

# GEARS

■ FOR THE TRANSMISSION REBUILDING INDUSTRY ■

# 2013

***Buyer's Guide Inside***

***Toyota's U660E:  
First Things First***

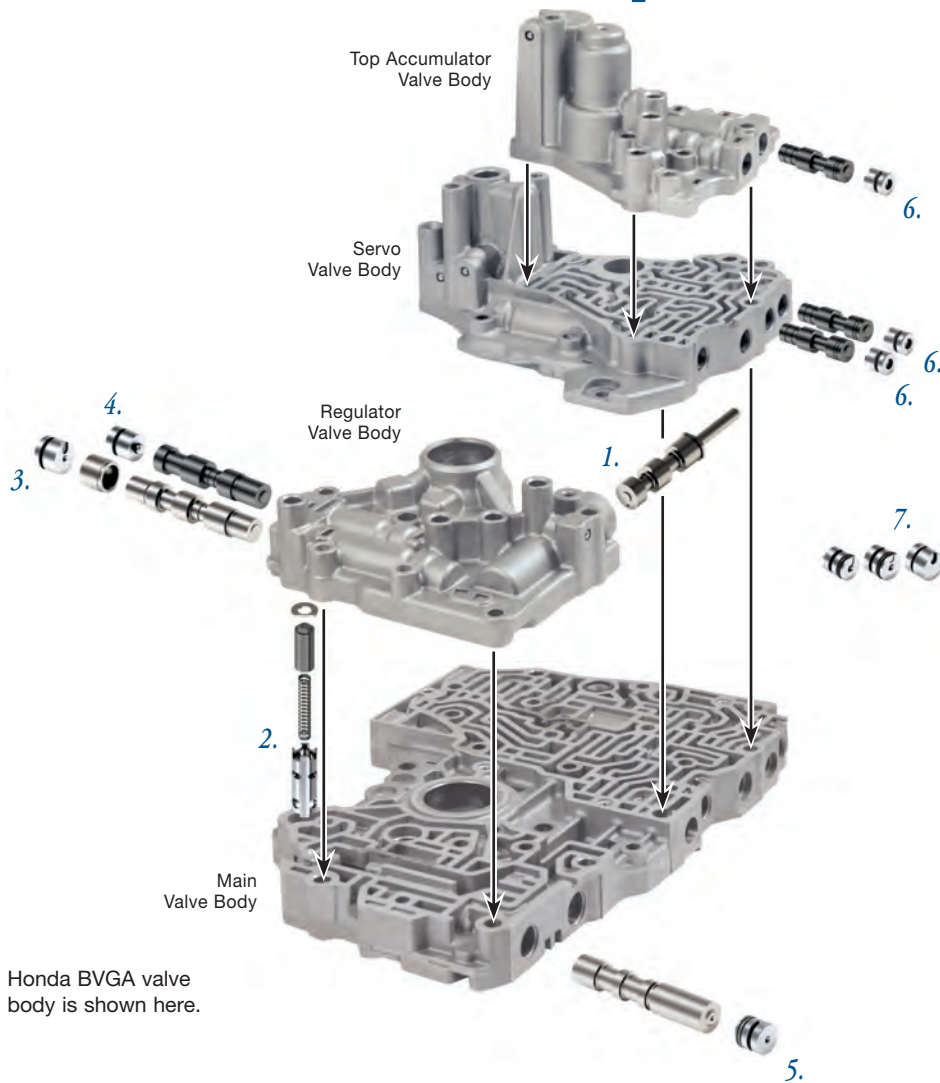
***A Closer Look at the  
4ET50 Transmission***



**JANUARY / FEBRUARY  
2013**

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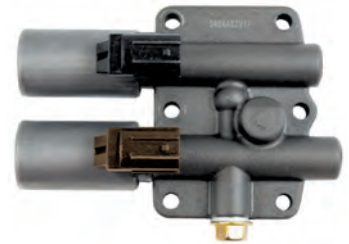


Honda BVGA valve body is shown here.

View Honda/Acura 4/5 Speed Application Chart



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<ul style="list-style-type: none"> <li>Overheated converters</li> <li>TCC slip code P0740</li> </ul>	<b>2. TC Check Valve Kits</b> <i>4- &amp; 5-Speed, See Application Chart</i> <i>5-Speed, See Application Chart</i>	<b>98892-06K</b> <b>98892-10K</b>	
<ul style="list-style-type: none"> <li>TCC slip code P0740</li> <li>Low cooler flow</li> </ul>	<b>3. Oversized Lockup Control Valve Kits</b> <i>4-Speed, See Application Chart</i> <i>5-Speed, See Application Chart</i>	<b>98892-17K</b> <b>98892-27K</b>	F-98892-TL17 F-98892-TL27 & VB-FIX
<ul style="list-style-type: none"> <li>Overheated converters</li> <li>TC lining failure</li> </ul>	<b>4. Oversized Lockup Timing Valve Kits</b> <i>See Application Chart</i>	<b>98892-22K</b> <b>98892-24K</b>	F-98892-TL22 & VB-FIX
<ul style="list-style-type: none"> <li>Overheated converters</li> <li>TCC slip code P0740</li> </ul>	<b>5. Lockup Shift Valve Kit</b> <i>5-Speed, See Application Chart</i>	<b>98892-16K</b>	
<ul style="list-style-type: none"> <li>Flare/bumpy on up/downshift</li> <li>Harsh reverse engagement</li> </ul>	<b>6. Oversized CPC Valve Kit</b> <i>Fits any of 3 locations</i> <i>See Application Chart</i>	<b>98892-23K</b>	F-98892-TL23 & VB-FIX
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PHONE (805) 604-2000 FAX (805) 604-2006

Publisher Dennis Madden  
Managing Editor Rodger Bland  
Online Editor Ron Brattin  
Technical Director Lance Wiggins  
Advertising Frank Pasley  
Senior Designer Jeanette Troub

Contributing Editors: Steve Bodofsky  
Jim Cathcart Thom Tschetter

ATRA Technical Staff: Rolando Alvarez  
Kevin Pryor Bill Brayton  
Mike Brown Steve Garrett  
Pete Huscher Mark Puccinelli  
Mike Souza Jarad Warren

Director of Membership & IT Svc Kelly Hilmer  
Seminars & Convention Manager Vanessa Velasquez

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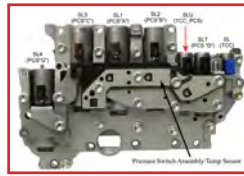


**Editorial and Business Offices**  
2400 Latigo Avenue,  
Oxnard CA 93030  
Phone (805) 604-2000  
Fax (805) 604-2006  
[www.gearsmagazine.com](http://www.gearsmagazine.com)  
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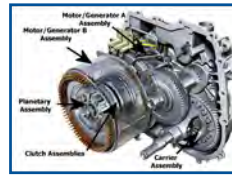
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# Fake It Till You Make It



by Dennis Madden  
[members.atra.com](http://members.atra.com)

**T**he first election I voted in was 1976 between Gerald Ford and Jimmy Carter. The outcome wasn't too big of a deal to me; I was only 18. Over the years I've seen the economy go up and down and I've had "my guy" win elections and lose. Still, I had a sense that if things weren't going well the American people would recognize it and fix it at the next election. But this election was different.

Since that first election in '76, I've seen gas lines, double-digit inflation, high unemployment, and other economic maladies. When you've lived through something you can recognize it. That is, I know what a good economy looks like and this isn't it. Many of you are probably thinking the same thing.

On election night I was glued to the TV set, anticipating the outcome. As the night drew on I began to be less enthusiastic and then around 7:30 I knew it was over. I went to bed that night not knowing what type of country I'd wake up to. To me, this was not just another election. It was a watershed moment that would define the direction of this country for years, if not decades. I was heartbroken.

I spent the next couple of days in a somber state, still in disbelief that my fellow Americans actually *wanted* this new America we were headed for. I had to come to grips with the fact that the American people weren't fooled or tricked into their election choice but they actually *do* want a different America; one that looks nothing like the America I grew up in.

As I looked out among my friends and neighbors it seemed that, for many of them, this election meant no more



than who won the 2012 roller derby championship. "How could we have gotten to this?" I asked myself.

The fact is there are millions of Americans that share my views but this perspective comes with a dangerous consequence. The danger is apathy; thinking that nothing matters anymore. But it does matter. And I found that, whether I liked it or not, my attitude affects others at work. I had to keep a positive attitude *for them*. It wasn't easy, and sometimes I had to fake it.

I'm not sharing this to make a political statement but rather to share how important it is for you — the leader of your business — to keep a positive attitude. Sure, the economy stinks, but our attitude may do more harm than the economy itself. Every business leader is faced with adversity from time to time and sometimes a problem appears insurmountable. But there are ways to tackle them and prevail, even if at this very moment you don't know how.

What to do? For me I knew it had to be dramatic. So I decided to turn off the news (that was about three hours a night). I also get several news

papers and publications delivered at home. For now, into the trash. I changed my toolbars and internet home page so I don't receive any "breaking news." I found myself with so much free time on my hands that I began to revisit some old hobbies and spend more time with my family.

The next part is to spend more time around positive people. An alternative would be not to hang around negative people; it's a "no duds" approach. This is an area where ATRA can help. At the last ATRA Powertrain Expo we had a terrific guest speaker, Larry Winget. He brought the house down with his positive, no-excuses approach. Larry's agreed to write some articles for *GEARS* readers and he'll be back when we take the show to Washington, DC later this year.

Jim Cathcart is one of the top business trainers in the country and one of the most positive people I've ever met. Look for his articles in *GEARS* and as a guest speaker at the show as well. Jim has a terrific message for building relationships.

I know these are tough times, but as you look for ways to bring positive energy and satisfaction into your life, there's less room for the negative. It's not always easy and sometimes you might have to fake it. Make it a fantastic 2013. Your customers deserve it, your employees deserve it, and *you* deserve it.





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## KEEP THOSE TRANNYS ROLLING

# A Closer Look at the 4ET50 Transmission



by Pete Huscher  
[members.atra.com](http://members.atra.com)



### Internal Components of the 4ET50

**Torque Dampener** — The torque dampener is used in place of a torque converter. The torque dampener contains internal torsional springs, fluid,

The 4ET50 transmission is an electronically controlled, front wheel drive transaxle for the Chevrolet Volt. This transmission has two internal electric generator/drive-motor assemblies: generator/drive-motor A (rated at 55kW) and generator/drive-motor B (rated at 111kW) (Figure 1).

Generator/drive-motor A is primarily used to start the engine, charge the onboard battery systems, and assist generator/drive-motor B with vehicle propulsion when needed. The engine is only used to charge the batteries when they reach a specified low point and help keep the system fully charged during driving conditions that cause a load. Generator/drive-motor B is primarily used to propel the vehicle down the road.

The TCM is located on the valve body assembly. The power inverter module, or PIM, is located on top of the transmission assembly. The TCM controls shift timing and feel by controlling the two shift solenoids, six variable bleed pressure control solenoids, and a torque dampener pressure control solenoid, which are all located on the TCM/valve body assembly.

The TCM, solenoids, and valve body are only available as an assembly. The TCM is capable of adaptive learning, which ensures consistent shift feel and transmission durability. The PIM controls the two generator/drive-motors, located in the transmission.

The 4ET50 transmission offers five gear ranges: park, reverse, neutral, drive, and low. The solenoid and application chart shows the normal configurations for proper shifts.

