

# REMAN CONNECTION

## APRA Heavy-Duty Remanufacturer of the Year

*Still Learning  
After All These  
Years*



**ALSO INSIDE THIS ISSUE:**

**Ram ProMaster City Test**

**Subaru Buyers Caught Up  
in the Right-to-Repair Fight**

**Aluminum Scarcity Drives Scrap  
Values Up**

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# Kripli's Corner

## SUPPLY CHAIN IS ONE ISSUE, BUT THE PRICE INCREASES ARE OUTRAGEOUS!



Joe Kripli

**Y**es, everyone is having supply chain issues from chips for ECU's to nozzles for diesel injectors.

But what is driving me "nuts" these days

are the frequent price increases. One example are filters—oil, air or fuel. I have seen price increases three times in the last nine months, averaging 22% in total increases over that period. Now, it's one thing to pass price increases onto your customer at the beginning of the year, but when you have to go back to them three times in nine months, trust me, the customers don't want to hear it and are not happy about it at all. And of course, this forces the customer to start "looking around" for alternative sources, for which I can't blame them.

Some of these price increases are surprises. I had one supplier tell me the price increase was effective last week, so now I've "been" selling product at less margins than I thought I was. Make sure your ERP system is up to date, otherwise you won't realize the margin decline until your end of month review, or worse, your end of quarter review. Of course, the other hassle is that you're also quoting customers in the middle of these

increases or you may have customers where you lock into an annual contract, like a municipality. That can be very painful and unprofitable. Hopefully, the customer is understanding. I realize the issues with fuel prices rising, container prices being x10 over last year, and simply raw materials such as steel and aluminum increasing, however, you can't just keep adjusting on a quarterly basis. It simply drives the customers crazy. Heaven forbid you have a catalog you have to keep updating. That's becoming a fulltime job.

My personal opinion is that cost influences such as container costs should be a line item like the tariffs were. When we were subject to the increasing tariffs and changing tariffs, a lot of companies put that as a separate line item instead of trying to bake it into the cost. I think we should do the same for the containers because they are fluctuating so much and we know they should return to some normality by next year. That's my soapbox for this edition.

I always welcome response or rebuttal to my comments at [kripli@apra.org](mailto:kripli@apra.org) and sometimes my editorials do not reflect the position of the APRA.

Respectfully,

Joe Kripli  
APRA President

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### 2022 Rematec Amsterdam

June 14-16  
Amsterdam Netherlands

### INA/PAACE Automechanika Show

July 13-15  
Mexico City, MX

### Automechanika Frankfurt

September 13-17  
Messe Frankfurt, Germany

### BigR Symposium

October 31  
Las Vegas, NV

### HDAW Show 2023

January 17-19, 2023  
Grapevine, TX

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### Office Contact:

Phone: (703) 968-2772

FAX: (703) 968-2772

Email: [info@apra.org](mailto:info@apra.org)

### APRA President:

Joe Kripli - [kripli@apra.org](mailto:kripli@apra.org)

### APRA Chairman:

Greg Arseneault - [garseneault@ambac.net](mailto:garseneault@ambac.net)

### REMAN Connection Editor:

The Promo Corp - [www.thepromocorp.com](http://www.thepromocorp.com)

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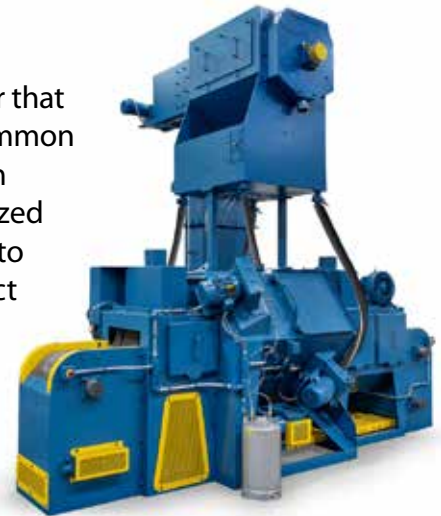


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## PRESS RELEASE

### MB1806P mesh belt for plastic parts

Viking Blast & Wash Systems has been manufacturing industrial cleaning equipment for 40+ years. Our systems have evolved over that time as business and cleaning needs have changed. It's not uncommon to hear in any heavy equipment industry, "they don't make them like they used to". With Viking it's just the opposite. We have utilized advances in technology as well as expertise built from listening to our customer's needs. Our engineering staff looks at every aspect of every product we produce to benefit from these advances and knowledge gained to continually improve our products.



