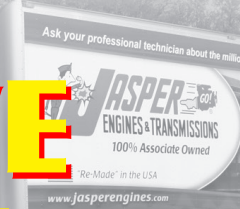




JASPER
ENGINES & TRANSMISSIONS
100% Associate Owned



**DRIVE
LINE**



News and Updates From Jasper Engines & Transmissions

July 2025

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JASPER® Offers Remanufactured GM 4.3L Gen V Engines



GM 4.3L Gen V engine

Jasper Engines & Transmissions, the nation's leader in remanufactured powertrain products, is excited to announce the availability of the GM 4.3L Gen V engine for the following applications.

- 2014-2018 Chevrolet Silverado 1500
- 2014-2018 GMC Sierra 1500
- 2014-2018 Chevrolet Silverado 1500 (AFM-Delete)
- 2014-2018 GMC Sierra 1500 (AFM-Delete)

"Just like other versions of the GM Gen V engine, we are releasing this engine with an AFM-Delete option," said JASPER New Product Development Group Leader Brad Boeglin. "The AFM-Delete version of the 4.3L is 50-state compliant with CARB EO and includes a tuning device that uses a smartphone-based app for ECM calibration."

The GM 4.3L Gen V 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, please call 800.827.7455 or visit www.jasperengines.com.



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C&S Auto and Truck Repair LLC

Danbury, Connecticut, is home to C&S Auto and Truck Repair. Located at 50 Shelter Rock Road since its opening in October 2011, C&S is a one-stop location for automotive light-duty and heavy-duty truck repair.

Owners Cam Ferrira and Steve Morais started their automotive careers at other organizations. Steve worked for Putnam Automotive, and Cam was a mechanic at a construction company. As time passed, the two men grew weary of working for other people and formed their own automotive shop. Joined by Steve's brother John Morais, C&S Auto and Truck Repair grew in business reputation and size over the years. They expanded a couple of years ago and took over the back part of their original building, adding another 5,000 square feet. The building is now 13,000 square feet with 11 service bays, able to handle alignment and repairs from cars and light-duty trucks to heavy-duty trucks and off-road construction equipment. They also provide pick-up and drop-off services for customers. They stated they'll drive anywhere to pick up a part if the customer needs the truck back immediately.

C&S Auto and Truck Repair employs 11 individuals, including those with ASE Certifications in Engine Performance and Brakes. The facility will pay for technicians to attend technical service training seminars in their area to stay abreast of the latest changes in automotive technology. The shop is also



C&S Auto and Truck Repair owners (left to right) Cam Ferrira, Steve Morais, and John Morais.

working on its own program to keep technicians up to date.

As an installer of JASPER quality remanufactured products, including engines, transmissions, differentials, transfer cases, and air and fuel components, over the past 13 years, C&S Auto and Truck Repair has come to recognize JASPER as a company of exceptional quality that stands by its product. "They stand by their warranty," said Cam, "which makes the process quite seamless if an issue arises."

The customer philosophy at C&S Auto and Truck Repair is simple: "The repair is not done if it's not done right." They have a good relationship with their customers and have built friendships with them over time because they keep coming back for service and trust the work that they do.



C&S Auto and Truck Repair has been a JASPER installer for the past 13 years.

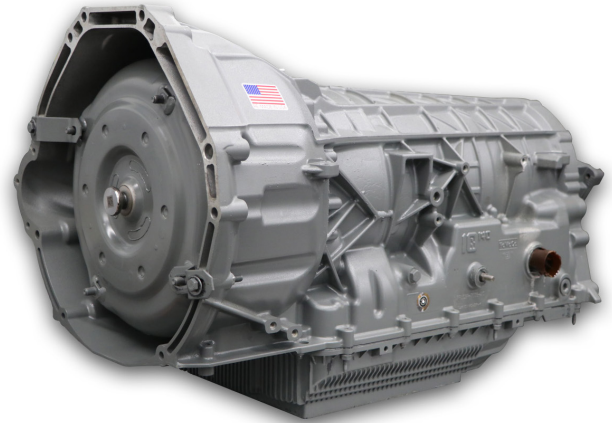
JASPER® Offers Late-Model 10R140 Transmission Availability