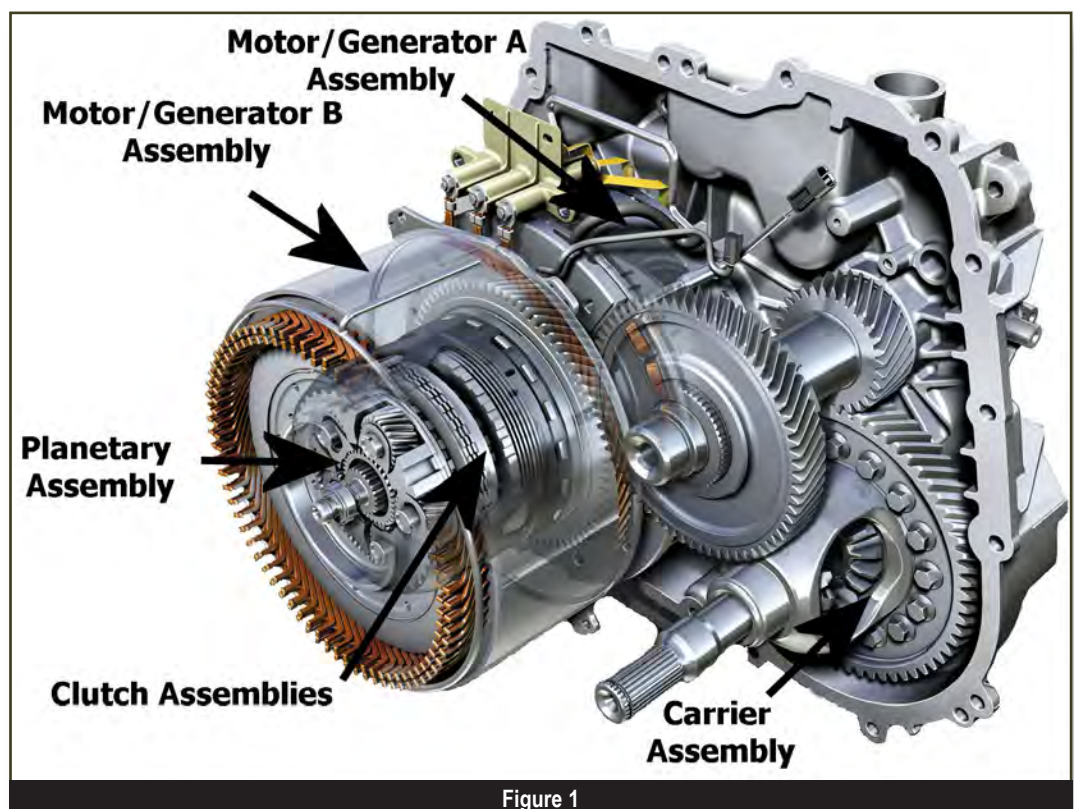


Figure 1

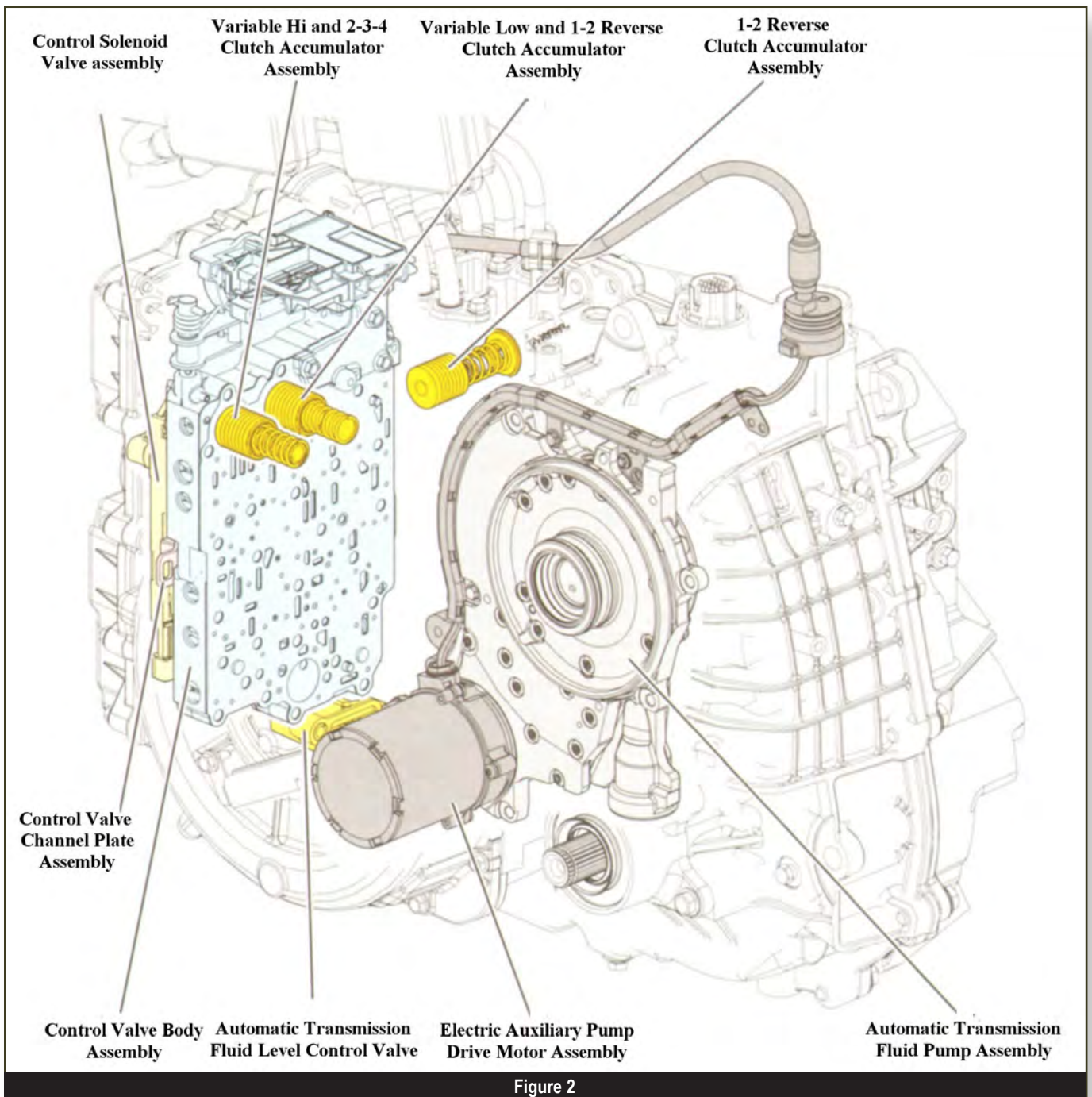


Figure 2

an input shaft, and a clutch. The torque dampener assembly acts as a spring-loaded coupling to transmit torque smoothly from the engine to the transmission.

The torque dampener provides a mechanical, direct-drive coupling between the engine and transmission. The internal clutch is only applied during engine starting and stopping.

**Integrated Main and Auxiliary Pumps** — The integrated main fluid pump and auxiliary pump (figure 2) are located in the pump cover. The main pump is mechanical and is used

to maintain hydraulic system pressure while the internal combustion engine is operating.

The electric auxiliary pump is controlled by the HPCM (Hybrid Power Control Module) and is primarily used to maintain hydraulic pressure while the engine is off (Figure 3).

**Planetary Gearset** — The planetary gearset is used to provide gear reduction only.

**Clutch Assemblies** — The 4ET50 transmission is equipped with three clutch sets

1. Variable High and 2-3-4 clutch

2. Variable Low and 1-2-Reverse clutch

3. 1-3-Reverse clutch

The multiple-disc clutches combine with the planetary gearset and an electric drive motor to deliver the different ratios in forward and reverse.

**Hydraulic Control System** — The hydraulic control system includes the main fluid pump, auxiliary fluid pump, TCM, valve body, and the solenoid pack assembly. The base pressure in the hydraulic system is controlled by the pressure regulator valve located in the pump housing. Each individual

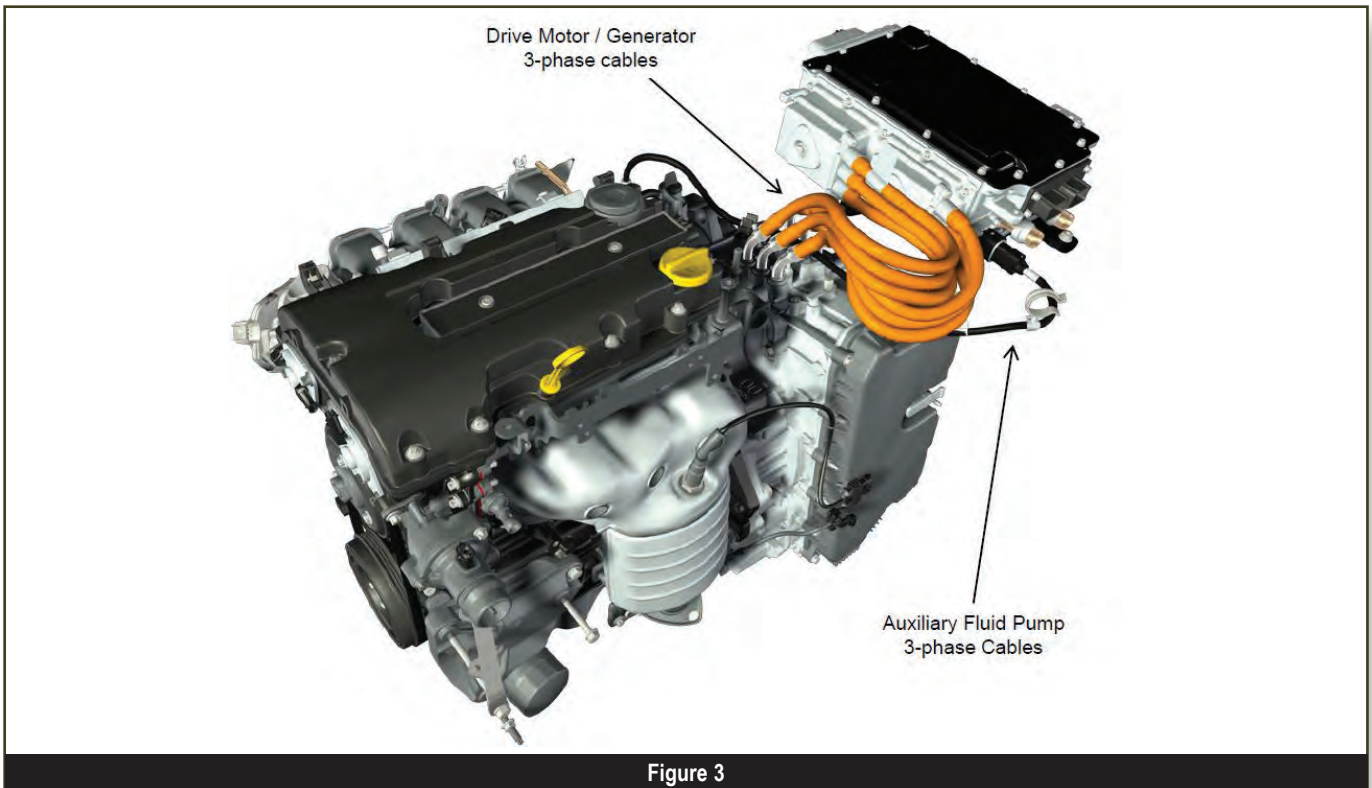


Figure 3

clutch has its own accumulator circuit to cushion shift feel.

**Electric Generator/Drive-Motor Assemblies** — At the heart of the 4ET50 transmission are the two electric combination generator/drive-motor assemblies. These assemblies are referred to as generator/drive-motor assembly A and generator drive-motor assembly B.

As previously stated, Generator/drive-motor A is rated at 55kW and generator/drive-motor B is rated at 111kW. Generator/drive-motor A is primarily used to start the engine, provide charging voltage to the high-voltage battery system, and assist generator/drive-motor B during high torque demands. Generator/drive-motor B is primarily used for vehicle propulsion. Both generator/drive-motors are used during regenerative braking.

There are seven modes of operation:

1. Electric Only (Electrical Motor B)
2. Electric Only Combined (Electrical Motor A and/or B)
3. Electric Only (Engine Charging)
4. Electric Only Combined (Engine Charging)
5. Regenerative Braking
6. Engine Start
7. Reverse

**Electric Only** means the transmission will operate in full electric mode on electric motor B for about 25-50 miles depending on temperature, terrain, and driving behavior.

**Electric Only Combined** depends on driving conditions; the vehicle enters a combined mode where electric motor A and/or B and the 2-3-4 clutch are operating.

**Electric Only (Engine Charging)** happens when the battery charge drops to a predetermined level and causes the engine to start. After the engine starts the system operates in a variable mode, using an input split between the engine and the motor/generator.

**Electric Only Combined (Engine Charging)** depends on driver and road conditions. During this mode the engine electrical power is combined with the battery electrical power to provide the output torque required to move the vehicle.

**Regenerative Braking** is when the driver releases the accelerator pedal and applies the brake pedal; the electric drive motors apply negative torque to the output shaft and generate electricity to charge the battery.

**Engine Start** mode is where generator/drive motor—unit A starts the engine while variable low and 1-2 reverse are applied.

**Reverse** mode is when the vehicle is placed in reverse and the variable low and 1-2 reverse clutch applies. Unit B spins backwards and provides output torque to the wheels.

There are four possible transmission operating states:

1. One Motor Vehicle — The variable low and the 1-2 reverse clutch is applied and unit B drives the wheels; unit A is idle.
2. Combined Electronic Vehicle — The variable high and 2-3-4 clutch is applied; unit B and unit A are both driving the wheels.
3. Series, Engine On — The variable low and the 1-2 reverse and 1-3 reverse clutches are applied; unit B drives the wheels while the engine runs unit A.
4. Combined, Engine On — The variable high and the 2-3-4 and 1-3 reverse clutches are both applied; unit B and unit A both drive the wheels.

As with most hybrid units, it's only a matter of time before you'll be elbows deep into repairing them. With this brief look at the inner workings of the 4ET50 transmission and a better understanding of how it operates, you should have no problem *keeping those tranny's rolling*.

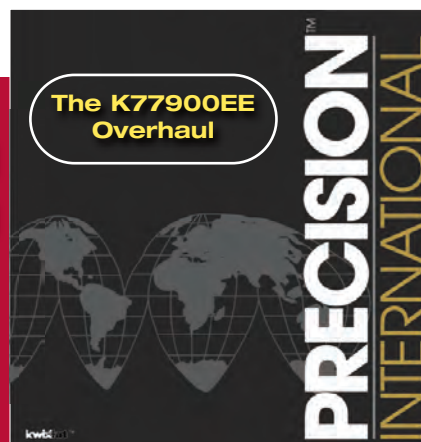






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by Mike Brown  
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# Toyota's U660E: First Things First

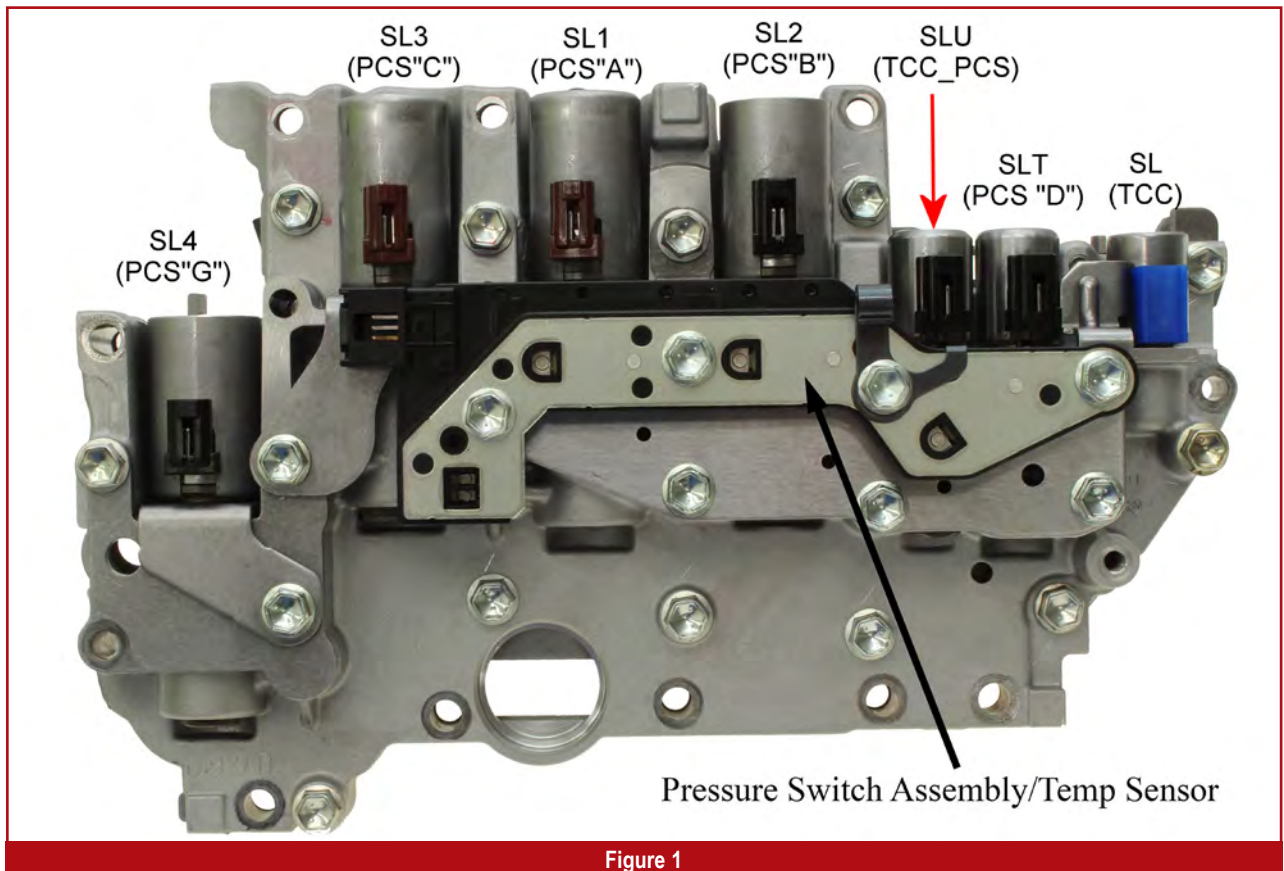


Figure 1

The U660E first appeared in the Lexus ES350 and the Toyota Camry in 2007, and was followed by five additional models in the U.S. over the next four years:

- RX350 2010-13
- Avalon 2008-12
- Highlander 2008-12
- Sienna 2010-13
- Venza 2009-13

Since then we've starting to see recurring problems with this unit; such as shifting and solenoid issues, to name a few. In this issue of *Street Smart*,

we'll cover problems plaguing the U660E valve body and solenoids.

Toyota and Lexus have a large number of computer system failures. Most diagnostic procedures only involve inspecting one circuit at a time. Others require replacement of the TCM, which has a history of failures.

## Wrong Fluid Causes Shift Feel Problems

One of the biggest problems with this unit appears when someone doesn't use the right type of transmission fluid. This transmission requires ATF WS.

Using the wrong type of transmission fluid can cause many types of problems, such as a shift flare, harsh shifts, and TCC shudder. Similar to ZF, Mercedes, and Chrysler units, it just makes sense to have the correct fluid for the transmission.

## SLT Solenoid Causes Multiple Shift Problems

This transmission has six linear-type solenoids, one on/off solenoid (figure 1) and typical for Toyota solenoids, the SLT (line pressure control) is one to watch. It's the most common

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## Toyota's U660E: First Things First

solenoid to fail, and when it does, you're likely to experience symptoms such as falling out of gear while coming to a stop, slamming back into gear, or a long slide-bump on the shift.

Look for these codes to set: P2714 (SLT performance fault) or P2716 (SLT electrical fault).