With this product enhancement mentality, we make continual improvements, some of which can be seen in our specialty line of the MB1806P. This new series for deflashing plastic parts has many unique characteristics. The 4 blast wheels are not throwing steel shot but, rather a hard plastic media. This throwing technique requires the shot to have an additional solenoid for each blast wheel to reduce the static charge created during this process. This solenoid triggers a mist of an anti-static media to spray across the abrasive and reduce the static build-up. So, control on the wheel speed through VFD's for each wheel and control of the mist is critical. These two processes are controlled by the program running in the PLC. Features Include:

- Air blow-off system. : Hi-volume air blow-off and air cannons remove carryout abrasive from the work.
- (4) VMAX Blast Wheel with VFD. Allows for control of throwing velocity.
- Anti-static pressurized spraying system.

Viking Blast & Wash Systems offers industrial cleaning solutions for all shapes and sizes of metal and plastic parts. To receive a copy our brochure or for additional information on any of our shot blast, wash, or vibratory equipment, please call 1-800-835-1096 or email [sales@vikingcorporation.com](mailto:sales@vikingcorporation.com). You can also visit us at [www.vikingcorporation.com](http://www.vikingcorporation.com).

#### Press Contact:

Dennis Reimer / Marketing Manager  
[dreimer@vikingcorporation.com](mailto:dreimer@vikingcorporation.com)  
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**Sean Broderick**

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# APRA HEAVY DUTY REMANUFACTURER OF THE YEAR

## Still Learning After All These Years

Jack Daul, APRA Board of Director, presents Howard Gossage and Diesel Sales with the Heavy Duty Remanufacturer of the Year Award.



**I**T'S IN HIS GENES. For Howard Gossage, his career began early — when he went to work for his parents, at the age of nine years old, in their family scrap yard. He then grew up to become recognized as a mover in the industry, a tireless entrepreneur and innovator, building and selling cores, parts and companies, and pioneering sales channels taking advantage of evolving technologies.

Howard was first in his industry to have a toll-free phone number, among the first to develop picture ID catalogs, using fax machines, and to take his businesses online.

Sixty-nine years and a variety of successful ventures after his childhood introduction to recycling, Howard Gossage is about to be honored as the APRA Heavy Duty Remanufacturer of the Year.

At the age of 78, he is still looking decades ahead and doing what he has done as well as anybody over the years: Adapting to the times and new technologies and closing the deals, whether buying and selling cores, truck diesel engines and transmissions, or rebuilding and

remanufacturing.

His ambition, he says, is still the same as when he founded the first business of his own more than a half a century ago: To make money.

“But what’s most exciting about this business,” he added, “is that you’re constantly learning something new as you adapt and keep growing; interacting with people; and working with a team of people as smart or smarter than me to generate ideas and stay on top of changes in the business. But in the end, of course, it’s still about making the deal.”

Arsco, the first company Gossage founded as a one-man operation in 1967 and turned into a major truck parts company over four decades, was acquired by LKQ in 2008.

Today, Gossage is the founder and owner of Heavy Quip Inc., doing business as Diesel Sales. Because of a non-compete clause with LKQ, Gossage took on a whole new sector, dealing in off highway heavy-duty equipment, selling parts and engine cores.



“When we started, it was like starting all over again. We had no inventory or contacts in this sector, and we had to go find customers on the internet,” he explained.

In 2010 Gossage rebranded Diesel Sales into a diesel engine rebuilder and remanufacturer, building to OEM specs and specializing in Komatsu, Caterpillar and Cummins engines. He acquired the expertise of engine remanufacturing expert Randy Walker from Walker Equipment, beginning his venture as an engine rebuilder by teaching his staff how to build an engine properly.

Today, his operation includes four rebuilders, a dyno tester and a full team of sales people, freight handlers, accountants, marketing specialists, website developers and a parts department.

Remanufactured engines at Diesel Sales are ready to ship to their customers.



To support the online sales mainly in North America but with growing global exports, Diesel Sales has hundreds of engines in stock, and a full line parts department in its 100,000 square foot warehouse, and 40,000 square feet of remanufacturing space at its main location in Chicago.

As he is scanning future horizons for Diesel Sales, Gossage sees more opportunity ahead even as he shares growing concerns in the industry about the current prevailing mindset among national and international political leaders on combating climate change.

“We’re all for good ecology,” he said, “and you would think that they would want to rebuild and remanufacture. That’s

what APRA is all about. But instead, laws discourage remanufacturing, and each year it gets more difficult.

“The focus is all on emissions. But at one point they get so carried away with it that they’re actually going backward instead of forward. Where many diesel engines today are very efficient from an emissions standpoint, they’re actually worse for the environment because it takes more fuel to operate them. They’re also much more costly and so complicated that they are very difficult to rebuild.

“The way the laws are geared right now, with many to take effect in 2030, they’re going to discourage rebuilding in favor of buying new. It makes no sense. It’s not saving the planet in any way.”

But Gossage believes other realities will get in the way of the 2030 changes known as the reset. The phasing out of fossil fuel engines is predicated on a rapid transition to electric vehicles.