Jasper Engines & Transmissions, the nation's leader in remanufactured products, announces the availability of its remanufactured Ford 10R140 transmission. These electronically-controlled 10-speed transmissions are available on exchange for the following late-model Ford applications:

- 2020-2022 F250-F550 6.2L/7.3L 2WD W/PTO
- 2020-2022 F250-F550 6.2L/7.3L 4WD W/PTO
- 2020-2022 F250-F550 6.2L/7.3L 2WD W/O PTO
- 2020-2022 F250-F550 6.2L/7.3L 4WD W/O PTO
- 2020-2022 F250-F550 6.7L 2WD W/PTO
- 2020-2022 F250-F550 6.7L 4WD W/PTO
- 2020-2022 F250-F550 6.7L 2WD W/O PTO
- 2020-2022 F250-F550 6.7L 4WD W/O PTO, Towing Pkg. 1
- 2020-2022 F250-F550 6.7L 4WD W/O PTO, Towing Pkg. 2

“In addition, JASPER offers rental of a remote programming device to enter the solenoid strategy and ID into the TCM for proper operation,” said JASPER New Product Development Group Leader Brad Boeglin.

The Ford 10R140 is covered by JASPER's nationwide



The remanufactured Ford 10R140 is available on exchange for late-model applications.

transferable parts and labor warranty. Full warranty disclosure is available on our website or 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.

Albuquerque Branch Opens for Jasper Holdings, Inc. Brands



With over 12,660 square feet of space, the Albuquerque branch is a shared location for JASPER® and Weller Truck Parts. It's located in the Los Volcanes neighborhood, approximately five miles west of the city center.

Jasper Engines & Transmissions has opened a branch location in Albuquerque, New Mexico, that shares its space with Weller Truck Parts.

The new branch is located at 541 Airport Drive NW Suite A in the Los Volcanes neighborhood, approximately five miles west of the Albuquerque city center.

“The new Jasper Holdings, Inc. location has over 12,600 square feet of space,” said JASPER Director of Branch Operations Kevin Powell. “We are very excited to share this facility with our Weller Truck Parts group and our setup team has been hard at work getting ready for operations.”

“Previously, we offered limited service to this market on over-night runs out of Lubbock, Texas, and with freight carriers,” said Powell. “Our primary focus is to provide world-class products and services to our customers. As we onboard the rest of our team, we will continue to expand delivery to this market, increasing availability and shortening delivery lead times.”

Albuquerque is the 13th shared JASPER/Weller branch location and the 52nd branch location for JASPER in 30 states.

The JASPER® Remanufactured Special Complete Format Diesel Engine

Jasper Engines & Transmissions is excited to announce the availability of two remanufactured diesel engines in our new Special Complete Format.

The remanufactured Ford 6.7L Power Stroke/Scorpion Special Complete Format engine is available for 2017 to 2019 Ford F250 and F350 Super Duty truck applications. The remanufactured GM 6.6L Duramax LML Special Complete engine is available for 2011 to 2016 Chevrolet Silverado and GMC Sierra 2500HD and 3500HD trucks.

A JASPER remanufactured Complete Format engine includes the block, head, crank, cam, rods, valve train, oil pump, oil pan and pickup tube, oil filter, oil cooler, inner & outer gear covers, and finishing gaskets. JASPER's Special Complete Format includes several pre-installed components to facilitate ease of installation for customers. The Ford 6.7L Power Stroke/Scorpion engine includes the following installed components:

- Valve Covers
- OEM Bosch Injectors
- Cam Position Sensor
- Crank Position Sensor
- Vibration Damper

The GM 6.6L Duramax LML engine also includes its own set of installed components:

- Lower Intakes
- Lower Valve Covers
- Upper Valve Covers
- OEM Bosch Injectors
- Cam Position Sensor
- Crank Position Sensor Spacer
- Crank Position Sensor

Each JASPER Special Complete Format engine is spin-tested, ensuring proper compression, timing, sensor operation, and oil pressure. A blacklight inspection with dye-infused oil and coolant is conducted to ensure the engine is free of leaks.