## TCC Shudder or No Lockup

The second solenoid likely to fail is the SLU torque converter clutch pressure control. When this solenoid begins to fail you can have a uncontrolled or no lockup, along with codes P2757 (SLU performance) or P2759 (SLU electrical).

An easy way to check these solenoids is through a scan tool; but if you don't have a scan tool that can communicate with the Toyota computer system, you can still check them the old fashion way. Disconnect the TCM from the transmission. The transmission connector pin ID (figure 2) will help you isolate the failure.

Measure the solenoid resistances: SLT, SLU, SL1, SL2, SL3, and SL4 should each be between 5.0–5.6 ohms; the SL should be between 11–15 ohms. If the solenoids aren't within specs, replace them.

## Valve Body Assembly

Let's take a look at the valve body. As with most Toyota or Lexus transmissions, there are no exploded views of the valve body or checkball locations readily available.

So we created our own: With this information you could take these valve bodies completely apart, put all the pieces in a box, and have no problem putting them back together correctly later.

## Middle Valve Body, Valve ID, and Spring Locations

(figure3, page 12)

1. Solenoid modulator valve
2. B2 control valve/relay valve
3. B2 apply control valve/apply control relay valve
4. C2 clutch apply control valve
5. Clutch control valve
6. Sequence valve
7. Primary pressure regulator valve
8. B1 apply control valve/B1 apply boost valve



TERMINAL	FUNCTION
1	Turbine Speed Sensor Ground
2	Turbine Speed Sensor Signal
3	Counter Gear Speed Sensor Ground
4	Counter Gear Speed Sensor Signal
5	"SLU" Ground
6	"SL" Positive (This solenoid is internally grounded)
7	"SLT" Ground
8	"SL2" Ground
9	"SL2" Positive
10	Pressure Switch Number 1
11	"SLU" Positive
12	"SLT" Positive
13	"SL1" Ground
14	"SL1" Positive
15	"SL3" Ground
16	"SL3" Positive
17	Transaxle Fluid Temperature Ground
18	Transaxle Fluid Temperature Signal
19	Pressure Switch Number 3
20	Pressure Switch Number 2
21	"SL4" Ground
22	"SL4" Positive

Figure 2

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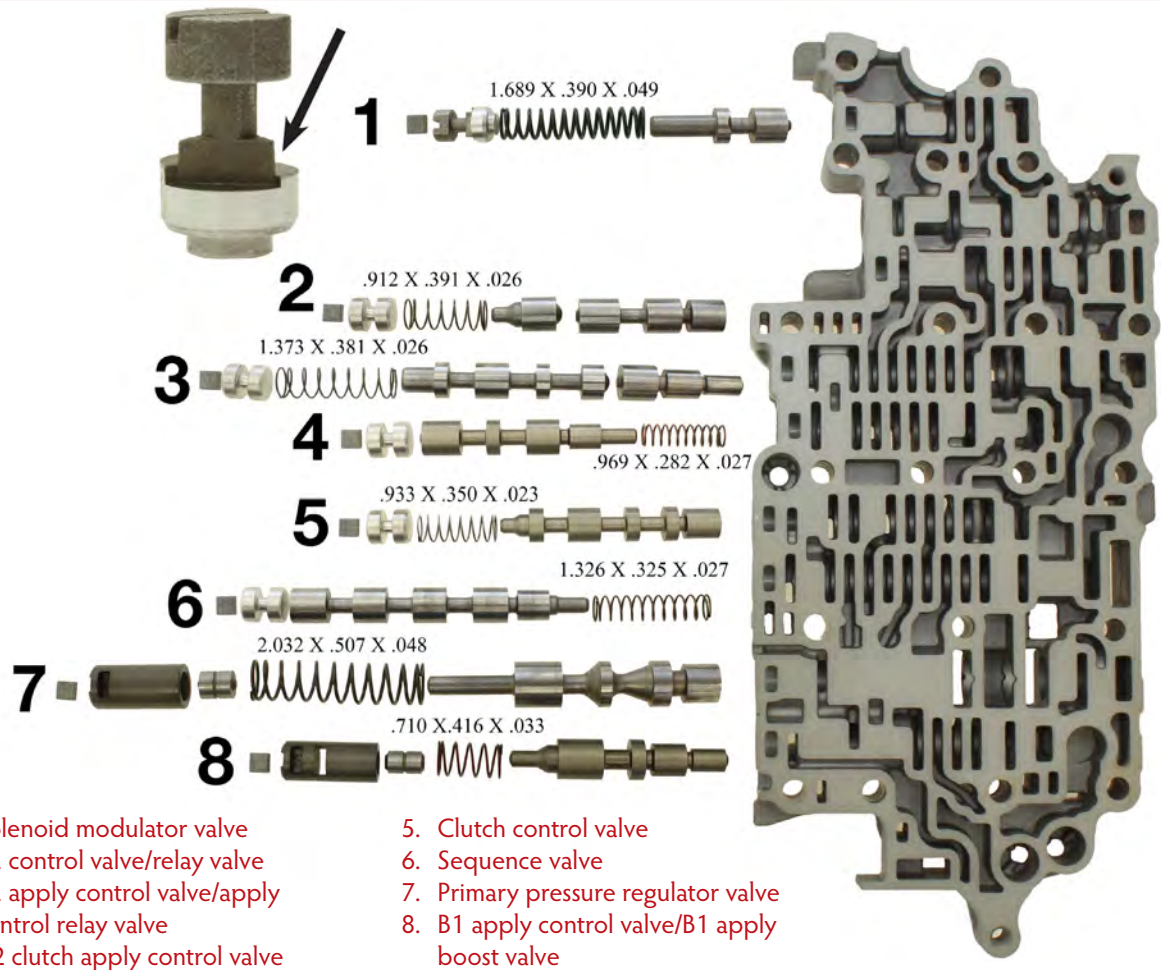
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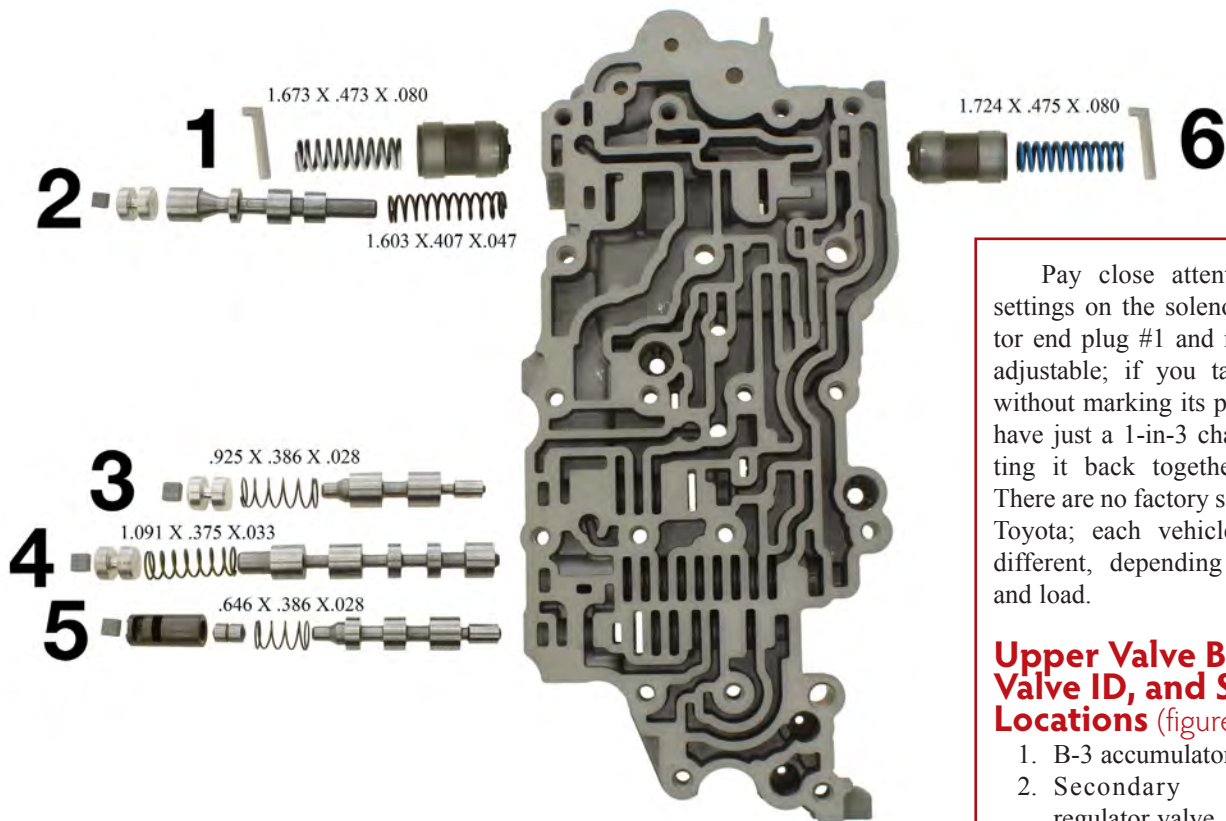
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- |   |  |
|---|--|
| 1. Solenoid modulator valve                         | 5. Clutch control valve                        |
| 2. B2 control valve/relay valve                     | 6. Sequence valve                              |
| 3. B2 apply control valve/apply control relay valve | 7. Primary pressure regulator valve            |
| 4. C2 clutch apply control valve                    | 8. B1 apply control valve/B1 apply boost valve |

Figure 3



Pay close attention to the settings on the solenoid modulator end plug #1 and mark it. It's adjustable; if you take it apart without marking its position, you have just a 1-in-3 chance of getting it back together properly. There are no factory settings from Toyota; each vehicle model is different, depending on engine and load.

**Upper Valve Body, Valve ID, and Spring Locations (figure 4)**

1. B-3 accumulator
2. Secondary pressure regulator valve
3. Reverse sequence valve

Figure 4



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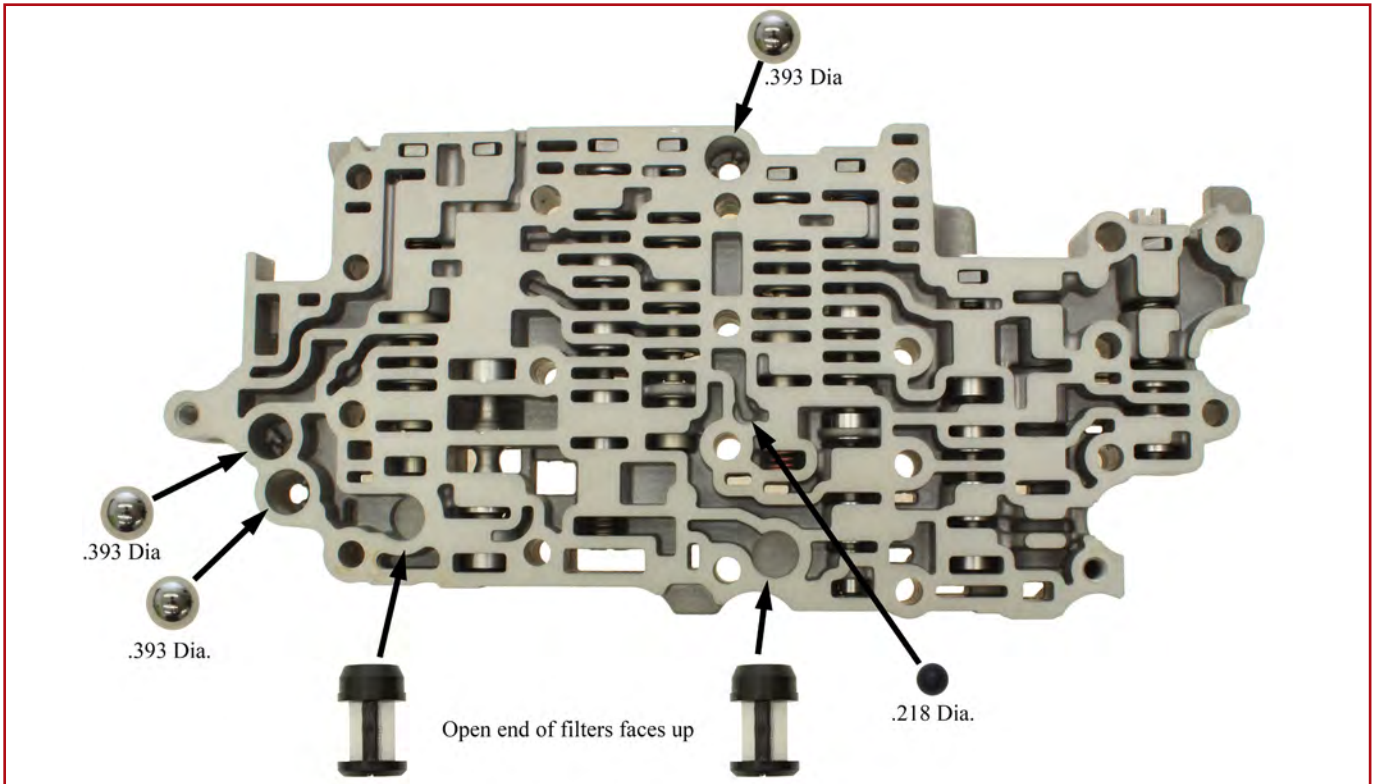


Figure 5

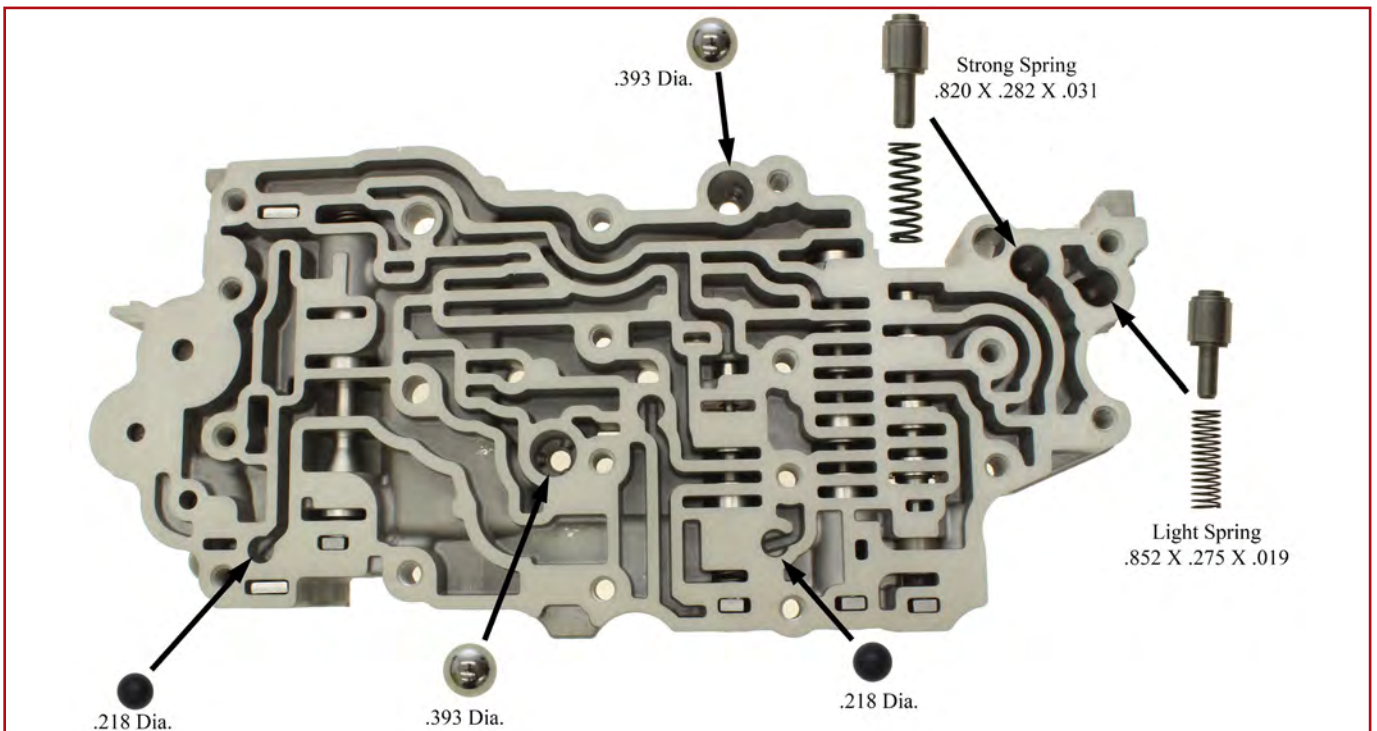


Figure 6

4. Lockup relay valve
5. Lockup control valve and lockup control boost valve
6. C-2 accumulator

In this part of the valve body look closely at:

- #3 reverse sequence valve and bore
- #4 lockup relay valve and bore
- #5 lockup control and boost valve

### Middle Valve Body, Checkballs, and Filter Locations

During your disassembly, make sure the filter open end faces up. Unlike the A340, these filters don't snap into the plate. They sit in the channel casting with the open end facing up (figure 5).