“We have a lot of friends and friendly competitors in the industry, and a lot of them are very worried about 2030. But I don’t see a major change in the next 20 years,” he explained. “I believe there’ll still be diesel engines out there and gasoline engines. It won’t be all electric like they think it will, because they can’t even produce enough electric now to run, let alone put electric vehicles out there with plug-ins all over the highway systems. It’s just not going to happen, and alternatives like nuclear fuel are

far out in the future.”

Asked what he likes to do when he is not remanufacturing, Gossage responded that he can’t think of anything.

Ellen Gossage, his wife of 58 years, who has been along for the entire ride since they met aged 19 at a bus stop near the college they attended, was quick to interject that they enjoy going out to dinner, and that Howard keeps in shape with yoga. “Work is his vacation,” she added.

Howard Gossage has no plan to slow down anytime soon. “I will still be in the industry when 2030 comes around,” he said. “I may have to drag some of my friends along.” ■



## The Story of the Core Cow

Back in 1999, cows were on parade all over the city of Chicago. Our fearless leader's wife, Ellen Gossage, decided to create one for her dear husband, Howard. They named her "Core Cow." The Core Cow was an eye catcher. A true hit. A one-of-a-kind gift to be treasured for years to come.

As years went by, however, the Core Cow experienced her share of ups and downs. In 2009, Howard's son-in-law and warehouse manager extraordinaire, Kenny, accidentally ran over our beloved Core Cow with a forklift. Howard was crushed. Kenny was horrified. Our cow was broken.

The injured Core Cow was neglected for several years as she lived in our Chicago Heights warehouse. Howard and Kenny rediscovered the Core Cow in the early spring of 2021 and knew it was time to come to her rescue. Kenny immediately (if not sooner) searched for someone who could revive the cow and bring her back to OEM specifications.

Kenny was able to find the people who originally made our cow. They fixed her disheveled state, getting her back home for the start of 2022. Talk about starting the year off right! Our Core Cow is back and better than ever. Howard is thrilled... as you can see!

TO INQUIRE ABOUT GETTING YOUR PHOTO TAKEN WITH OUR CORE COW, please contact **312-368-7997** to add yourself to the waitlist.



## We're Hiring!

We are looking to hire! Join our team for an excellent career with ever-growing opportunity.

We are a Cat, Cummins and Komatsu heavy-duty diesel engine remanufacturing shop. We are the 2022 recipient of the heavy duty remanufacturer of the year award! Our warehouse is located in Chicago. We are looking to hire for general warehouse duties, engine tear down, and engine rebuilding positions and a parts salesperson.

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Contact **Kenny** at **312-368-7997** or [kenny@dieselsales.com](mailto:kenny@dieselsales.com)



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# YOU CAN'T LEARN EVERYTHING FROM A MANUAL

## Ram ProMaster City Test Case

by Mike Greer



Mike Greer,  
ASE Certified Technician

Today's adventure starts with a 2015 Ram ProMaster City Van with a 2.4L 4-cylinder engine and a 948TE 9-speed transmission. The customer came to our shop because the battery went dead, and after the new battery was installed, a bunch of warning lights came on. The odometer was flashing, and the transmission was clunking into gear, and his buddy who helped

him change the battery had a generic OBD2 code reader that was able to pull a couple of transmission codes. They had no idea what they meant, but they were pulled from the TCM and useful to us.

As the technician for this repair, my initial thought was that there was no way that changing a battery could cause this issue. Then my second thought was, could they have hooked up the jumper cables backwards, or possibly reversed the cables when the new battery was installed?

I started the engine and put the transmission into Reverse, backed up and tried to shift into Drive, but the shifter was locked into Reverse; it would not budge. I shut it off and moved it into Park. I started it up again, put it in Drive and pulled it into the shop. Once again, the shifter was locked, but in the Drive position this time, and would not move. The customer had never mentioned this as an area of concern.

I then hooked up the Snap-On Zeus scan tool and ran a Vehicle System Report, which scans all of the modules equipped on the vehicle. It found the following codes in the TCM: P2784 (Input Speed Sensor 1/2 Correlation), P0610 ECU (Vehicle Options Mismatch), P1720 (Output Speed Sensor/Wheel Speed Rationality) and P1500 (ECU Configuration Mismatch). The ABS, BCM and ESM controllers were all showing configuration and low voltage codes. See **Figure 1**

As with all evaluations, I checked the PCM and TCM calibration numbers to ensure they were up to date. While I was recording the calibration numbers, I noticed that the VIN was listed in the TCM with the nonsensical string of letters "yyyyyyyyyy" across the board.

