8HP70 includes the 100% installation of a more robust, JASPER-designed stepped pressure plate on the A & D clutch pack assembly. "This stepped pressure plate reduces flex, allowing the equal distribution of pressure over the full lined plate," said JASPER Drivetrain Product Development Engineer Matt Lindauer. "The stronger design reduces premature failure, which results from disproportionate pressure along the outer edge of the lined plate."



ZF 8HP70

"This unit is dynamometer tested and shipped prefilled with ZF specified fluid," Lindauer added.

The JASPER-remanufactured ZF 8HP70 transmission is covered by a nationwide, transferable parts and labor warranty of up to 3 Years/100,000 Miles. Full warranty disclosure is available upon request.

For more information on the complete line of remanufactured products from Jasper Engines & Transmissions, please call 800.827.7455, or visit www.jasperengines.com.

Orlando Top Award Winner from Jasper Engines & Transmissions Sales Awards

The Orlando, Florida, branch of Jasper Engines & Transmissions took home the President's Award for 2021 during the company's annual sales awards presentation, which were live-streamed on February 8th. Today, JASPER® has 51 branches throughout the United States.

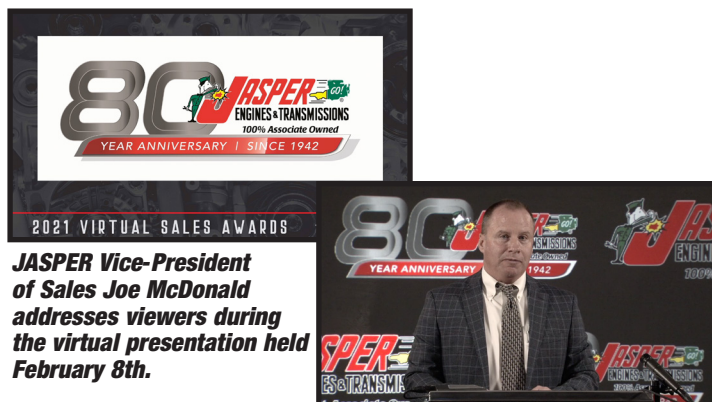
The President's Award is recognized as JASPER's top branch award based upon improvements in several sales categories. In addition, the Orlando branch received an award for Most Improved Profits.

"Congratulations to all the Associate-Owners of the Orlando branch for winning the President's Award for 2021," said JASPER President Zach Bawel. "We have been in the Orlando area for several years. As Orlando has grown, we have continued to see this market grow and prosper."

"This is a testament to our dedicated customer base in Florida's Central and Northern regions," said JASPER Vice President of Sales Joe McDonald. "Our recently promoted

Regional Vice President of Sales Darin Damron has been the key component to Orlando's fourth President's Award in the last seven years."

Orlando Sales Representative Jacob Fairchild was named a Bronze Level sales recipient, achieving a company sales increase in 2021 over the previous year.



JASPER® Relocates Greensboro, North Carolina, Branch

Jasper Engines & Transmissions has relocated its Greensboro, North Carolina, branch to a location that shares its space with Weller Truck Parts.

The new Greensboro Branch is located at 408 Gallimore Dairy Road, approximately ten miles northwest of its previous location at 205 Creek Ridge Road.

“This location remains along the Interstate 40 corridor,” said Kevin Powell, JASPER Director of Branch Operations. “This allows JASPER many advantages for servicing Greensboro, Winston-Salem, Charlotte, and Raleigh by giving us more of a central location in the region.”

“Our new location allows us better access for our box trucks, and over-the-road drivers, as we continue to grow,” said Powell. “These are exciting times for Jasper Engines & Transmissions as we continue to expand our national footprint.”

Originally located at 4120 Beechwood Drive, the Greensboro branch opened as an independent distributorship in 1986, selling JASPER quality remanufactured products to



The Greensboro, North Carolina, branch moved to 408 Gallimore Dairy Road, approximately ten miles from its previous location.

area customers. JASPER acquired the Greensboro Branch in early 2018, allowing customers to take full advantage of several corporate programs, including Cooperative Advertising, Preferred Installer programs, and other volume discount programs dealing directly with the factory.

Jasper Engines & Transmissions has 51 branches and two distribution centers in 28 states.