If these filters are installed incor-

rectly it will cut off oil that specific location.

### Upper Valve Body, Checkballs, and Check Valve Locations (figure 6)

Pay close attention to the separator plate and checkballs for wear (figure 6).

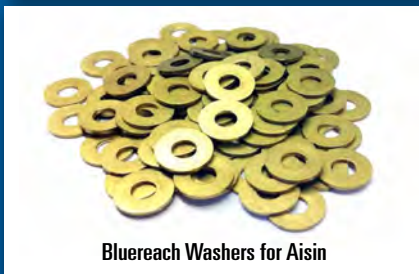




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Figure 7



Figure 7A

Like most Toyotas, this is a pretty normal failure. When you turn over the upper valve body you'll see the C-1, B-1, and B2 accumulator pistons and spring locations (figure 7).

This is also the location of the input and output speed sensor assembly.

### Installation

During installation, the valve body bolt locations are specific (figure 8). First, temporarily tighten the two bolts marked by (\*) in figure 8. These bolts are used for positioning and will assist you in aligning the rest of the bolt holes. That'll make this an easy install, and that's not just smart... that's *street smart!*

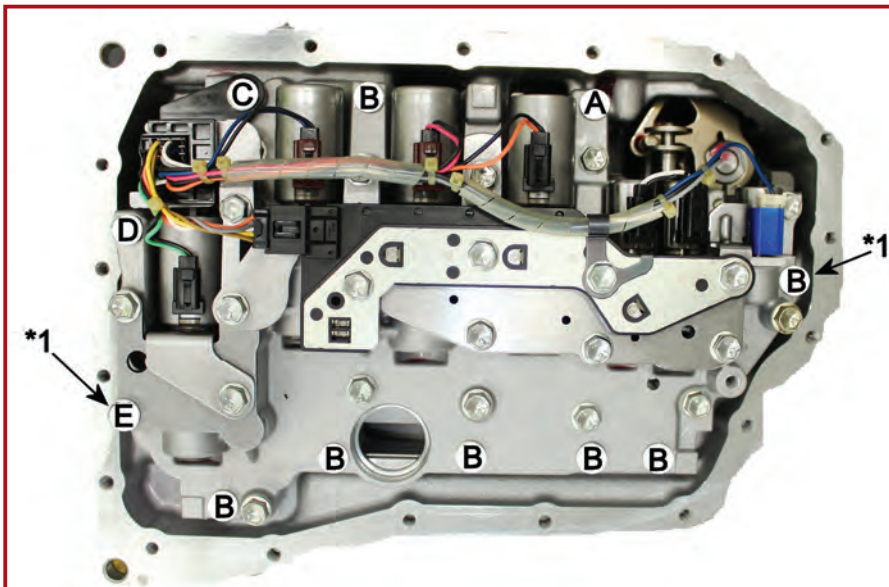
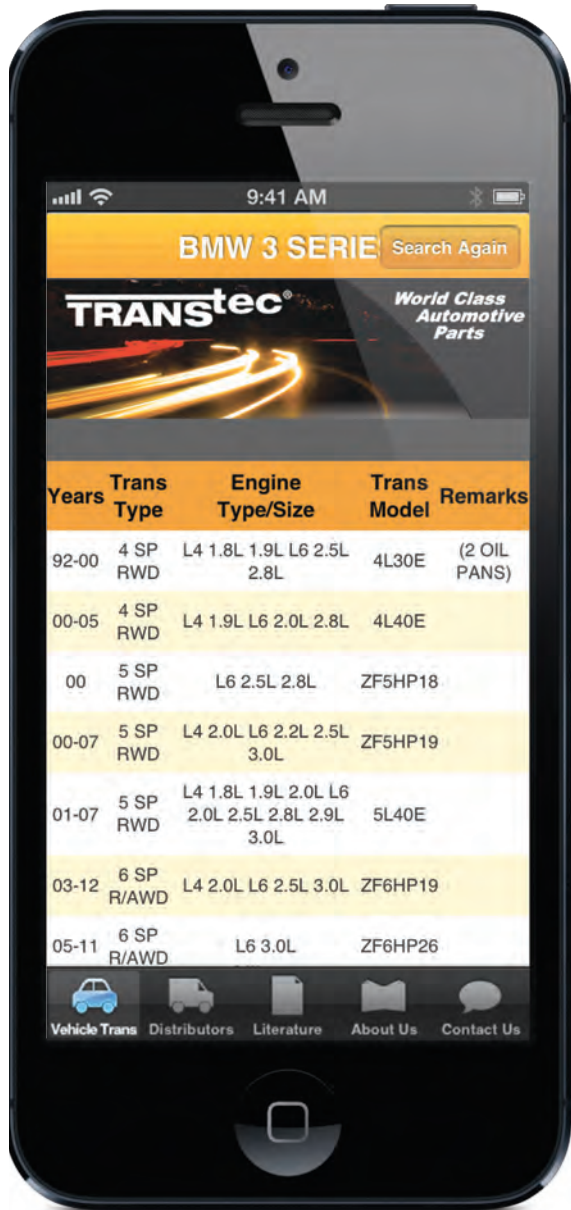


Figure 8

BOLT	BOLT LENGTH
A	25mm (0.98")
B	30mm (1.18")
C	35mm (1.38")
D	45mm (1.77")
E	55mm (2.17")
Torque: 11 N•m {112 kgf•cm, 8ft•lbf}	

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by Mike Souza  
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# Kia Now Has a Trans All Its Own



Figure 1

**T**he A6LF1 transaxle is the first six-speed automatic transmission manufactured by Kia (figure 1). Kia now joins Mercedes Benz as the only other import company to develop and manufacture its own automatic transmission.

According to Kia, the company secured 300 patents during the development of this transmission. The 6-speed automatic transmission, applied to the

new Sorento in Korea, has 62 fewer parts, is 41mm (1.6") shorter, and 12kg (26.5 pounds) lighter than the 5-speed. It's one of the most compact six-speed automatic transmissions found in today's market.

The new 6-speed transmission improves gas mileage 10%, is 14% faster accelerating zero to 100 km/h (0 to 62 MPH; 10.0 seconds), and has 24% quicker passing performance 60

km/h to 100 km/h (37 to 62 MPH; 5.0 seconds). These figures were obtained from a Sorento diesel R-2.2 2WD.

The 6-speed automatic transmission will also be available in the Mohave (Borrego), Opirus (Amanti) and Grand Carnival (Sedona) models. Based on Engine size there are three versions of this transmission: the A6LF1/2/3, A6MF1/2 and A6GF1.



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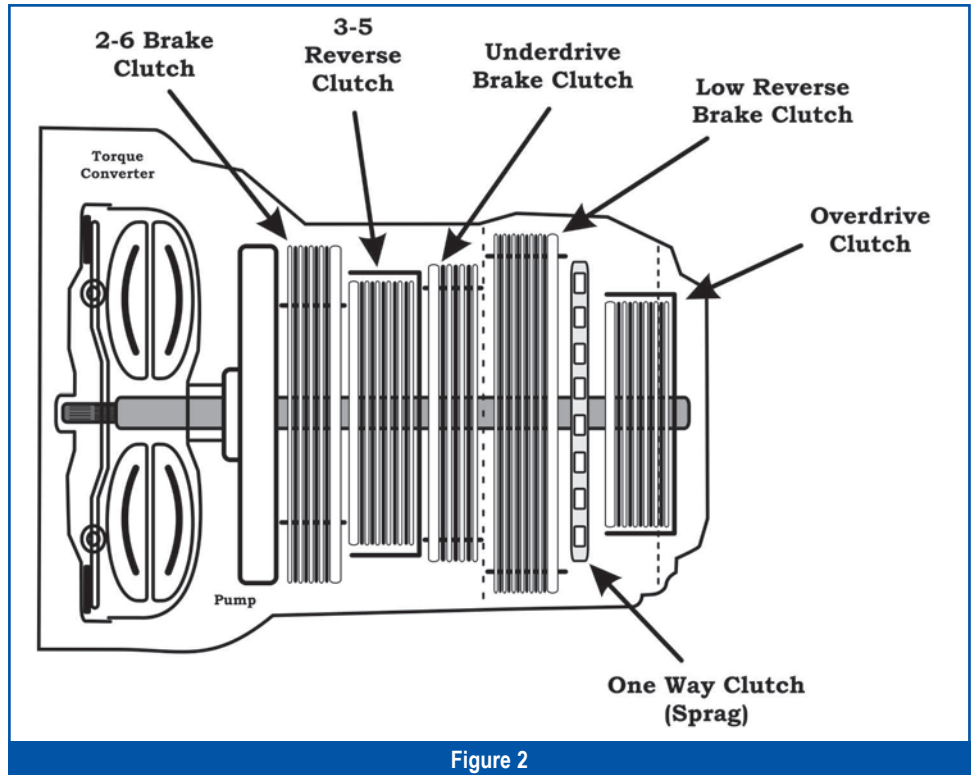
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The cutaway view of the transmission (figure 2) shows the clutch layout.



The cutaway view of the transmission (figure 2) shows the clutch layout. When used with the application chart, it allows you to determine which clutches apply through all six speeds (figure 3).

Although this transmission is just now hitting the shops, one known problem is the inner underdrive piston lip seal wears prematurely (figure 4). This causes a delay or slip in drive. This is similar to low clutch lip seal wear found in the 1999-on Subaru 4EAT Phase II, except this drum may be too rough to sand and must be replaced (figures 5 and 5A page 22).

There are 8 solenoids used in the A6LF1 transmission. They consist of:

- 2 normally low, variable force solenoids
- 4 normally high, variable force solenoids
- 2 on/off normally low solenoids

Figure 2

Gear	Clutch		Brake			O.W.
	35R	O/D	2-6	U/D	L/R	Low
P/N					X	
R	X				X	
D1				X	O	X
D2			X	X		
D3	X			X		
D4		X		X		
D5	X	X				
D6		X	X			

O = Speeds below 5 km/h (3 mph)

Figure 3

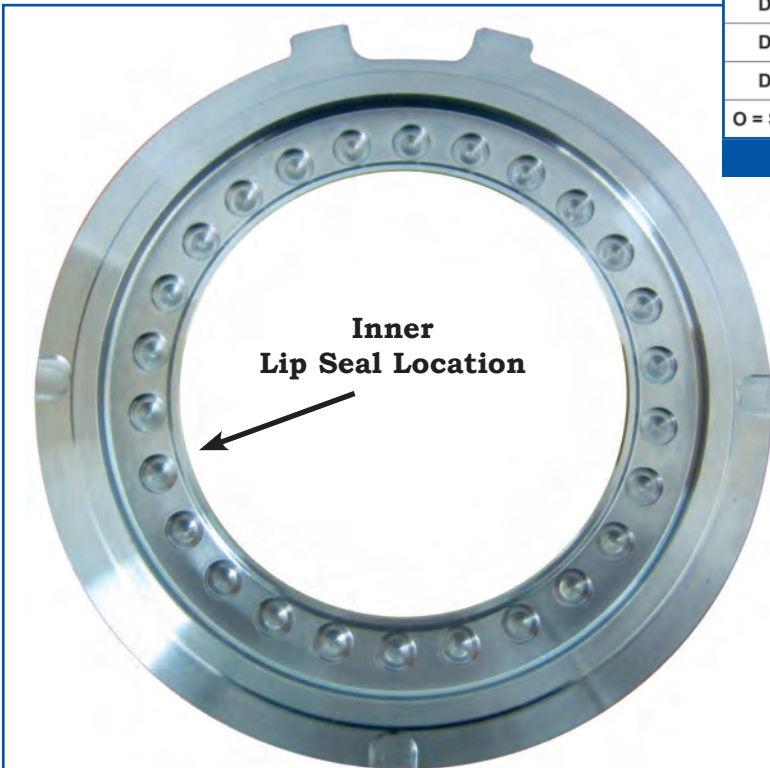


Figure 4

Although this transmission is just now hitting the shops, one known problem is the inner underdrive piston lip seal wears prematurely (figure 4).

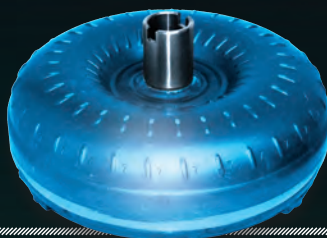
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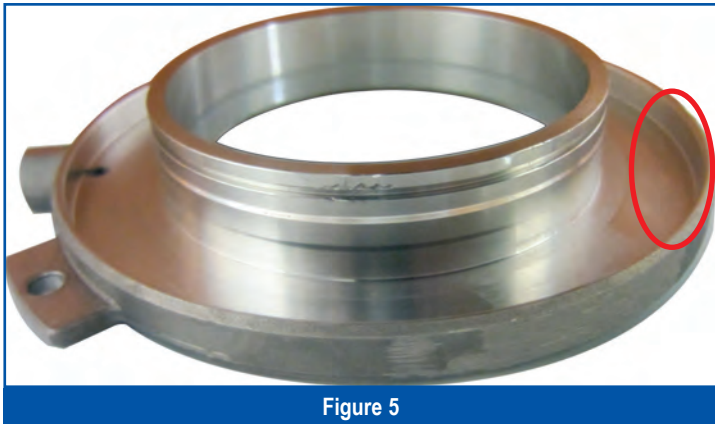


Figure 5

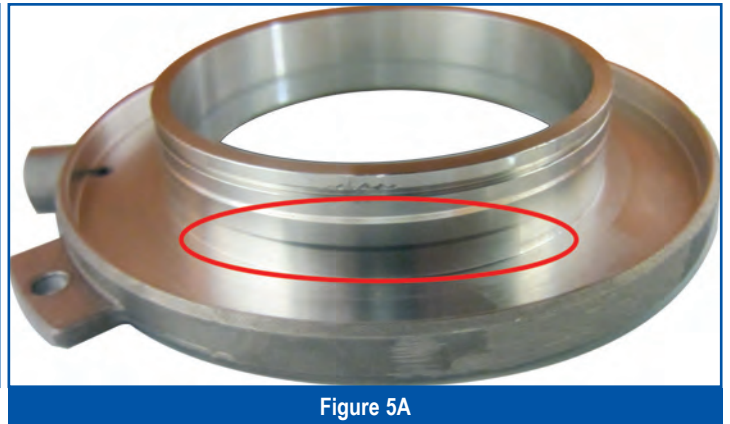


Figure 5A

**IMPORTANT: Many of the variable force solenoids — both normally low and normally high — have the same color connector.**

Shift solenoid A (SSA) and shift solenoid B (SSB) are the on/off, normally low (N/L) solenoids. When the solenoid is off, pressure in the circuit is low. When the solenoid is energized (system voltage), pressure in the circuit is high (71 PSI). The solenoid resistance is about 10–11 ohms. Look for solenoid identification and solenoid apply chart in figures 6 and 7.