### Pre Scan Vehicle System Report

Figure 1

2015 Ram ProMaster City 2.4L I4 MPI  
VIN 2FBERFT3H48B44100  
Odometer 41,689  
License

August 31, 2021 3:15 PM

#### CODE SCAN RESULTS

Systems Analyzed: 11

##### Systems w/ Codes

##### Transmission

P2784-00 Input Speed Sensor 1 / 2 Correlation - Stored.  
P0610-00 ECU Vehicle Options Mismatch - Active, Pending, Stored.  
P1720-00 Output Speed Sensor/Wheel Speed Rationality - Active, Pending, Stored.  
P1500-00 ECU Configuration Mismatch - Active, Pending, Stored.

##### Antilock Brakes

C1222-85 Actual Gear Signal Not Valid From Gear Box - Signal Invalid - Active, Pending, Stored.

##### Body Control Module (BCM)

B10AA-4A Check Configuration Failed - Incorrect Component Installed - Active, Pending, Stored.  
U1718-87 Parking Assistant Module (PAM) - Missing Message - Stored.

##### Electronic Shifter Module (ESM)

P1C8B-15 Battery Voltage - Circuit Voltage Below Threshold - Pending, Stored.

##### Entertainment Telematic Module (ETM)

B1552-13 Global Positioning System (GPS) Antenna - Circuit Open - Stored.  
B210A-15 System Voltage Low - Circuit Voltage Below Threshold - Stored.

At this point it was time to talk to the customer again and get authorization to look further into this issue. The only thing I knew at this stage was that I wanted to update the calibrations in the ECM and TCM, research why I could see no VIN in the TCM and try to figure out if this was the full extent of the issues.

The owner of the van authorized the additional time, and after a little research I came across something called "Proxi Alignment." The function of the Proxi Alignment procedure is to copy the current vehicle configuration from the BCM to all the other modules installed on the car. Could this be the issue? I found a video from Snap-On for doing the Proxi Alignment, but they did not perform the procedure in the video because everything already showed up as "configured." The Snap-On scanner had the Proxi configuration alignment tool located in the body control module miscellaneous functions. There was also the "check vehicle identification number" notification, and the VIN was correct for this vehicle as shown in the BCM.

I chose to try the Snap-On scanner first to see if that was a quick easy fix as it showed that the TCM needed to be configured. I followed the steps exactly as listed and it showed that the process was completed.



**PROXI Configuration Alignment** **Figure 2**

Current vehicle PROXI Status

ECU	Ecu PROXI Status
PCM	Configured
ABS	Does Not Use PROXI
HVAC	Does Not Use PROXI
ORC	Configured
IPC	Configured
TPM	Configured
TCM	Configured

Well, long story short, I still had the P0610 and P1500 codes that would not clear out. I then decided to update the calibrations in the PCM and TCM while I was still contemplating what to check next, as I'd hoped the Proxi Alignment would have fixed it. All our locations have the WiTech 2.0 using the J2534 box as the interface, so I purchased a short-term Tech Authority subscription for programming and went ahead with reflashing those modules.

I attempted to do the TCM first, and the dialogue said to make sure PCM was updated prior to flashing the TCM. I updated the PCM calibration and then the TCM, and all went well. The calibrations were updated, but the codes persisted.

While using the WiTech, the Proxi Alignment is listed in the Guided Diagnostics, so I figured I would look at it with the OE scan tool. I was still hung up on this, thinking that it really makes sense that the TCM's missing data could be the direct cause of all this. So, I repeated the PA process using the OE scanner this time, and I get to this screen: See **Figure 3**



This showed that the TCM was already configured. A dead end. Still, being stubborn I decided to keep going and get to this screen: See **Figure 3**

Now I saw, "You may still choose to align a specific ECU regardless of its status." This was encouraging. I selected the TCM and started the procedure, and now the thing that stuck out to me was that the WiTech prompted me to turn on the radio. What?! The Snap-On tool never prompted me to turn on the radio, and in the last ten years I have programmed more than 2,000 vehicles and never once have I been prompted to turn the radio on. You can see the radio is grayed out (present but not responding) because it was not turned on. See **Figure 4**

The procedure was completed and successful, and now the odometer stopped flashing, the shift er no longer locked, and the two configuration codes were gone.



A couple of nagging questions that I cannot 100% answer: would the Snap-On procedure have been successful if the radio was on? And why the speed sensor correlation codes? I am going to assume that the TCM did not contain the tire size data. Perhaps it was stored in the BCM, or it could be an unknown gear ratio. This transmission has a hydraulic park lock solenoid and a magnetic park lock solenoid so I must assume that when the vehicle came to a stop, the logic locked it into Park and would not release until the key was cycled.