The JASPER® Premium Service Plan

The JASPER Premium Service Plan is an additional way we provide your customers with an option of having Premium Warranty Coverage, adding even more value to their purchase of a JASPER Remanufactured Product. The plan gives them even greater peace of mind as they continue to enjoy their vehicle and the service you provided to them.

With the JASPER Premium Service Plan, your customer also receives fluid coverage with an option of selecting Towing and Rental coverage as well -

- **Towing - up to \$100.00**
- **Rental - up to 10 days at \$60.00/day**

With the Jasper Premium Service Plan, YOU receive discounted pricing when the plan is purchased at the same time the unit is purchased, increasing your installation profit margin.

The Premium Service Plan is available for gas and diesel engines, transmissions, differentials, and marine engines. This plan is open to fleets and individual consumers (check out www.jasperengines.com for plan details and exclusions). You, as the installer, and your customers can receive Premium Labor Rates - up to \$100.00 or \$140.00 per hour! It's good for you - and your customer!

Full warranty disclosure is available at www.jasperengines.com.

Your plan coverage is based on the same guidelines and time/mileage periods as the standard warranty for the product you purchased.

Gas Engines - Stock and Class I Performance (Below One Ton)

- \$173.00 to cover Premium Labor up to \$100.00 per hour and Fluids.*
- \$290.00 to cover Premium Labor up to \$140.00 per hour and Fluids.*

Transmissions - Stock and Class I Performance, Differentials, and Transfer Cases (Below One Ton)

- \$148.00 to cover Premium Labor up to \$100.00 per hour and Fluids.*
- \$179.00 to cover Premium Labor up to \$140.00 per hour and Fluids.*

Complete and Running Complete Diesel Engines up to and including One Ton, Drivetrain Applications One Ton or Larger for Gas Engines, Transmissions, Transfer Cases, and Differentials

- \$277.00 to cover Premium Labor up to \$100.00 per hour, Book Time up to 25 hours max, and Fluids.*
- \$394.00 to cover Premium Labor up to \$140.00 per hour, Book Time up to 25 hours max, and Fluids.*

Complete and Running Complete Diesel Engines Over One Ton, Gas and Diesel Engines, Transmissions, and Differentials for Recreational Vehicles, Marine Inboards, and I/O Gas Engines (Towing and Rental N/A)

- \$757.00 to cover Premium Labor up to \$100.00 per hour, Book Time up to 30 hours max, and Fluids.*
- \$948.00 to cover Premium Labor up to \$140.00 per hour, Book Time up to 30 hours max, and Fluids.*

- Optional \$80.00 to cover Towing and Rental.**

* Fluids up to \$50.00 for gas engines; up to \$85.00 for transmissions; up to \$30.00 for differentials (if fluid is not provided by JASPER); and up to \$100.00 for diesel engines.

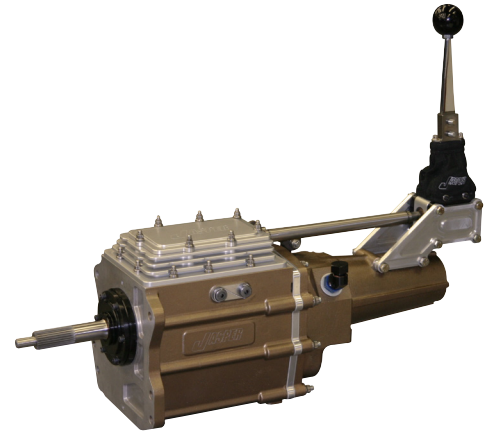
** Maximum of \$60.00 per day for rental (maximum of 10 days) and \$100.00 for towing.

Gas Engine coverage is for "complete format" engines.

28 NASCAR Xfinity Series Team/Driver Combinations Use JASPER® 4-Speed Transmissions in 2022

The JASPER® 4-Speed Transmission is being used by 28 team/driver combinations for the 2022 NASCAR® Xfinity Series season.