IMPORTANT: Many of the variable force solenoids — both normally low and normally high — have the same color connector. But each solenoid has a specific part number stamped into them. To avoid crossing the solenoids, mark each solenoid location prior to removal, so you can be sure to get them back in their original locations. If you have your cell phone handy, take a picture of the solenoid locations for reference during reassembly.

Stay tuned for future articles and seminars on Kia's very first transmission that's all its own.

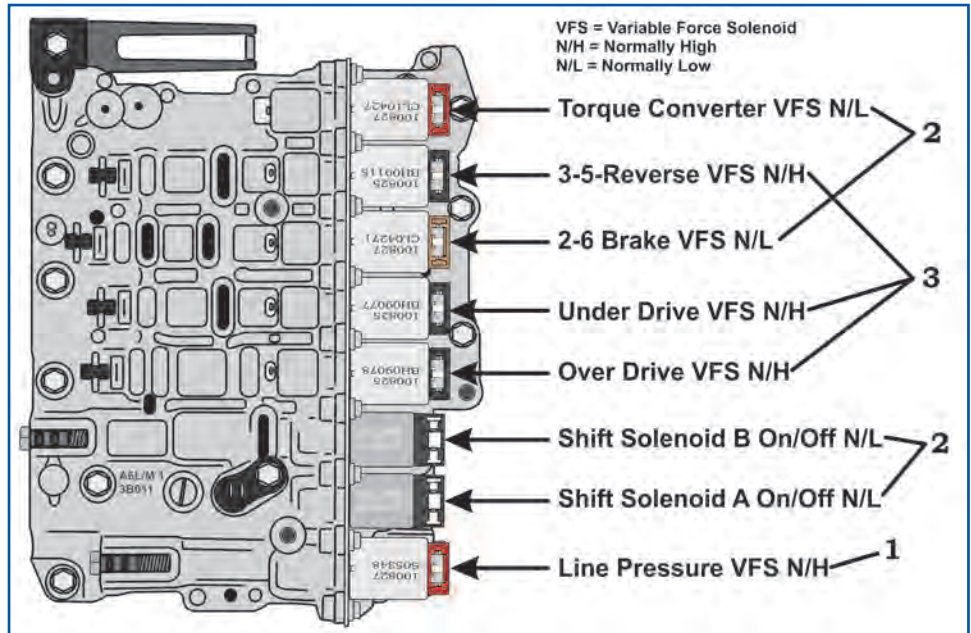


Figure 6

Solenoid Gear	SS A On/Off	SS B On/Off	UD VFS N/H	OD VFS N/H	35R VFS N/H	2-6 VFS Brake N/L	Lockup N/L	Line Pressure N/H
N / P	X		X		X			Varying
1	O			O	X			Varying
2				X	X	X	Varying	Varying
3		X		X			Varying	Varying
4					X		Varying	Varying
5		X	X				Varying	Varying
6			X		X	X	Varying	Varying
L	X				X			Varying
R	X	X	X					Varying

O = Vehicle speeds above 8 km/h (5 mph)

Figure 7



# General Specifications

Torque Converter type: 3 element, 1 stage,  
2 phase type.  
Torque Converter size: 236 mm (9.3")  
Oil pump system: Fixed rotor design;  
trademarked by Kia as Parachoid  
Friction elements: 2 clutches; 3 brakes;  
1 one-way clutch  
Planetary gears: 3  
Fluid pressure balance pistons: 3  
Accumulators: 4  
Solenoid valves: 8 (6 variable force; 2 on/off)  
Shift lever positions: 4 ranges (P, R, N, D)

Oil filter: 1 internal (no external access; the  
transmission case has to come apart to reach the  
filter).  
Transaxle fluid type: SK ATF SP-IV, MICHANG ATF  
SP-IV, NOCA ATF SP-IV, Hyundai Genuine ATF SP-IV  
or other brands meeting Kia's specifications.  
Transaxle fluid capacity: 7.8L (2.06 U.S. gallons,  
8.24 U.S. quarts, 6.86 Imperial quarts)  
Sealant: rear cover, torque converter housing and  
valve body cover: LOCTITE FMD 546 or THREE-  
BOND TB1281B

## Applications

### Hyundai

2009-12 Avante/HD/MD FWD L4 1.6L/1.8L .....	A6GF1
2010-12 Avante/MD F/AWD L4 2.0L .....	A6MF1
2011-12 Azera FWD V6 3.3L .....	A6LF1
V6 3.8L .....	A6FL2
2012 Elantra FWD L4 1.6L .....	A6GF1
F/AWD L4 2.0L .....	A6MF1
2009-12 Grandeur FWD L4 2.4L V6 2.7L .....	A6MF1/2
V6 3.0L/3.3L/3.5L/3.8L .....	A6LF1/2/3
2011-12 i30 FWD L4 1.2L/1.6L/1.8L/2.0L .....	A6MF1
2010-12 ix35 FWD L4 2.0L/2.4L .....	A6MF1
2009-12 Santa Fe F/4X4 L4 2.0L V6 3.3L/3.5L .....	A6LF2/3
L4 2.4L/2.7L .....	A6MF1/2
2009-12 Sonata FWD L4 2.0L V6 3.5L .....	A6LF2
F/AWD L4 2.0L/2.4L .....	A6MF1/2
2009-12 Tucson ix F/4X4 L4 2.0L .....	A6FL1/2
L4 2.0L/2.4L .....	A6MF1
2011-12 Veracruz F/4X4 V6 3.0L .....	A6FL3
2011-12 Verna FWD L4 1.6L .....	A6MF1

### Kia

2011-12 Carens FWD L4 1.7L/2.0L .....	A6MF1/2
L4 1.6L .....	A6GF1
2011-12 Forte FWD L4 1.6L .....	A6GF1
L4 1.8L/2.0L/2.4L .....	A6MF1/2
2010-12 K5/K7 FWD L4 2.0L/2.4L V6 2.7L .....	A6MF1/2
2010 Lotze FWD L4 2.0L/2.4L .....	A6MF1/2
V6 3.5L .....	A6LF2
2009-11 Opirus (Amanti) FWD V6 2.7L .....	A6MF2
V6 3.3L/3.8L .....	A6LF1/2
2010-12 Optima F/AWD L4 2.0L/2.4L .....	A6MF1
2012 Pride FWD L4 1.6L .....	A6GF1
2009-12 Sorento F/4X4 L4 2.0L/2.2L V6 3.3L/3.5L .....	A6LF1/2/3
L4 2.4L V6 2.7L .....	A6MF2
2011-12 Soul FWD L4 1.6L/2.0L .....	A6MF1 or A6GF1
2010-12 Sportage F/4X4 L4 2.0L/2.4L .....	A6MF1
L4 2.0L .....	A6LF1/2



# Meet the ATRA Technical Department



by Lance Wiggins  
[members.atra.com](http://members.atra.com)



LANCE WIGGINS



BILL BRAYTON



MIKE BROWN

**T**he goal of the ATRA technical department is to provide you with the assistance you need to get your customers' cars fixed and *get 'em out the door*.

As we begin the New Year, we thought it would be a great idea to take a few minutes to introduce you to ATRA's technical team:

## **Lance Wiggins; Technical Director**

Lance Wiggins joined the ATRA Tech Department in 1999 as a technical specialist; he was promoted to the director's position in 2001. He oversees the department to make sure the bulletins, articles, seminar, and Expo materials are relevant, timely, and help ATRA Members resolve the pressing technical problems they see every day.

Lance got his start at a local Ford dealership back in 1986 as a general technician. There he attended 98 Ford classes and became certified as a special-

ist in every aspect of their line. He began working on transmissions in 1991.

Lance has won a number of awards for his articles in *GEARS*, and has been the technical editor for *GEARS* for more than a decade. And he's been the publisher for ATRA's seminar books since 2001.

## **Bill Brayton; Senior Research Technician**

Bill Brayton earned his degree in automotive technology from Rio Hondo College in Whittier, CA, and got his first job in a transmission shop back in 1979.

In 1997 Bill joined the ATRA Technical Department, where he's been ever since, handling calls, writing articles, and creating and delivering technical seminars all across the country. He's currently working on a series of rebuild books, available through the ATRA BookStore.

Bill brings more than 30 years

of experience to the ATRA HotLine. While he's comfortable with most common units, he specializes in Honda transaxles. Bill's a regular contributor to *GEARS*, and his column — *Fun with Transmissions* — is popular in shops everywhere.

## **Mike Brown; Senior Technical Specialist**

Mike Brown came by his love of auto repair the old fashioned way: He inherited it. Both his father and brother helped influence his formative years.

Mike got his first job in the auto repair business in 1974, right out of high school. 16 years later he went to work for his brother at *Brown's Transmissions*. Today he boasts almost 40 years of auto repair experience, doing everything from brakes and exhaust work to engine and transmission rebuilds.

Mike's byline is a familiar sight on the pages of *GEARS*, and he regularly

contributes to ATRA's technical bulletins. He's very well versed in all the common domestic lines. And he has a special place in his heart for Toyota transmissions, having written a rebuild book for the Toyota A761E, and developed and delivered seminars on the A750E and A761E.

### **Pete Huscher; Senior Technical Specialist and Golden Rule Warranty Specialist**

Pete Huscher got his start in auto repair like so many of us did; working on his own car in the driveway. But that experience was just enough to help him secure a spot in the Army motor pool, where he rose through the ranks to Motor Pool Sergeant.

After leaving the Army, Pete earned a degree in marine biology from the University of California Santa Barbara. While his degree fed his mind, it wasn't very helpful for feeding his family. So he took a job working for a local Ford dealership, starting as a lube technician and working his way up to service



**PETE HUSCHER**



**MIKE SOUZA**

### **Mike Souza; Senior Technical Specialist**

Mike Souza went into transmission repair in 1982 at the urging of his brother, who was a general repair technician. He started as an installer trainee and worked his way up until he owned his own transmission shop. This year is his 30-year anniversary in the business.

Over the years Mike has provided his expertise to a large part of the industry, as a tech advisor to various

manager. Along the way he learned to diagnose and repair transmissions, a skill that serves him well at ATRA.

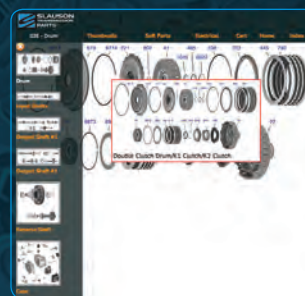
Pete came to work for ATRA in 2001. He's developed and presented a number of technical seminars, and has won multiple awards for his articles in *GEARS*. He brings with him over 40 years of experience in automotive technical and customer service.

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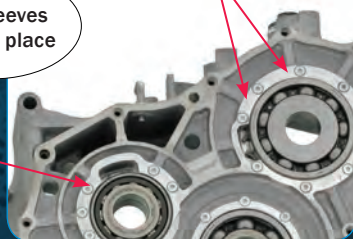
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**STEVE GARRETT**



**ROLANDO ALVAREZ**

suppliers and a member of the Sonnax TASC Force. He also worked with ATSG and wrote articles for *Transmission Digest* for over five years.

Mike came to work for ATRA in September, 2008, and has handled thousands of technical problems in his four years on the HotLine. He's a veteran author for *GEARS Magazine*, and has delivered countless tech seminars since coming on board. And he just completed his section for the 2013 ATRA Seminar book.

**Steve Garrett; Service Engineer**

Steve Garrett is an automotive service engineer with a long history in the industry. He holds a Bachelors

degree in automotive technology and a Masters degree in business management. Steve has worked as a college instructor and was a 20-year service engineer for GM.

Steve has written several automotive manuals for both GM and ATRA, and a college textbook for Glencoe-McGraw Hill Publishing. And he's been a featured author for two magazines, including *GEARS*.

Over the years Steve has developed and delivered over 300 seminars all around the world. He's also the chairperson for his local school district and the community college boards. And he's a member of the US Department of Agriculture's Resource Advisory Council.

**Rolando Alvarez; Technical Specialist**

Rolly Alvarez is one of the newest additions to the ATRA Technical Department, coming on board October 1, 2012. He brings with him 35 years of experience in a wide — and fairly unusual — range of specialties.

After earning a degree in business administration from Miami Dade College, Rolly continued his education in electronics and mechanical engineering. He took a job in a transmission shop back in 1978, first as an installer and later as a rebuilder.

Over the course of his career, Rolly worked for a Rolls Royce dealership and later a Lamborghini dealership. He's become versed in most European

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**MARK PUCCINELLI**



**JARAD WARREN**

vehicles, from the common to the exotic, such as the Mercedes, Ferrari, Porsche. He spent 10 years on the ATSG hotline.

### **Mark Puccinelli; Technical Specialist**

Mark Puccinelli began his auto career when he was just 14 years old. He bought a '66 GTO with a blown trans and got it back on the road again. While still in high school he already had earned his state certifications for smog, lamp, and brake repair.

Mark reinforced his knowledge with courses in auto technology, welding, and machine shop at the local community colleges. He began working on cars professionally in 1975. At 25 he

took a job in the research department at TransGo, and spent 10 years developing their well-respected fixes and Shift Kit® recalibration kits, and answering technical questions from the field.

Mark joined the ATRA HotLine in 2010, where he answers calls and writes technical articles for *GEARS*. And, in his spare time, Mark still helps out in local transmission shops as a diagnostician and rebuilder.

### **Jarad Warren; Technical Specialist**

Jarad Warren grew up in the transmission business; "While other kids were playing with toys, I was playing with valve bodies," he says. His father was a rebuilder, and when Jarad was 12

years old, his dad had him tearing down 350s for five bucks a piece.

At 16 he was working in a transmission shop part time. By the time he graduated high school he had a job as an installer. It wasn't long before he was working at the bench full time.

Over the last 20 years he's been a rebuilder and a shop foreman for a number of transmission shops. He's had experience in all areas of the business, but, when pressed, admits that his most valuable asset may be the work he's done with valve bodies. Jarad joined the ATRA Technical Department in June, 2012.



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## Kevin Pryor; Technical Specialist

Kevin Pryor is the newest member of the ATRA technical team; in fact, as of this writing he hasn't quite started working with ATRA. He's scheduled to take his place on the HotLine in January, 2013.

Kevin got his start back in 1973; his father was an auto damage appraiser, and Dad knew the owner of a local transmission shop who was looking for help. Kevin took a job as an installer and worked his way up to the bench.

Kevin owned his own transmission shop for 23 years, provided hands-on training for students attending the Brooklyn Automotive High School, was a member of the Sonnax TASC Force, and was a member of Precision International's Advisory Board for 25 years. And he's looking forward to bringing his varied experience to work for ATRA.

## Shaun Velasquez; Technical Project Manager

Unlike the rest of the guys in the ATRA Technical Department, Shaun Velasquez isn't a technician. He came onboard with ATRA back in 1999 to help with the move from Ventura to Oxnard. He continued working in the BookStore, and recently moved into the Tech Department.

So what does he do there? Shaun is the detail guy. The article you're



KEVIN PRYOR



SHAUN VELASQUEZ

reading? He followed it through every step of the production cycle to make sure it made it into this issue of *GEARS* on time. Shaun collects the bulletins and gets them cataloged and organized in the Tech Center Online System. Whether the information is destined for print, on line, or somewhere in between, Shaun's makes sure it gets through all the steps until it's where it belongs.

You may never speak with Shaun directly or need his help to get a car off your lift and back on the road. But if it came through the ATRA Technical Department, he's the guy who made sure it was there for you.