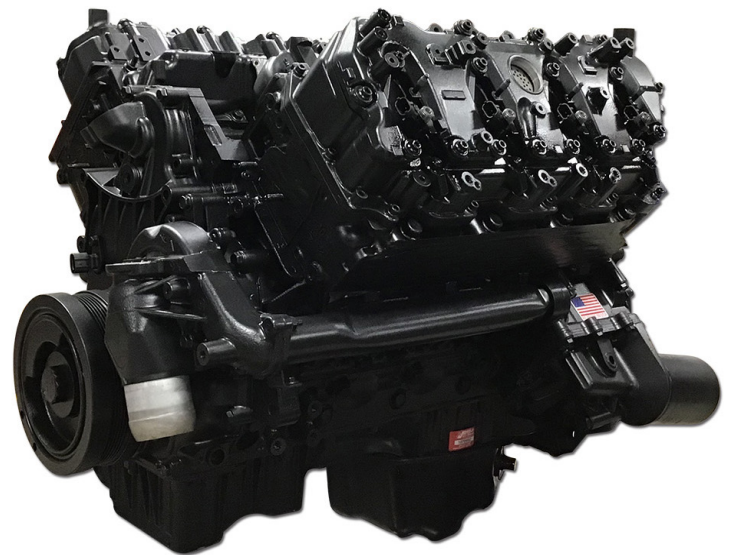
To complete the engine installation, and provide peace of mind, JASPER offers the turbo and CP4 pump for each engine as an optional purchase.

Special Complete Format engines are covered by a standard warranty of two years parts and labor. Warranty details are available at www.jasperengines.com, or upon request.

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



JASPER's remanufactured Ford 6.7L Power Stroke/Scorpion Special Complete diesel engine (*above*) is available for 2017 to 2019 Ford F250 and F350 Super Duty truck applications. The remanufactured GM 6.6L Duramax LML Special Complete diesel engine (*below*) is available for 2011 to 2016 Chevrolet Silverado and GMC Sierra 2500HD and 3500HD trucks.



The Vision System

As JASPER® attempts to automate more of our production processes, the main challenge is the diversity of remanufactured products. In many situations, there is a wide variety of variations. A V6 or a V8 gas engine could soon follow a four-cylinder engine that comes down the line. Trying to automate in those conditions where it's not a repeatable process is challenging. The GM 6L series transmission, remanufactured at our Crawford County facility, offers the most consistent and repeatable lines across our products. It is here that JASPER has implemented the Vision System - an applied technology program used in the final inspection of valve bodies for the 6L80 and 6L90 transmission.

"A camera is used to take a picture of the remanufacturing process at every step," said JASPER Product Development Corporate Engineer Matt Dieter. "It validates the valve body parts are correct and that they've been installed in the correct order, reducing the chance of the Associate assembling incorrect parts for a given stock number."

The Vision System displays a red description box pointing out any findings that may be incorrect, such as an extra or missing check ball in the valve body. "It will flag the Associate to either go back and try again with assembly or override the system by allowing their Team Leader or Group Leader over to sign off and verify the inspection is correct," said Dieter.



The Vision System is an applied technology program that uses a camera to validate valve body components of the GM 6L series transmission.

JASPER also uses the Vision System to check the assembly of torque converters at the Crawford County facility. "We're constantly looking at ways to apply the system to check our parts presentation boards for this same product line to ensure that all of the parts are there for our builders when they get there," said Dieter.

Using the Vision System in remanufacturing is another way JASPER strives to be the Brand of Choice for our Customers.