In this case we've shown that some observation and utilizing two different scan tools were required in order to complete the corrective procedures on this vehicle. Sometimes the shop manuals don't detail every needed step; the OEM scan tool had the guiding prompt where the snap-on scan tool did not. It's a very complicated field in which we work. ■

*Mike Greer is an ASE Certified Technician who has been in the industry since 1987 and with Certified Transmission since 1996.*



# ATC DRIVETRAIN OPENS ELECTRIC VEHICLE BATTERY AND POWERTRAIN LAB IN NORTH AMERICA

## Launching the New Lab Facilities Increases ATC's Global Capabilities to Support EV Battery Life Cycle Management

**ATC Drivetrain ("ATC"), a leading independent global remanufacturer of automotive powertrain and drivetrain systems, announced today that it has launched remanufacturing capabilities for electrified vehicle systems at its Oklahoma City, Okla. facility to serve the North American automotive market.**

The investment allows ATC to remanufacture batteries and electric drive units for hybrid and battery electric vehicles. The move represents the next step in the company's electrification strategy and builds on the competencies and processes initially developed in the United Kingdom. ATC currently remanufactures batteries and drivetrains for electric vehicles at its facility in Cannock, England.

"As the industry continues the migration towards electrification, it is strategically important for ATC to build out the necessary capabilities and capacities to globally support our customers for all of their powertrain and drivetrain remanufacturing needs, regardless of propulsion technology," says Greg Heald, ATC's President & CEO.

"With our existing capability in the U.K., the launch of these competencies in the U.S. and the upcoming launch in China, we expect to be the first and only independent remanufacturer with global capacities for ICE, hybrid and fully-electric vehicle solutions," says Al Victoria, Vice President of Engineering and Quality at ATC Drivetrain.

"Since our initial investment in ATC in 2018, the company's strategy has been to make targeted investments around the world to prepare for an increasingly electric future," says Alex Rose, Chairman of ATC Drivetrain and Co-President & Partner of Crestview Partners. "The launching of ATC's new North American EV lab is one more exciting step on the company's journey towards global leadership in providing environmentally friendly remanufacturing solutions to our customers."

### About ATC Drivetrain

ATC Drivetrain is a Farmington Hills, Michigan-based company providing environmentally friendly remanufacturing solutions for powertrain and drivetrain products regardless of the technology powering the vehicle. This includes batteries, electric drive units, engines, transmissions and other driveline products. ATC also

offers engineering services that include warranty root cause analysis and testing, quality audits, production rework and recycling. ATC serves the global automotive industry from its facilities in the USA, United Kingdom and China and supports automotive OEMs for in-warranty and out-of-warranty products, IAM distributors and individual consumers. ATC is ISO9001 and AIAG MMOG/LE certified to IATF 16949 and ISO 14001 quality, material and environmental standards. For more information, please visit [www.atcdrivetrain.com](http://www.atcdrivetrain.com).

### About Crestview Partners

Founded in 2004, Crestview is a value-oriented private equity firm focused on the middle market. The firm is based in New York and manages funds with approximately \$10 billion of aggregate capital commitments. The firm is led by a group of partners who have complementary experience and distinguished backgrounds in private equity, finance, operations and management. Crestview has senior investment professionals focused on sourcing and managing investments in each of the specialty areas of the firm: industrials, media and financial services. For more information, please visit [www.crestview.com](http://www.crestview.com). ■





# AUTO RECYCLERS CELEBRATE REMAN & EARTH DAY

## Global Reman Day April 14 • Earth Day April 22

By Paul D'Adamo, RAS "Core Hunter"

### So Much To Celebrate!

Let's all take a moment this month to celebrate these two monumental days in our industry. Earth Day and Reman Day represent the best of what our Industry stands for; companies who don't just talk the talk of environmental action, but recyclers who by definition "walk the walk" in a profit minded business model that employs thousands of employees around the world and provides quality used OE parts to body and mechanical shops, as well as individual DIY'ers. Overstocked and non-necessary core parts are removed and sent to collectors who work with Remanufacturers. We take one of the planet's most recyclable products, the automobile, and part it out for economic gain and have a downstream to handle the remainder. When done right, almost nothing goes to waste.

Let's celebrate the 4 R's as part of our Earth Day Celebrations. I can guarantee that most of your customers do not understand the circular nature of our industry. Become the teacher and offer presentations at your business, local schools, and civic events. Tell them about your Core Program and how important it is.

### Are Reman Parts as Good as New?

Defined: "A remanufactured part fulfills a similar function as the original part. It is restored from an existing part (core), using standardized industrial processes in line with specific technical specifications. A remanufactured part is given the same warranty as a new part and it clearly identifies the part as a remanufactured part and states the manufacturer\*." In some cases, the remanufactured part is even better than the original as remanufacturers enhance the original specs to accommodate known wear points.

### How Does This Benefit Auto Recyclers and Dismantlers

It is my belief that the circular nature of OE parts cored and sold to remanufacturers completes the Circular nature of these parts. Currently the retail parts stores supply approximately 80% of the cores required by the Remanufacturers. Auto Recyclers are called upon to supply

20% of the cores. If we do not make an effort to provide quality OE Cores back to the remanufacturers, Auto Parts Retailers will resort to sourcing cheaper "aftermarket parts" to sell to their customers.