The following NASCAR® Xfinity Series teams are using JASPER 4-Speed Transmissions in 2022: JR Motorsports, with drivers Sam Mayer, Justin Allgaier, Josh Berry, Noah Gragson, Miguel Paludo, and Dale Earnhardt, Jr on a part-time basis. Joe Gibbs Racing, with drivers Drew Dollar, Brandon Jones, and Ty Gibbs. Stewart-Haas Racing, with driver Riley Herbst. Our Motorsports, with drivers Brett Moffitt, Anthony Alfredo, and Jeb Burton. Richard Childress Racing, with drivers Sheldon Creed and Austin Hill. Mike Harmon Racing, with driver Timothy Viens and a second driver to be determined. Big Machine Racing Team, with driver Jude Buford. Kaulig Racing, with drivers AJ Allmendinger, Daniel Hemric, and Landon Cassill. MBM Motorsports, with drivers JJ Yeley, and two drivers to be determined, and RSS Racing, with drivers Ryan Sieg, Kyle Sieg, CJ McLaughlin, and Parker Retzlaff.



Top NASCAR® Xfinity Series teams are using the JASPER® 4-Speed Transmission in 2022.

“We got very busy after the 2021 season signing contracts with as many NASCAR® Xfinity Series teams as we could possibly take on,” said Harrah Enterprise Manager, Mark Harrah. “Our customers will be just about every team that runs in the top 20 in the NASCAR® Xfinity series.”

“We are proud to have signed a major new customer, Dale Earnhardt Jr’s powerhouse team JR Motorsports,” Harrah added. “We look forward to dominating this series as we did the Cup Series. It will be an interesting season, for sure.”

The JASPER 4-Speed Transmission was used by 12 team/driver combinations in the NASCAR® Xfinity Series in 2021, including series champion, Daniel Hemric, and regular season champion, AJ Allmendinger. These team/driver combinations accounted for 19 wins, 84 top-five finishes, and 147 top-ten finishes last season.

2021 marked the final year for the JASPER 4-Speed Transmission in the NASCAR® Cup Series, as this year’s cars utilize a sequential shift five-speed transaxle from a single supplier. A total of 18 team/driver combinations used the JASPER 4-Speed Transmission during the 2021 NASCAR® Cup Series season, accounting for 11 wins, 73 top-five finishes, and 154 top-ten finishes.

JASPER® Offers Remanufactured GM MP3023 Transfer Case

Jasper Engines & Transmissions is pleased to announce the availability of the General Motors MP3023 transfer case. This unit is available for the following 2008-2016 Chevrolet and GMC applications.

- **Tahoe, Yukon, Silverado, Sierra, Escalade, and Avalanche**

JASPER assures the quality of your remanufactured transfer case through such procedures as:

- 100% case inspection for cracks, stripped threads, and internal wear.
- Thorough inspection of all internal parts, including main shaft straightness.
- Water immersion and pressure testing ensures no leaks in the case.

JASPER remanufactured transfer cases are covered by a nationwide, transferable, parts and labor warranty of up to 3 Years/100,000 Miles. Full warranty disclosure is available at www.jasperengines.com or upon request.



GM MP3023

For more information on the complete line of JASPER remanufactured drivetrain components, please call 800.827.7455, or visit www.jasperengines.com.

Your Rainbow of Opportunity

by Craig Hessenauer, JASPER Vice President of Fleet and National Programs

Craig Hessenauer

has been a Jasper Engines & Transmissions Associate-Owner for 33 years, working primarily in the Mid-Atlantic region as



a Regional Vice President. Craig was appointed JASPER Vice President of Fleet and National Programs in December of 2020.

What do you find at the end of a rainbow? Did you say “a pot of gold” without hesitation? That was because, at an early age, that was a happy thought implanted in your long-term memory.

We imagine you, too, hoped one day you would come upon the end of a rainbow and see the wonderful shining pot of gold promised to you in childhood fables. Imagine that... A shining pot of gold at the end of a beautiful rainbow. That does sound nice. And who would have imagined at the beginning of COVID you’ve got an opportunity to earn a “pot of gold” in 2022! Well, maybe not a pot of gold... but how about a bank account balance large enough to make you feel all warm and fuzzy inside?

Yes, 2022 has turned out to be one of the best earning years in the automotive industry in decades, despite challenges such as supply disruption, labor shortages, etc. We hope you have worked your way through some of those challenges because most Shop Owners do not experience this high demand for repair every year. Now imagine if you could.

Every year, there is a rainbow of opportunities for those who use their imagination, not just in 2022. Yes, every year also presents new challenges. Unfortunately, we sometimes get too caught up in the day-to-day challenges to look forward to new rainbows of

opportunity. And now that you are reacquainted with your childlike imagination, what rainbow of possibilities do you see beyond 2022? During a series of past round table discussions, we listened to shop owners discuss so many fresh ideas for improving business, it would be impossible to incorporate all of them in a single year.