Wow! There's little doubt that ATRA's Technical Department has an amazing lineup working for you: They

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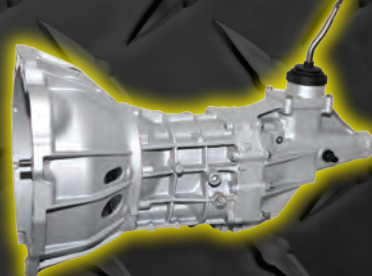
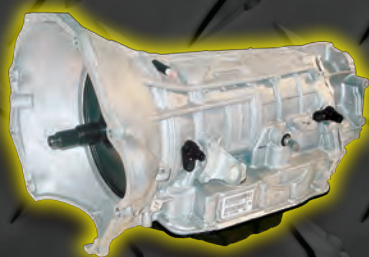


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by Bill Brayton  
[members.atra.com](http://members.atra.com)

# ZF's New 8-Speed Hits the Market

## How do they get eight gear ranges out of this thing?

The ZF8HP45 is a new 8-speed unit. It uses four planetary gearsets and just five clutches to achieve eight forward speeds. In this edition of *Fun With Transmissions*, we'll showcase the insides of this lightweight, low-drag transmission and look at how they achieve those eight different ratios.

The 8HP45 appears domestically in the 2011 Chrysler 300 series, the 2012 Dodge Charger/ Challenger, and the 2011/12 Jeep Grand Cherokee. The 2013 Ram 1500 pickup will get a larger version called the 8HP70. The two units will be very similar and a few parts will be interchangeable.

Currently these units are built by ZF in Germany and assembled into the vehicles here in the USA. Dodge bought the rights from ZF to manufacture this transmission in its Kokomo, Indiana plant. The unit built in this plant will be designated the 845RE.

ZF8HP45 Clutch Apply Chart						
Gear	Holding		Driving			Ratio
	A	B	C	D	E	
1	X	X	X			4.69:1
2	X	X			X	3.13:1
3		X	X		X	2.10:1
4		X		X	X	1.67:1
5		X	X	X		1.29:1
6			X	X	X	1.00:1
7	X		X	X		0.84:1
8	X			X	X	0.67:1
Reverse	X	X		X		3.30:1

Figure 1

### Application Chart

One of the truly unique features of this unit is the clutch apply chart (figure 1). There are three driving clutches and two holding clutches, or brakes. The brakes are splined to the case. Two of the driving clutches are splined to a sun gear drum and one is splined to the D clutch drum (figure 2).

As the application chart shows there are only two friction elements released in any gear. The fewer released components, the less parasitic drag, and with less drag we get better fuel economy. Remember its all about fuel efficiency.

The wide ratio range allows for quick acceleration, and with two overdrive ratios, the Chrysler Pentastar V-6 can cruise at about 1400 RPM at 70 MPH.

### Internals

Keeping with the fuel economy theme, the internal components are light weight and yet sturdy where they need to be.

The P1, P2, and P4 planets are stamped-steel construction. The P3 planet, D clutch hub, and P4 annulus drum are aluminum components.



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## How the Planetary Gearsets Work Together

This may seem strange; you're probably thinking, "I already know how a planetary gearset works." While this may be true, the way the planets are used in this unit is way different than what you're used to.

First, we all know that by driving and holding a combination of two of the planet components we get different ratios. There are some planet arrangements where the sun gear may even spin backward when the ring gear is driven (think old school three speeds here).

We also know that if we drive the planet and hold the sun gear, the result will be an overdrive ratio. These output ratios will always be constant because only one part of the planet is always driving. With these early arrangements, if we wanted more speeds we had to add more planets. If we want an 8- to 10-speed transmission, the unit might have to be 6 feet long!

Think about the A4LD or the 4L30E for a minute. These two units were around for the longest time as the C-3 and the THM 180, respectively. Ford and General Motors simply added a two-speed transmission with overdrive output ratios to the front of these venerable units to make them into four-speed units.

The fact is these old workhorse units have been capable of six forward speeds and two reverse speeds from the moment they were first put into a vehicle. All the OEMs had to do was to bring on the OD band in every gear. How many other early units were built like this? The Aisin-Warner A40D and the Mazda N4AEL are a couple that come to mind.

## Another Approach

There is another approach to getting more speeds out just four planetary gearsets. The way to get more ratios from the Simpson-type planetary gearset is to have two and sometimes three different input speeds instead of just one. What this means is that the simple gearset is now capable of multiple output ratios instead of just one.

That is to say, we can drive the sun gear at one speed and the ring gear at another speed to get a unique output ratio. We can drive the planet at one speed and the ring gear at another speed to get another different output ratio. We can drive the sun gear at one speed and the planet at another to come up with yet another output ratio.

Keep in mind that the only limiting factors to the output ratios are the

speeds at which we drive the ring gear, sun gear, and planet.

Before we check out how all this gets done inside the ZF8HP45, it's important to recognize that all eight speeds are accomplished by using one planetary gearset. The P1, P2, and P3 planets are all used to drive the different elements of the P4 planet at different speeds.

**Two of the driving clutches are splined to a sun gear drum and one is splined to the D clutch drum (figure 2).**

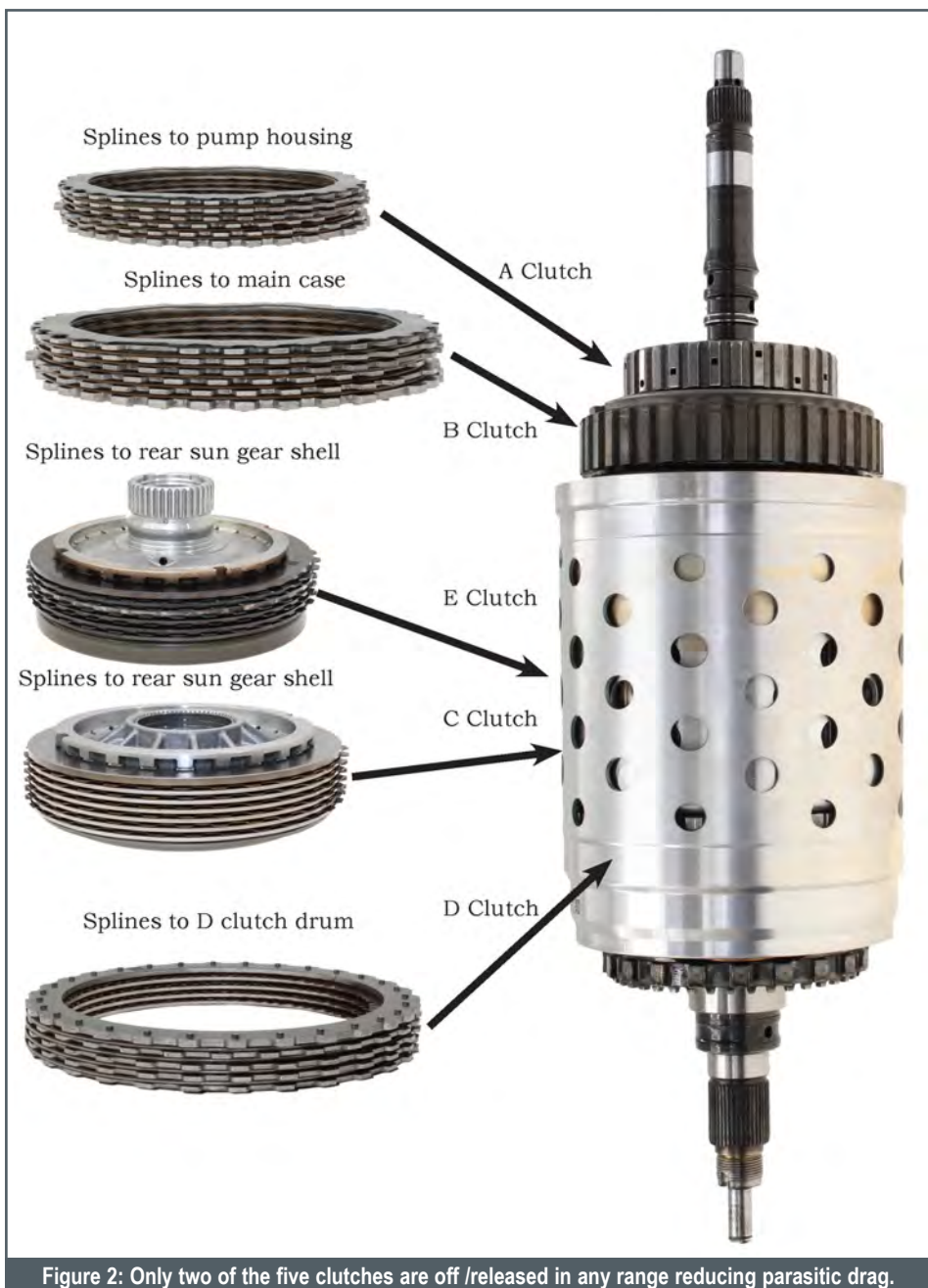


Figure 2: Only two of the five clutches are off /released in any range reducing parasitic drag.

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Figure 3: Two clutches splined to the sun gear shell means the sun shell can be driven at two different speeds.

There are two clutches inside the sun gear shell (figure 3). The rear clutch (clutch C) is splined to the input shaft. When this clutch applies, the sun gear turns at input shaft speed.

The front clutch (clutch E) is splined to the P2 ring gear and can be driven at two different speeds, depending on the application of the A and B brakes. This is how the P4 sun gear is driven at

different speeds, independent from the other planet components.

The rear planet can be driven by the D clutch hub, which is driven by the P3 planetary gearset (figure 4).

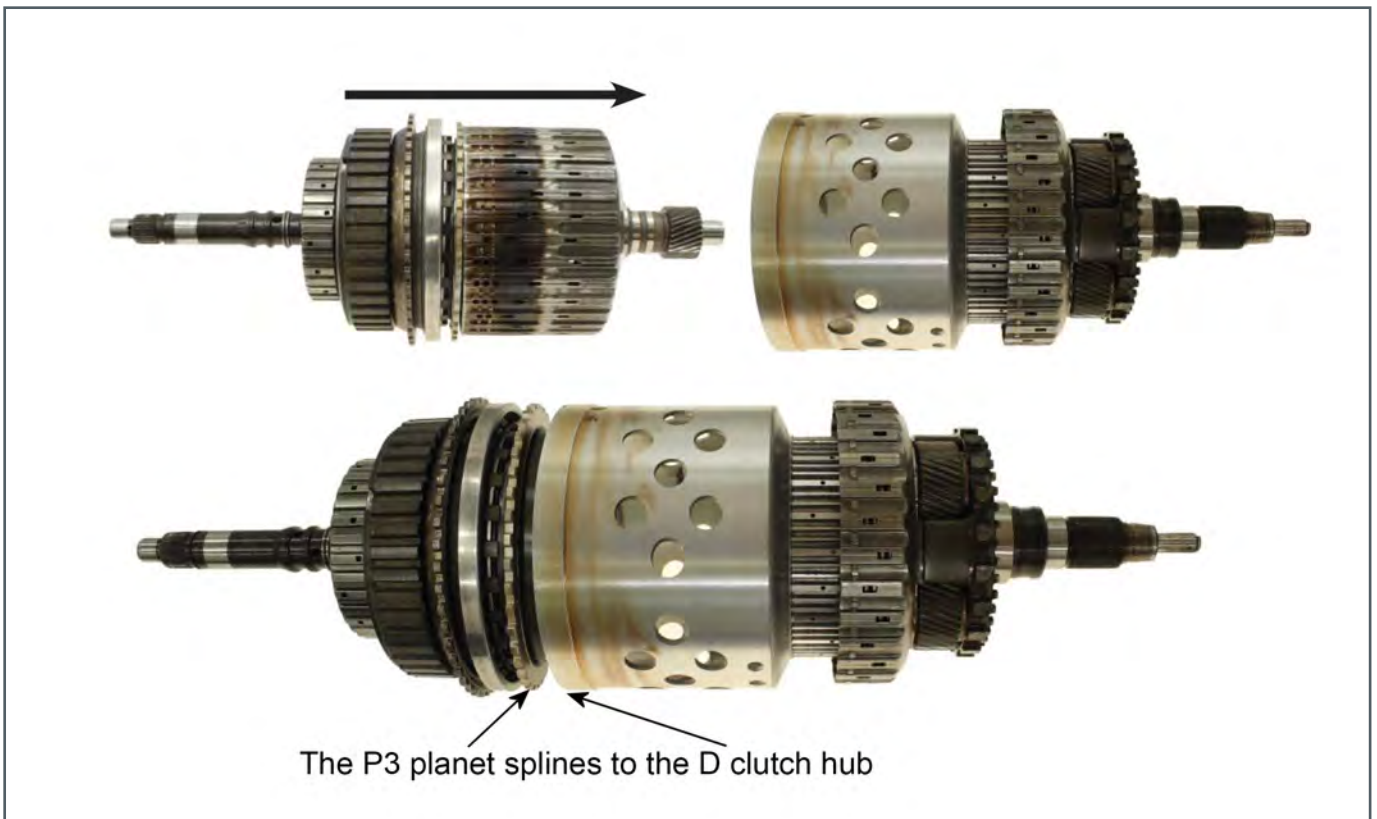
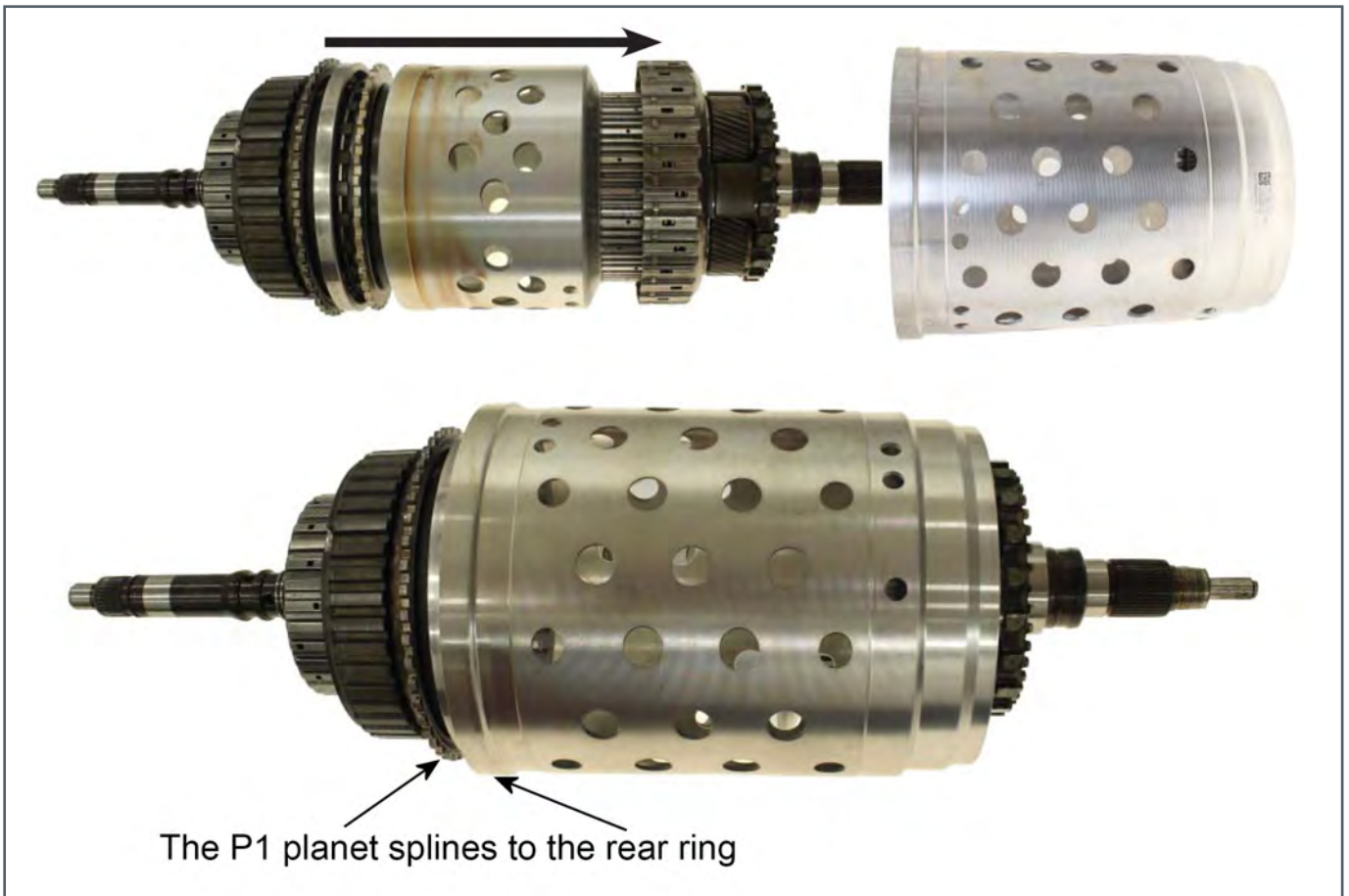


Figure 4: When the D clutches apply the rear planet is driven by the P3 planet.