### The Economic and Environmental Benefits of Remanufacturing

Whether we like or not, the circular nature of Reman parts offers us a chance to recoup some of our investment in our vehicles, while also helping to support a legitimate auto parts supply chain for the consumer. The whole process sustains and supports global employment and reduces the need to use precious resources in the manufacture of new OE Parts. In this scenario, the economic and environmental benefits are exponential.

### How Can You Help in 2022

Make a pledge to maintain a quality Core Recovery program. All of the quality Core Companies have tools to help you, but it takes patience, effort, and consistency to achieve success.

RAS celebrates it's 50th year in the Core Industry. We work with Auto Recyclers and Dismantlers throughout the US and Canada to source valuable cores which are catalogued and stored and then made available in various quantities to Remanufacturers. Celebrate Reman and Earth Day in 2022. Remind your employees, customers, and the greater community that we are "essential" and perform a tremendous service for the planet.

### Questions on QC Counts for Cores?

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# SUBARU BUYERS

## Caught Up In the Right-to-Repair Fight Over Autos

By Matt O'Brien



**D**riving a rugged Subaru through snowy weather is a rite of passage for some New Englanders, whose region is a top market for the Japanese automaker.

So it was a surprise to Subaru fans when Massachusetts dealerships started selling its line of 2022 vehicles without a key ingredient: the in-car wireless technology that connects drivers to music, navigation, roadside assistance and crash-avoiding sensors.

“The dealer didn’t bring it up,” said Joy Tewksbury-Pabst, who bought a new Subaru Ascent without realizing she’d be missing out on the remote start and locking features she had before trading in her 2019 model. She also lost the ability to check wiper fluid levels, tire pressure and mileage from her phone.

What’s happening in Massachusetts mirrors a broader battle over who has the “right to repair” increasingly complex electronic products -- from iPhones and farm tractors to the family car.

About 75% of Massachusetts voters sided with the auto repair industry in 2020 by passing a ballot initiative that’s

supposed to allow car owners and their preferred auto shops to more easily peek into a car’s trove of online data. Automakers have been fighting it in court ever since.

And two of them, Subaru and Kia, said that rather than run afoul of the new law, they would disable their wireless “telematics” systems from new models in the state. Car buyers and dealerships have been feeling the effects.

“It’s certainly a bummer,” said Joe Clark, general manager of the Steve Lewis Subaru dealership in the western Massachusetts town of Hadley. “People are calling back after the fact, realizing they’re missing out.”

Tewksbury-Pabst was one of more than 2.5 million people who voted for the ballot measure in Nov. 2020, after an expensive electoral fight marked by dueling TV commercials. She believes it will help independent auto shops compete with dealerships’ in-house repair shops.

She’s mostly frustrated with Subaru, describing its reaction to the law as “like a child that didn’t get their way and took their ball and went home.” ■



Cars already have a diagnostic port that mechanics can access for basic repair information, but independent auto shops say that only carmakers and their dealers have access to the real-time diagnostics that cars now transmit wirelessly. That's increasingly important amid the shift to electric cars, many of which don't have those diagnostic ports.

The law requires automakers to create an open standard for sharing mechanical data. Subaru spokesperson Dominick Infante said the "impossibility of complying" with that provision "is a disservice to both our retailers and our customers."

"The data platform that the new law requires to provide the data does not exist and will not exist any time soon," he said in an email.

An auto industry trade group immediately sued the state's Attorney General Maura Healey after the law's passage to stop it from taking effect, arguing that the timeline was unreasonable, the penalties too onerous, and that automatically sharing so much driver data with third parties presented cybersecurity and privacy risks.

Part of the fight is also over who gets to alert drivers and encourage them to visit when the car senses it needs a repair. The current system favors dealerships, which many auto shops fear will soon put them out of work if

independent mechanics can't get easy access to the software upgrades and mechanical data needed to make basic repairs — from tire alignments to broken seat heaters.

"If we don't have access to repair information, diagnostic information, you're putting an entire workforce out of business," said Bob Lane, owner of Direct Tire & Auto Service, in the Boston suburb of Watertown. "If the only person who can fix a car, because of a data standpoint, is the dealership, the consumer has lost the choice."

The right-to-repair movement now has a powerful ally in U.S. President Joe Biden, who signed an executive order last year promoting competition in the repair business and has already counted some victories after Apple and Microsoft voluntarily began making it easier for consumers to fix their own phones and laptops.

"Denying the right to repair raises prices for consumers," Biden said in January. "It means independent repair shops can't compete for your business."

The Federal Trade Commission and state legislatures have also been eyeing regulatory changes. Under scrutiny are restrictions that steer consumers into manufacturers' and sellers' repair networks, adding costs to consumers

and shutting out independent shops, many of which are owned by entrepreneurs from poor communities. U.S. Rep. Bobby Rush, an Illinois Democrat, introduced a bill this month to enable car repair shops to get the same data available to dealerships.