Big Block Ford + JASPER® = One Happy Customer!



JASPER customer Steve Kiser had the chance to throttle up his remanufactured Ford 428CJ engine on the dynamometer during a May 2nd visit to Jasper Authentic Custom Drivetrains.

The package Steve purchased included a numbers-matching build, including a dyno run. During his visit to JASPER, Steve toured the facility with Gas Manufacturing Group Leader Darren Ragsdale and met with Product Development Engineer Cameron Bryant as Steve's engine was powered up on the dyno stand.

"It's moments like these that make my job an absolute pleasure," said Ragsdale. "It's an honor to be a part of a] customer's project."

Steve Kiser (above left) had his hand on the throttle putting his Ford 428CJ (left) through a dynamometer pull at our Wernsing Road facility. The dyno run was part of the package Steve purchased through Jasper Authentic Custom Drivetrains.

The JASPER® Independent Fleet Repair Advisory Council

Jasper Engines and Transmissions held its Independent Fleet Repair Advisory Council meeting in April. This council provides a platform for fleet repair shops with similar objectives to collaborate and develop effective practices.

“Its purpose is to facilitate the exchange of ideas among business owners to enhance their success,” said JASPER Vice President of Fleet and National Programs Jesse Doty. “It also emphasizes the crucial role of Advisory Council members in shaping the National Fleet Installer program.”

Doty highlighted the importance of fleet managers’ confidence in the quality and fairness of repairs. “The program, guided by independent owners from across the nation, addresses this need,” he added.

The Independent Fleet Repair Advisory Council meets biannually and requires a two-year commitment, similar to the Independent Repair Shop Council.



The JASPER Independent Fleet Repair Advisory Council included: (wall bottom to top) Roderick Washington, Tom Kor, Bill Kindler, and JASPER West Coast Director of Fleet and National Programs Steve Brooks, (rail bottom to top) Adrian Barnhart, Robbie Lear, Sean DeAngelis, Jeff Myers, and JASPER Vice President of Fleet and National Programs Jesse Doty.

JETT Presents Grant to Local Fire Department

JASPER® Endows Today and Tomorrow (JETT) presented a grant to the Loogootee (Indiana) Volunteer Fire Department April 14th.

Department representatives Michael Stewart and Fire Chief Eric Thomas, were joined by JETT members Kelli Lampert, Sarah Blackgrave, and Eric Brittain, who is also a member of the fire department.

This grant will be used to purchase a battery-operated fan that allows firefighters to perform their duties more safely and efficiently during fire incidents. The fan helps with proper ventilation to disperse smoke, toxins, and heat, which can significantly impact firefighter visibility and respiratory health.

JETT is a giving circle for Associate-Owners of Jasper Holdings, Inc. and their families. They focus on pooling resources and creating a more significant combined impact on our communities. JETT aims to learn more about philanthropic opportunities and support those organizations that promote intelligent giving.



Representatives of Jasper Endows Today and Tomorrow presented a grant to the Loogootee Volunteer Fire Department to aid in the purchase of battery-powered ventilation equipment for the department.

Don't Freeze – Focus: Strategies for Thriving in a Tough Economy

By Darrin Barney, President - EliteWorldwide, Inc.

Darrin Barney

started his own auto repair and 4X4 business in 2003. By having a dedication to the success of his employees that is unlike any other, as well as to the care and safety of his customers, his success quickly caught the attention of the industry, and it's brought about his being featured in countless podcasts and nationally published articles. He's been on the cover of AutoInc. Magazine, and he's spoken at a number of the industry's largest events. Before becoming president at EliteWorldwide, he filled the role of lead trainer for the industry-acclaimed Masters Service Advisor Program, and he's coached a number of clients to incredible levels to help Elite grow into the remarkable brand it is today.



Right now, many shop owners are feeling the pressure. Between economic uncertainty, customer hesitation, and rising costs, the natural reaction is to tighten up and wait it out.