The P1 planet splines to the rear ring

Figure 5: In 3rd, 4th and 5th gears the P1 planet drives the rear ring gear.

**The rear planet can also be driven by the rear ring gear, which can be driven by the P1 planet (figure 5).**

The rear planet can also be driven by the rear ring gear, which can be driven by the P1 planet (figure 5).

As you can see, we have planetary gearsets driving all three components of the rear planet separately at any given time, depending on the gear ratio required.

The cool thing is that, for the first time I can remember, all three components of the planetary gearset can be driven at once and at different speeds, creating a wide variety of ratios.

It's hard to believe at one time we had 4-speed transmissions... then-5 speeds... then, before long, we had 6-speeds. This 8-speed transmission is just another step in that progression. And that's just the beginning: there are 10-speed automatics in the not-so-far-off future.

Keep having Fun With Transmissions!





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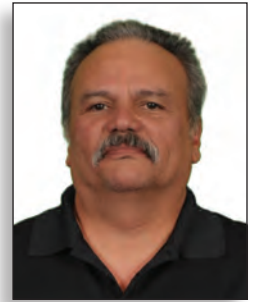
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# There's a Profit to Be Made

## Working on the Ford CFT 30!



by Hank Blair  
[members.atra.com](http://members.atra.com)

I've heard from shops who claim the Ford CFT 30 is too hard to work on or they can't get parts. Well, things are changing; the parts are becoming more available. So the big question is: Do we work on them or not?

The factory says the diagnostics for the unit are pretty straightforward.

1. Replace the transmission
2. Replace the Mechatronic unit (Figure 1)

3. Replace the valve body

The reality is there are many more repairs that can be done. Let's take a minute to get a better understanding of how this unit works.

The unit is constructed of two *variators*, which are pulleys driven by a chain (Figure 2). It has a unique oil pump that uses eight pistons with springs (Figure 3), that are located radially around the circumference of the pump eccentric (Figure 4). The pistons are driven by the torque converter.

The valve body has five solenoids (Figure 5): a main pressure control solenoid (PCA-A), torque converter clutch solenoid (PCE), primary pulley pressure solenoid (PCB), secondary pulley pressure solenoid (PCC), and forward and reverse clutch apply solenoid (PCD).

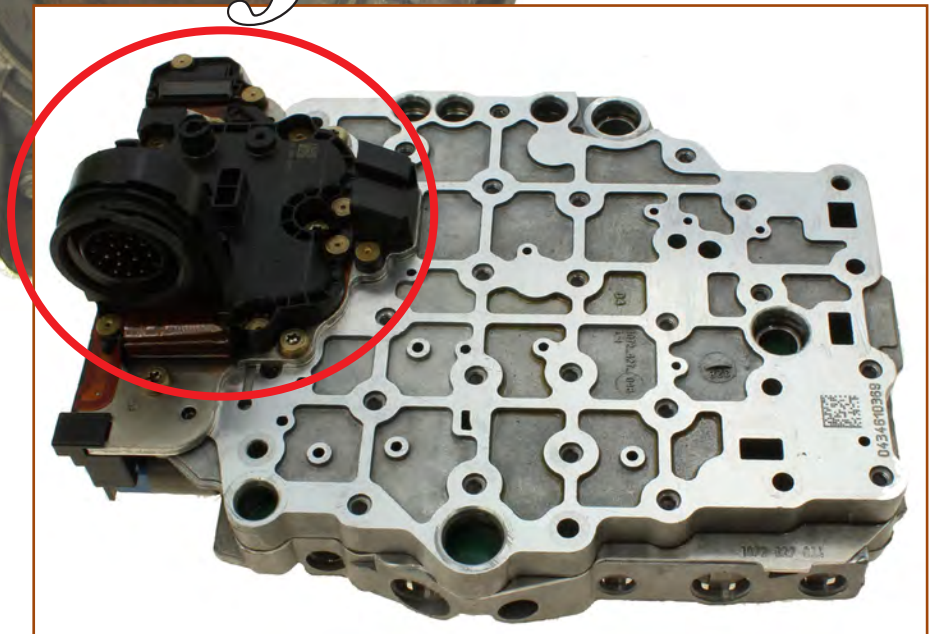


Figure 1

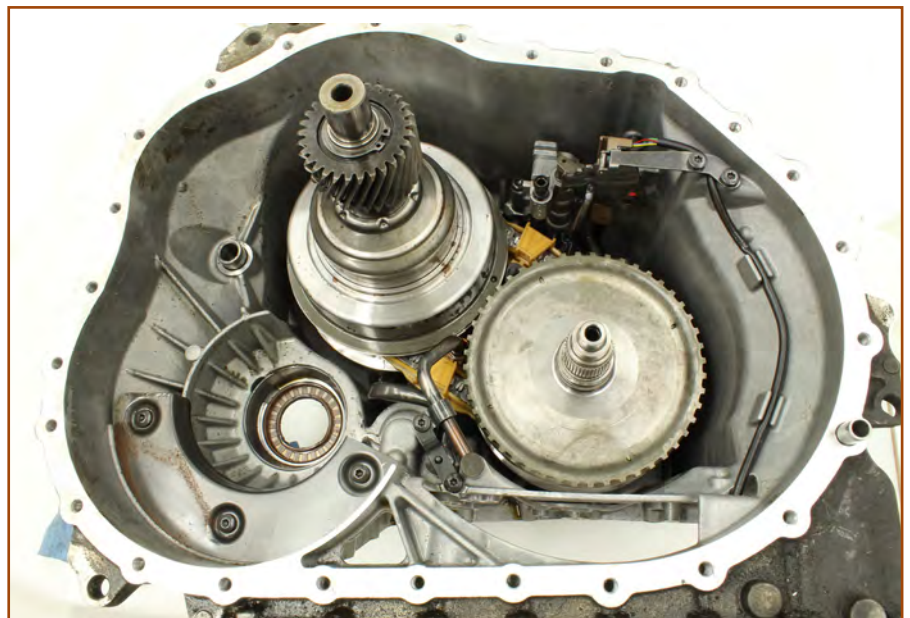


Figure 2



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Figure 3



Figure 4

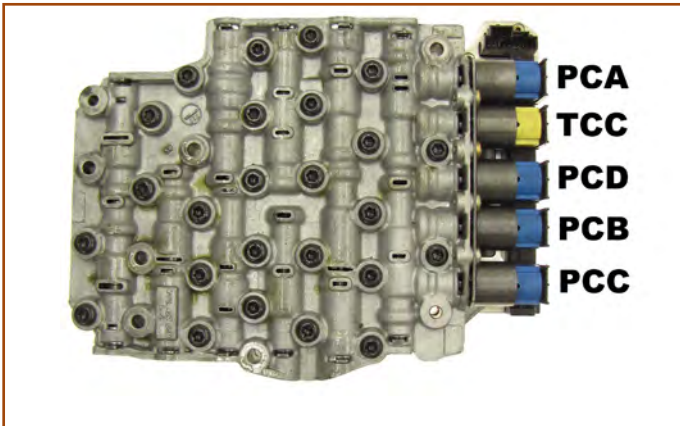


Figure 5

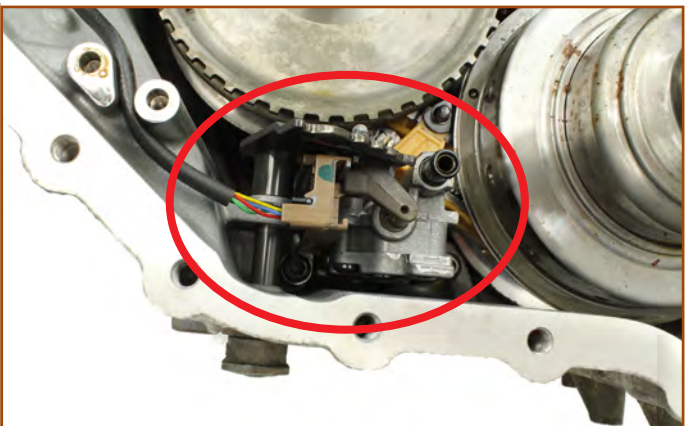


Figure 6

The transmission has a transaxle range sensor (TRS) located internally; attached to the case (Figure 6). There are two pressure switches: one for the primary variator and one for the secondary variator.

This transmission has two speed sensors located on the Mechatronic unit. They monitor the primary variator and the turbine speed sensor. An output speed sensor is located internally and bolts directly to the case.

## Diagnostics

This transmission has about 54 trouble codes associated with it, all of which end up with replacing the transmission, valve body, or Mechatronic unit.

Recently we had the opportunity to work on three different repairs that didn't require the factory repair. One of the units was a Ford Five Hundred with codes P0701, P0871 and P0961.

Code P0701 indicates the TCM has a problem; simply put, there's something wrong with the transmission but the computer doesn't know what it is. Code P0871 is a secondary fluid pressure sensor failure, and P0961 (PCA) pressure control solenoid A is out of range.

Code P0961 will set if mainline pressure is lower or higher than expected. This indicates a defective pressure sensor or a leak in the hydraulic system.

Code P0871 DTC will be set if the secondary variator pressure is lower or higher than expected. This indicates a defective pressure sensor or a leak in the hydraulic system.

Unfortunately this transmission doesn't have any external pressure ports. To check the pressure readings on this unit use a scan tool. There are PIDS for pressure readings in the data stream. In fact, there are 45 PIDS to choose from: in this example we're



Figure 7





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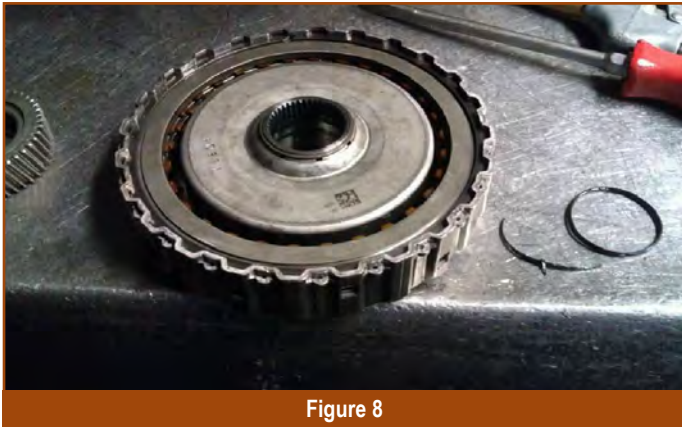
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going to monitor PCA-A, PCA-MES, PCC-C, and PCC-MES.

Normal pressures should be between 220-250 PSI. If the PCC\_MES PID pressures drop below the specified pressure, you have a leak in the system. Shortly after this happens the vehicle will go into limp mode.

Sometimes when the transmission is cold the unit will work pretty well, but as it gets hot it starts having issues. This isn't a Mechatronic unit problem because there is no command for low pressure. This is a valve body or sealing issue.

After disassembling the unit we found the forward clutch drum O-rings were cut and damaged (Figure 7 & 8). There are aftermarket companies offering seal kits and replacement parts for this unit. Replacing the seals fixed this unit, and resealing the transmission was simple with no hassles.

### More Pressure Issues

There are other pressure issues that are associated with pressure codes. One common problem we're starting to see is variator tube failure.

We have two covers on the end of the unit: one is the primary variator (pulley) cover (Figure 9); the other is the secondary variator (pulley) cover (Figure 10). There are five feed tubes under the valve body. These feed tubes supply pressure to the variators. This unit had feed tube damage: the secondary variator feed tube in the cover had sheared, causing a massive pressure leak (Figure 11).

You can replace the feed tubes without taking the variators and belt out of the case, as long as the variators are in good shape.

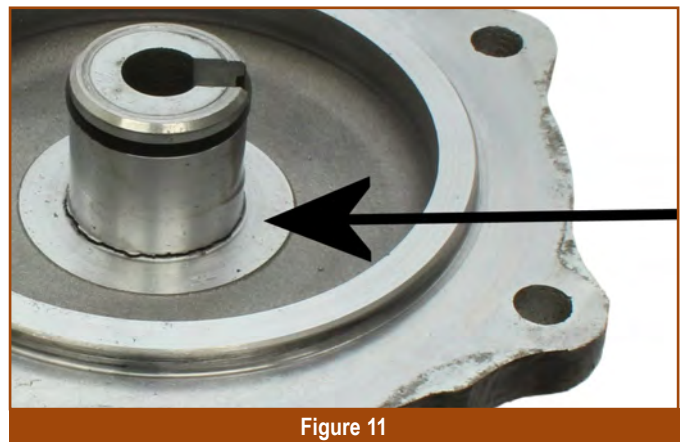
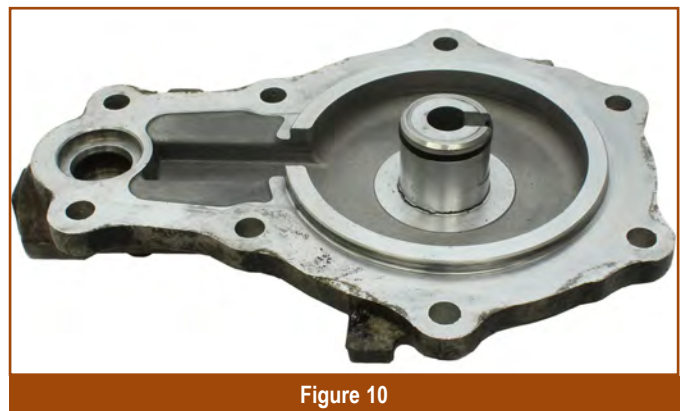
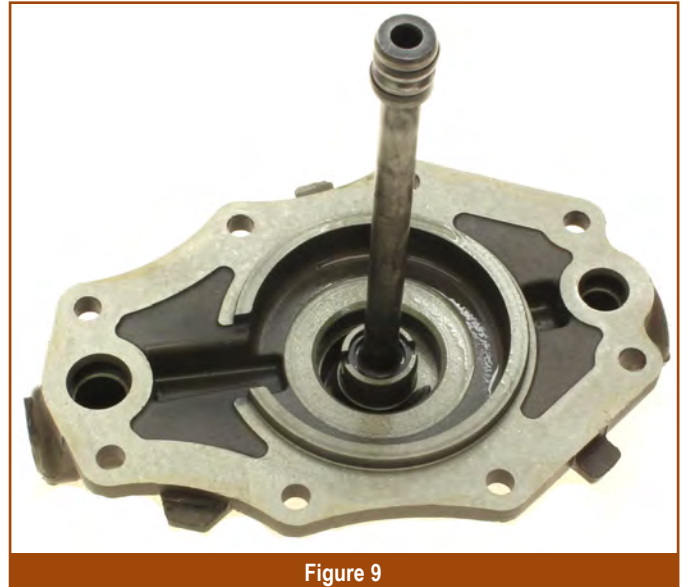
### Noise with Low Pressures and Codes

A noise concern that may be accompanied with low pressure and codes that sounds like a flexplate failure may be caused by the pump assembly. As with any noise, you need to verify the conditions.