Brian Hohmann

has spent decades adapting to changes in automotive technology, from attending a school to fix carburetors — now an obsolete technology — to learning how to program.

"Essentially every car now is 50 computers with four tires on it," said Hohmann, owner of Accurate Automotive in the Boston suburb of Burlington. "If you're not computer-savvy, you struggle."

But Hohmann said most independent garages are perfectly capable of competing with dealerships on both repair skills and price as long as they have the information and software

**"The data platform that the new law requires to provide the data does not exist and will not exist any time soon"**



access they need. That often involves buying expensive, automaker-specific scanners, or paying for a day pass or yearly subscription to get needed access.

Massachusetts rules already favor independent auto repairers more than other places thanks to an earlier right-to-repair law passed by voters in 2012. But that was before most cars started wirelessly transmitting much of their crucial data outside the car — presenting what auto shops see as a loophole to the existing rules focused on in-car diagnostics.

Automakers argue that independent shops can already get the data they need, with permission — but making it automatically accessible by third parties is dangerous.

Such data access “could, in the wrong hands, spell disaster,” said the lawsuit brought by the Alliance for Automotive Innovation — a trade group backed by Ford, General Motors, Toyota and other big automakers, including Subaru and Kia.

The case is now in the hands of U.S. District Judge Douglas Woodlock, who is reviewing whether to split off the most disputed ballot provision to let the other parts take effect.

A decision is expected in March after delays caused by the actions of Subaru and Kia, which the state says the automakers should have disclosed earlier. Massachusetts lawmakers are also looking at postponing the law’s effects to give carmakers more time to comply.

Subaru and Kia have said most drivers will still be able to use driving-specific Apple CarPlay or Android Auto to stream music or get navigational assistance. ■





# ALUMINUM SCARCITY DRIVES SCRAP VALUES UP



**R**ussia provides roughly 6 percent of the aluminum the U.S. uses in smelters and the prices have gone up in addition to a surge in supply disruption in light of the recent warfare.

The flipside of this situation is that scrap value is seeing a wave of momentum. Companies are investing in equipment and ramping up operations to handle recycling scrap in order to meet the increased demand for aluminum.

Aluminum makers are searching for any source of aluminum including old cans, shredded cars and factory discards to fill orders. These companies are investing in recycling and melting more scrap to increase their output.

Companies such as Norsk Hydro ASA, Novelis and Matalco are opening U.S. plants so they can produce more of the lightweight metal utilized by auto companies, beverage can makers and other manufacturers. U.S. aluminum consumption grew by 11 percent last year, bouncing back from 2020's pandemic-influenced reduction, according to the Aluminum Association trade group.

In 2021, Norsk Hydro broke ground on a new plant in Cassopolis, Michigan that will annually produce 120,000 metric tons of new aluminum using scrap. The new facility is expected to cost \$140 million and should be completed by the end of 2023.

Many aluminum producers have arrangements with

their customers to buy back scrap waste generated from production. This is often perceived to be most valuable because it's considered to be 'clean' and ready to recycle.

Novelis is another company with plans to expand operations to include more facilities capable of melting down scrap and producing aluminum ingots. Their newest plant will be based in Guthrie, Kentucky and will be able to make 240,000 metric tons of ingots annually. The project has an estimated cost of \$365 million and is scheduled for completion in 2024. They plan to roll the metal from the new plant into aluminum sheet for automotive customers.

Once the major components of a vehicle are pulled, including the engines, transmissions and wheels, most of the remaining body parts are shredded, creating a mix of copper, aluminum and other metals. This is often shipped overseas, where it's further processed, pulling the aluminum which is melted again for creating new aluminum parts.

Beyond vehicles, aluminum is one of the materials with the highest recovery rates from consumer households. Approximately 70 percent of new cans are made from recycled cans. The Can Manufacturers Institute reports that roughly 60 billion cans are never recovered and they've set a goal to raise that rate to 70 percent by 2030.

The current industry climate is making the incentive to collect and recycle scrap more lucrative on every scale.

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# AUTOMOTIVE WIRE HARNESSES: DON'T PANIC!

## The Right Sourcing Strategy Will Keep Your Supply Chain Sky from Falling

by Michael Friedman

**Repercussions from war between Russia and Ukraine are permeating through every sector of industry around the world. The conflict has finally managed to shutter automotive wire harness production facilities in Ukraine, and that stoppage will create obstacles in the larger industries of automotive manufacturing and aftermarket parts.**

Consequences regarding the global supply of harnesses will be significant, especially in European markets, but it won't be the end of automotive production as we know it. Accessible solutions exist for businesses relying on either obtaining vehicles off the production line, acquiring aftermarket parts, or both.