But the smartest shop owners aren't freezing, they're focusing. They're not chasing trends or adding complexity. They're going back to the basics and sharpening the systems that actually drive results.

Here's what that looks like in real shops right now:

1. Front Counter Discipline = More Sales, Less Stress

Your phones and front counter are still your biggest profit levers. But if you're not actively auditing performance, you're likely missing revenue.

What the best shops are doing:

- Weekly call audits using a simple scorecard. Is every advisor building rapport, collecting the right info, and converting calls to appointments? If not, fix it.
- 100/100/100 rule on inspections. 100% of vehicles inspected, 100% of recommendations estimated, and 100% presented. No exceptions.
- Resell the service at delivery. Set the tone for the next visit and lock in repeat business.

Every missed call, poor estimate, or skipped presentation costs you (sometimes thousands per week). The solution? Systemize the basics. Then inspect what you expect.

2. Numbers First, Emotions Second

Economic downturns magnify what was already broken in a business. Don't make decisions based on fear, make them based on your numbers.

Start here:

- Review your ELR (Effective Labor Rate). Are you charging what you're worth?
- Check your ADS (Average Discovered Sales). If your team isn't discovering \$1,000+ per vehicle, it's time to re-evaluate inspection quality and technician communication.
- Track your closing ratio. You don't need more leads if you're not converting the ones you have.

Tools like KPI scorecards, category sales reports, and weekly store evaluations are your early warning system and your roadmap for growth, so don't ignore them.

3. Leadership That Shows Up

During slower seasons, your team is watching more closely than ever. Not for motivational speeches, but for clarity, con-

sistency, and calm.

That Means:

- Leading with facts and data, not panic.
- Reinforcing the "why" behind the work.
- Checking in with your team one-on-one.

It's also a prime time to recommit to pay plans that reward the right behaviors and to resell your vision of where the shop is going. When you lead well, your team performs well and stays with you longer.

The Bottom Line

The vehicles are still out there. The opportunity is still there. And the shops that will come out ahead are the ones using this time to reinforce the basics and not just ride it out.

Focus on what you can control. Stay consistent. And remember: the fundamentals still work.

Advice from the Field: Joe Marconi's Strategy

Industry leader Joe Marconi, one of Elite's top trainers, reminds shop owners of this:

- Be selective. Take on the jobs that align with your capabilities and your ideal customer.
- Create a clear, efficient process for big-ticket repairs, and don't be afraid to charge a higher labor rate for complex work like engines and transmissions.
- Labor rates are specific to your shop's financial requirements. If you are not sure how to calculate your labor rate or the higher labor rate needed on engines or transmissions, get help from a professional coach. (Basic formula: Total technician cost per billed hour ÷ labor gross profit target % = Labor Rate)
- Focus on gross profit dollars, not just

(continued on back page)

Elite
PEOPLE. PRINCIPLES. RESULTS.



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(continued from page 7)

percentages. You don't need every single job to hit 60% GPM, you just need them to contribute to your overall goals.

How to Talk to Customers with Confidence

Customers will often compare the cost of a part to what they find online or get quoted from JASPER®. That's understandable, and here's a strong talk track you and your team can use:

"We don't just sell parts. Our mission is always to deliver peace of mind with this important asset to you and your family. What you're getting here isn't just the product itself, but also its expert installation, a trained & insured team, a backed warranty, and a team who really cares."

Want help tightening up the systems that matter most?

Join JASPER + Elite for any of our core training programs or 1:1 coaching.

<https://eliteworldwide.com/fly-with-the-eagles/>

Ask your JASPER representative about using Co-op funds (contingent on availability, covers 50% up to \$500 annually).

Newsletter Archive QR Code



Our April 2025 newsletter was mailed to many of our customers across the country. We alternate between mailing and emailing our newsletters. If you missed a previous issue, please scan the QR code above to access our newsletter archive.

Make JASPER® your Brand of Choice! For more information about our remanufactured products, call us at 800.827.7455 or visit www.jasperengines.com.