Yes, there is a rainbow of opportunity awaiting you and your employees beyond 2022. Hopefully, you are already working toward that pot of gold. If you haven’t yet, don’t worry, all is not lost. A great friend reminds me regularly, “it is never too late to change.”

If you already have a list of goals and objectives for improving your future business, consider this a reminder to review them regularly and act daily. “For a written goal, but then put away, will likely result in diminishing pay.”

If you haven’t put your future business plan together, now is a great time to do so. The positive cash flow from increased repair demand should make it easier to act on some of your plans. But to act, you must have something to act on, right?

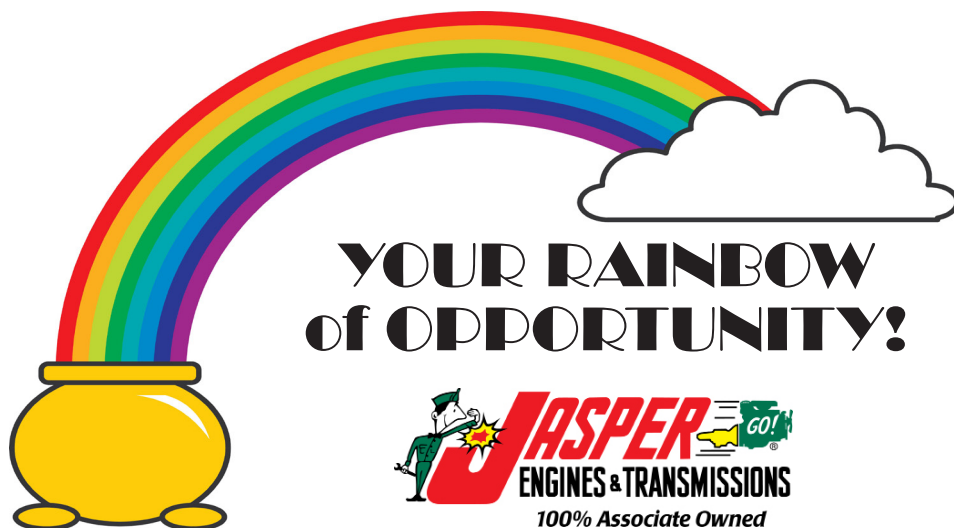
Should you start thinking about next year already? Allow me to paraphrase, “It’s never too early to plan.” Effective plans take time to implement. We recently learned that the Class 8 truck industry has R & D visions that stretch out to 2050,

and they execute their plans in five-year stages. Let’s begin with your goals for 2023.

We suggest you begin your vision with a blank sheet of paper. In the center, write the year 2023 and a gross sales dollar figure you would like your business to achieve by the end of that year. Now circle it and draw lines from there to identify all the changes taking place in your business community and extend that into how you may be able to capitalize on them. Next, determine what staffing and equipment resources are needed to capitalize on those new opportunities. Follow that with a timeline for putting the pieces in place to capitalize on those new opportunities. You may be thinking that we are making this sound too easy; it’s not. Growing your business is not easy, and if it were, everybody would be doing it. However, people are growing their businesses year in and year out, so why not use your imagination and join them.

By the way, Jasper Engines and Transmissions will be resuming the JASPER Round Table Meetings for Shop Owners who want to grow their businesses. These meetings provide many fresh ideas for improving and growing your business. Ask your factory representative how to get involved.

We, at JASPER, look forward to resuming them. We look forward to helping you grow your Pot of Gold in 2022 and beyond.



Elite Checklist for Discovering Lost Sales in Auto Repair Shops

By Bob Cooper, President & Founder/EliteWorldwide Inc.

Bob Cooper

has functioned as the developer, owner, and an operator of some of the most successful auto repair shops in North America.



Bob is a member of the prestigious National Speakers Association and is one of the nation's leading authorities on both personal and career success. Today, Bob speaks nationally, as well as internationally, to many trade associations, universities, private banking groups, and Fortune 500 companies.

If your shop's not generating the sales you need, you may want to take advantage of this easy-to-use Elite checklist to see where you may be losing sales before pumping more of your hard-earned money into your advertising campaigns.