On average, modern automobiles house just over three miles of essential wiring. As internal digital capabilities expand and electric vehicles gain popularity, it's expected that this statistic may even increase in the near future. In the most recent reports on the wire harness sector from Allied Market Research, it's projected to expand from a \$47.61 billion industry in 2020 to a \$73.73 billion in 2030. Wire harnesses are unique to each car model, and they are designed to organize groups of wires travelling between power sources and electronic components within the vehicle. These harnesses are typically made up of a polymer casing on the outside and conductive metals—copper or aluminum—on the inside.

As with many similar products, the lion's share of automotive wire harnesses is manufactured in Asia. North America follows in terms of market-share, and then the next notable manufacturing group would be the LAMEA region. That encompasses the majority of Brazil, Argentina, South Africa, Iraq, Iran, Algeria, Saudi Arabia, and Egypt. LAMEA is projected to grow the fastest of any wire harness manufacturing region between 2021 and 2030—specifically about 6.6%. The top three leading wire harness manufacturers are the German-based Leoni AG, Japanese-headquartered Fujikara Limited, and German-based Nexans autoelectric GmbH.

“Those initial geographic statistics are pretty typical of automotive manufacturing and the production of aftermarket parts,” explains Nick Klein, Vice President of Sales & Marketing for OEC Group's Chicago office. “Asia and North America are the biggest producers, and then there's a sprinkling around some of the world's growing manufacturing regions. The atypical thing about wire harnesses is that some of these organizations headquartered in Japan or Germany opened manufacturing facilities in locations that benefit from workforces that are both inexpensive and highly skilled—not just inexpensive.”



That's where Ukraine comes into play. Some of the larger suppliers of wire harnesses, including Leoni and Fujikara, have opened large manufacturing plants in Ukraine. Smaller manufacturers, like German Forschner, Kromberg & Schubert, Prettl, SBN and the Japanese Yazaki have done the same. This is reportedly due to the lower cost of labor and a higher level of skill amongst workers compared to other traditional manufacturing regions. Overall, Ukraine provides around seven percent of the world's automotive wire harnesses.

Seven percent may seem inconsequential, especially with all of the alternative manufacturing regions and the sheer manufacturing power of the automotive industry, but that's not the full picture. Car production has already been hampered by the chip shortage, and the automotive sector has always been

segmented by nature.

For example, Honda, Toyota, and Subaru are headquartered in Japan, Volkswagen and BMW come from Europe, and Chevy and Ford are American made. The seven percent of wire harnesses coming from Ukraine makes up a huge chunk of supply needed to keep the European sector of automobile manufacturing moving.

Volkswagen, the second largest automobile manufacturer in the world, and competitor BMW will experience severe disruptions due to closures caused by the ongoing conflict. Unfortunately, for these car makers current supply problems are multipronged. First and most obviously, plants have been shut down. Additionally, the Black Sea is an extremely risky place to send freight through. Top insurers have avoided providing coverage for the region, and we've already seen several cargo ships get destroyed because of naval conflict between Russia and Ukraine. On top of that, many land-based routes through Europe are unusable due to active fighting and blockades related to the conflict. Even when Volkswagen and BMW are able to adjust their sourcing strategy, they'll have to put just as much effort into routing their supply safely and effectively.

"It seems like some manufacturers oversimplify their thought process when it comes to sourcing materials," explains Steve Myers, Vice President of Operations for OEC Group's Northeast Region. "It's not as simple as pointing to another manufacturing region on a map and doing business there. You need connections with those suppliers, connections at ports of discharge and ports of entry, access to reliable trucking providers, and, in a perfect world, connections with warehousing and storage providers along the way. Even under these market conditions, the right logistical partner can make that happen. The sky is not falling."

Exactly. The sky is not falling. While manufacturers that rely on Ukrainian wire harnesses will need to adjust their strategy for the foreseeable future, large segments

of the market are unaffected. The two largest wire harness manufacturing regions, Asia and the United States, are operationally unphased by this new development. Also, before the conflict began, some smaller suppliers like Aptiv PLC moved their operations out of Ukraine and into surrounding European countries.

**The sky is not falling. While manufacturers that rely on Ukrainian wire harnesses will need to adjust their strategy for the foreseeable future, large segments of the market are unaffected.**

The aftermarket automotive wire harnesses market is in a nearly identical situation. Some of the overall supply is sourced through European countries like Ukraine and Germany, but the vast majority of that product is supplied by facilities in Japan and the United States. India and South Korea also contribute to the global collection of aftermarket harnesses.

"This was initially reported as a huge blow to the automotive industry," says Charles Klein, Vice President of Sales and Marketing for OEC Group's Detroit office. "It's certainly not a positive thing for a global automotive supply chain that's already struggling pretty severely, but it's nothing we can't plan for. With the right lead times and the right sourcing strategy, we will be able to absorb this and move forward." ■



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