• **The Proper Goals in Place** – As a shop owner, you need to ensure you set daily sales and car count goals. These can be easily created by simply breaking down your monthly goals. In addition to car count and sales goals, you need to ensure you have a closing ratio goal in place for bringing in those first-time callers.

• **The Right People** – To generate the appropriate sales and profits, you have to have technicians and advisors that can produce. The advisors you need should be driven, goal-oriented, quick-thinkers, good communicators, and persuasive. In addition, they'll need to believe in your people, your services, and your pricing, and they will need to be principle-centered.

• **The Right Phone Procedures** – Putting first things first, you need to train every-

one who picks up your phone correctly. Remember that what you hear when you are at your shop may not be what the callers hear when you're not around. Accordingly, you may want to record all calls or have mystery calls made to your shop randomly.

• **The Right Procedures for Handling Web Leads** – Time is of the essence when someone reaches out to you over the web. Remember, the primary objective with every web lead is to get them on the phone as soon as possible to start building the relationship you need for the subsequent sales. In addition, you need to have a clear policy in place for how those leads will be followed up with, by whom, and when.

• **Proper Vehicle Inspections** – You need to ensure a proper inspection is done to every vehicle, every time, and to document all discoveries properly. Ideally, your techs will perform digital inspections to be more efficient with their time, and your advisors can communicate with your customers more effectively. In addition to all the efficiencies, digital assessments will build customer confidence so desperately needed in today's competitive environment.

• **The Right Pricing Structure** – In all cases, you need to ensure your prices are competitive for the value delivered. By no means does this mean you need to be the cheapest shop in town, but your prices need to be competitive with other top shops in your community that offer similar value.

• **Complete & Proper Disclosure** – To provide exceptional service to your

customers and maximize your sales, your advisors need to ensure they never pre-judge or pre-qualify any customer. Over the years, we have found many advisors hold back on their disclosures to their first-time customers because they're afraid to scare the customer away. Unfortunately, this practice not only leads to a decline in sales, but when the customer later discovers there is something your advisor did not disclose to them, you will irreparably damage your reputation with that customer.

• **A Companywide Commitment to Principles** – To maximize your sales and build a great business simultaneously, you need to create a list of Your Guiding Principles. You need to share them with your entire team consistently, and you need to ensure everyone on your team lives by them each day. You may want to post them so your customer can see them. If you do and apply the procedures listed above, you will not only reach your sales goals, but you'll also do so in a way that makes you and your entire team proud. If you are looking for an example of Guiding Principles, you can visit this webpage; Elite Guiding Principles.

Editor's Note: Bob Cooper is the president of Elite (www.EliteWorldwide.com), a company that strives to help shop owners reach their goals and live happier lives while elevating the industry at the same time. Elite is #1 in the industry for providing coaching and training from the industry's top shop owners, service advisor training, peer groups, as well as online and in-class sales, marketing, and shop management courses. You can contact Elite at contact@eliteworldwide.com or by calling 800-204-3548.

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JASPER Fabricates its Own Production Test Equipment

When it comes to the equipment used to conduct specific component tests in JASPER's production areas, we can't just run to the store and pick up a piece of equipment. The Production Support Department of Jasper Engines & Transmissions plays a vital role in test equipment development and fabrication.

"Several internal components of an engine, or transmission, can be measured with hand tools like a caliper or a micrometer," said JASPER Corporate Engineer Matt Dieter. "However, there comes a time when a piece of equipment is necessary to ensure a specific complicated part, such as a solenoid, is within our specifications."

The handiwork of the Production Support Department is evident in several areas of JASPER's remanufacturing facilities. They've developed equipment to test simple and small components, such as valve springs or piston oilers. "We've fabricated test equipment for more complicated parts like transmission control modules or valve body clearances," Dieter added, "all the way up to the responsibility for the transmission dynamometers and the live-run test stands that run all of our gas engines before they leave our facilities."

"What these fabricated test components allow us to do is make sure those parts are within specifications or operating correctly," Dieter added. "That allows us to lower our parts costs and pass those savings on to the consumer while ensuring the customer has an engine or transmission that operates correctly and has a good life."



This updated solenoid tester is one of the many pieces of equipment the JASPER Production Support team develops and fabricates to test specific components in production areas.