Does the noise change with wheel speed? Does the noise happen all the time? Does the noise get louder or softer in different ranges? Obviously, if it's hard to tell or undetermined you have to start removing components.

In this case it sure sounded like a broken flexplate or flywheel. We removed the transmission and inspected the flexplate: There was no damage. So what could be causing the noise?

The CFT 30 has springs in the pump rotor area, so we decided to remove the pump and inspect them. We found a



broken spring in the pump rotor. You have two options for repairing this: replace the pump assembly or replace the spring. The spring dimension free length is 1.715", the diameter is 0.553" and the coil diameter is 0.083".

The factory says you can't repair the CFT 30 without replacing the transmission, valve body, or Mechatronic unit. Well, they're wrong. There's a great opportunity to profit from these CVT units. It's just a matter of diving in head first!



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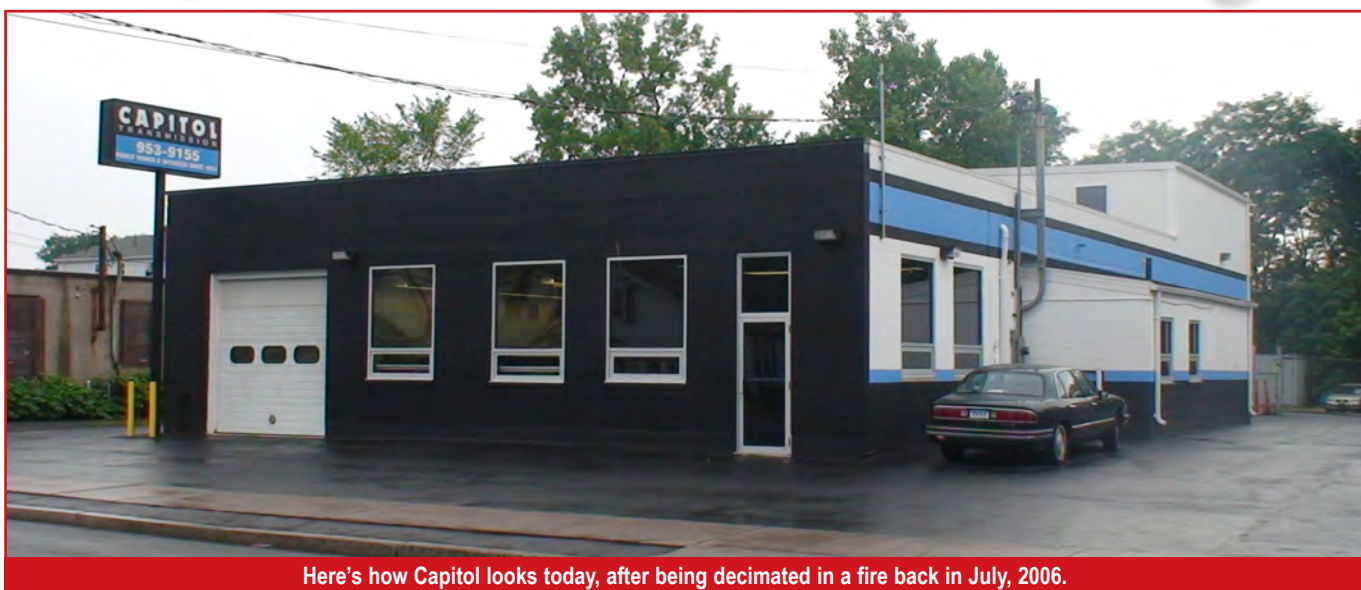
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*feel good about driving*



by Steve Bodofsky  
[members.atra.com](http://members.atra.com)

# Capitol Transmission and Auto Care: *79 Years... and Counting!*



Here's how Capitol looks today, after being decimated in a fire back in July, 2006.

**O**ver the last few years we've visited a lot of longtimers... shops with 40... 50... even 60 years or more fixing cars. That's a long time to be in this business... or any business for that matter.

But no shop we've talked to has come close to the folks at Capitol Transmission and Auto Care in Hartford, Connecticut. They first opened their doors back in 1934: 79 years ago this year!

Think about that: 1934. The country — in fact, the world — was in the middle of the Great Depression. People were lining up for soup and bread; few were worried about getting their cars fixed. Not a terrific time to start a business. But Paul Cordilico Sr. had a vision and the desire to fix cars. So he opened his shop — Paul's Garage, then a general repair shop — and took his



The fire completely gutted Capitol's original building, leaving nothing but a crumbling shell.

first steps as a business owner.

After World War II, the first automatic transmissions started showing up on the road. And Paul Sr. saw those automatics as the road to success. So he went from general repairs to transmission-only, and in hindsight it was probably one of the smartest decisions

he could've made.

Today the shop is called Capitol Transmission and Auto Care. "From about 1945 to 2000 we were strictly a transmission shop. We didn't add general repair again until 2000," explains current owner Paul III; Paul Senior's grandson. "But even now, that 'Auto Care' is the second half of the name. We're still predominantly a transmission shop."

## Generations Follow Gens

One of the more interesting points about the family dynamic at Capitol is one of timing: Their family generations follow the different business generations for our industry that we've discussed in the past.

Paul Sr. operated his business during Gen I, when it was about bringing the craftsman's approach to the



Here's how things looked after the debris was carried away.



Then construction began in earnest. The old walls were torn down and new ones took shape.

industry. "He was from the first generation of technicians to get involved with automatics," explains Paul III. "For years, the secret to the transmission business was that the rest of the industry was afraid of the automatics." And his grandfather took full advantage of that, by becoming versed in the technology from its earliest days.

Paul Jr. took over in the '70s and operated it through most of the '90s. This follows the time period assigned as Gen II, when sales became the driving force of the transmission repair business.

Paul III took over in the late '90s, as the business was changing once again into a more service-oriented model, where the goal was to "create a customer," rather than simply about sales.

How did this generational alignment affect the business model at Capitol? For one thing, it means that there was no real overlap in business strategies. Since the business passed from one family member to the next as the business environment was changing, there was no need to abandon a previously successful business model in favor of a new strategy. Each family member was able to approach the business from a unique perspective: One that was tailored to meet the requirements of the current business climate.

And Paul III's background was well suited to his new role in this industry. Paul was never a technician; he never really worked in the shop, preferring to attend Clark University in Worcester, MA where he earned his Master's degree in business. He spent five years in market research before returning home to take over the family business.

In fact, Paul III never really wanted to get involved in the auto repair business. But in the late '90s his mother became ill, and his father was torn between running the business and taking care of his wife. So in 1997, Paul stepped up and returned to take the reins of the business.

What makes Paul a successful business owner? "The gift of gab... that's all I have. All I'm doing is selling myself and building a rapport with customers. It's the part of the business that I enjoy most."



Today the shop boasts two huge doors out back, allowing Capitol to service large trucks as well as cars.



A look from inside the newly renovated building reveals a clean, spacious work area.

## A Capitol Reputation

One thing that's followed the Cordilico family from one generation to the next has been their desire to serve their customers. "We've always taken care of our customers," says Paul. "We like to help people and we aren't focused on the money end of the business. If you take care of the customers, the money follows naturally."

Paul is quick to acknowledge that his family history and



Capitol even included a large truck lift, to take full advantage of their roomier, open space. Brian Rizor is putting the truck up on the lift - he is Capitol's center manager and has been a company employee for 28 years.



Grand Reopening: Getting ready to open the new doors for the first time: from left to right: 1) Lew Brown (advisor to Mayor), 2) Paul Jr., 3) Paul's cousin James Battaglio and 4) former Mayor Eddie Perez

reputation in the community are valuable assets when it comes to building those relationships. And that reputation can carry over for years. "We recently had a customer in for a transmission problem for a second time. Her first visit was to my grandfather's shop, back in 1965!"

Today a lot of people consider transmissions to be a commodity. But according to Paul, that's just part of the story: "Sure, transmissions have become a commodity... to a point. But they don't diagnose themselves, and I can show you some units that can take even the most experienced technician a day and a half to install. There's still a demand for a quality transmission repair shop."

And although Paul isn't a technician, he considers that a benefit when dealing with customers. "It allows me

to relate to customers from their perspective. When I'm talking to customers, I don't lose them in technical jargon. I can speak to them at their level, and I can understand their concerns because I'm in the same situation they are."

He's also quick to give small repairs away. "If the job would've cost under a hundred bucks, I'd rather give it away for nothing and hand them a stack of business cards. I don't want to waste time writing up a tiny invoice, and that free job does wonders for generating referrals... referrals that often turn into major repairs."

## Marketing Capitol

As with most shops, Capitol has reduced its presence in the Yellow Pages over the last several years. This year may be its last for a listing there.

That marketing budget has migrated to the internet. Their site, [www.capitoltransmission.com](http://www.capitoltransmission.com), provides them with substantial marketing support. The site is designed and maintained by Autoshop Solutions, Inc., and Paul can't praise their work enough. Danny Sanchez, the owner, has provided his knowledge and support to the industry through *GEARS* and at Expo for a number of years.

"I used to spend about \$20,000 a year for advertising in the Yellow Pages and got back maybe \$50,000 to \$75,000 on my investment," says Paul. "Today I spend about \$15,000 a year on internet

advertising, between my web site and Google, and that's returning about a quarter million a year in business.

"The phone keeps ringing and we source everyone who calls. 'How did you hear about us?' 'Internet,' 'internet,' 'internet.' 'You came up right away.' I'm in the top three listings, so that's Danny doing his thing. Or 'you came up on my phone. I was able to click through... it was easy,' and so on.

"Then there are the shops that just create their web site and that's it. No marketing... no SEO. How do people find them? They don't... because they're on the 12<sup>th</sup> page. That's why Danny's my guy for everything on the web.

"We also send an e-newsletter that goes to about 1200 people a month. It's a real tidy newsletter, colorful and short; it has car tips... not too technical.

"Danny got us into social media recently; we're on Facebook and Twitter. And he sends out marketing tools that you can put into your shop, such as posters that ask customers to follow us on Twitter. I can't say enough about how much online marketing has benefited us."

Then again, even the best SEO can have its downside. "For a few weeks we were getting calls asking about used tires. One guy called looking for a used tire for his motorcycle. So I emailed my rep at Autoshop Solutions and asked him to take out the tires reference. And those calls stopped pretty quickly."

Capitol still receives a lot of referrals from the general repair industry; they have strong relationships with several shops in the area. "They send a lot of work our way," says Paul. "These are terrific general repair shops that are just too busy to get involved with remans. They prefer to stick with their bread-and-butter — engine jobs or timing belts — and refer their transmission problems to us."

Paul's dad keeps his hand in the business through outside sales, visiting shops in the area to keep Capitol's name in front of them. And it works well: Today they have about 20 shops that use them regularly for transmission repairs.

How does Paul handle those referrals? That depends on the referring shop: Some shops like to take the job in themselves and farm it out to Capitol.



The next generation of success: Shop owner Paul Cordilico with his son, Paul IV.



Paul, Irene and Paul IV celebrating Irene's birthday.

Others are happy to refer the customer directly.

“Those referrals are great, because the customers are already sold before they reach our shop. We’ve been referred by a guy they love, so we’re pre-approved.

“Of course, it’s understood that we won’t take them as a general repair customer. It’s important that we never ruin their relationship with the referring shop.”

How does the referring shop profit from sending their work to Capitol? “What they get most is a satisfied customer. Sure, we have an arrangement with each shop... maybe they get a gift card or a commission... but the main thing they’re looking for is to keep their customers happy. It’s relationship based and it’s about trust,” says Paul.

## Remans and Rebuilders

Capitol doesn’t use remans. Not that Paul has anything against them; he just prefers rebuilding his own units for now. But he recognizes how remans have changed the game.

“Before remans, it was nearly impossible to find a qualified rebuilder. They were like high-priced free agents. Then companies like Certified showed up. Suddenly the rebuilders I’d been chasing showed up at my door, looking for a job. I chose the two best guys, and they do a terrific job for me and my customers.”

Paul tried remans for a short time. Back then he dealt with smaller reman companies, and the comeback rate was

just too high. So for now he’s sticking to the custom rebuild route.

But Paul knows Peter Fink from Certified personally, and he’s happy to acknowledge how Peter has changed the industry. And if he were ever to make the switch to remans, he’d contact Certified first.

## Fire at Capitol

In July 2006, there was a fire at Capitol; the building basically burned to the ground. For many shop owners, it’d have been the perfect excuse to close the doors and walk away for good.

Paul had a different idea: He moved a trailer onto the lot and operated his business from there. He met customers and took in jobs, right from the location they were familiar with. Meanwhile, he rented space in a shop nearby. He transferred the cars to that shop, handled the repairs there, and then delivered them from his trailer “office.”

“The trailer worked out great, because it allowed me to maintain my location while keeping an eye on the new building construction.” It wasn’t long before Capitol was up and running in a beautiful new building. And thanks to Paul’s foresight, his business was never interrupted.

## Capitol and ATRA

Capitol has been an ATRA Member since about 1999. And Paul has attended *Expo* several times since joining ATRA. It’s been a valuable relationship for providing technical and business

support, and for building relationships within the industry.

Paul pays particular attention to the articles and information that ATRA provides in *GEARS* for shop management. He’s worked directly with many of the management advisors who’ve been an integral part of the management track at *Expo*. And he’s put a lot of what he’s learned to use.

While he’s not as well-versed in the technical end of the business, Paul is also well aware of the value that ATRA’s technical support brings to his business, and the industry as a whole.

In fact, it was Capitol Service Manager Brian Rizor who worked hand-in-hand with ATRA Technical Advisor Bill Brayton to identify a parts problem that labeled the wrong shift solenoids for the Honda Odyssey (*GEARS*, October/November 2012).

Brian was the “eyes and ears” for the ATRA HotLine, and his tireless efforts working with Bill to identify the root cause of the problem helped provide valuable data for the entire Association. These are the types of problems and solutions that allow ATRA to provide “the experience of thousands of technicians, right at your fingertips.”

79 years... a long time to be in this business. But Capitol isn’t afraid to change with the times, and that change is keeping them profitable. Who knows? Maybe in a few years we’ll do a profile on Paul IV, as he takes the shop into its next generation of success.



# “You’ve Got to Be Kidding!”



by Thom Tschetter

This month’s story came to mind while I was attending the *What’s Working* management sessions at the ATRA Powertrain EXPO in Las Vegas. I thought this year’s sessions were lively, challenging, and thought-provoking. If you weren’t there, be sure to order the CDs and handouts from ATRA.

One session had to do with managing customer expectations. The key point was, if left to draw their own conclusions, customers will often have unrealistic expectations. But, no matter how unrealistic their expectations, they’re still the customers’ realities. It’s up to us to set realistic expectations and then go about exceeding them to ensure that our customers have an outstanding experience.

The following story definitely fits the title of this article — *You’ve Got to Be Kidding!* — but I swear to you, this really happened.

### The Details

1. The customer dropped off her 2001, 2-wheel drive, half-ton pickup for a “\$19.95 Transmission Service Special” the shop was offering in a coupon. (I’m not judging the offer... just reporting what happened.)

2. She dropped it off while the shop was closed. She completed and signed an *Early Bird* envelope authorizing the service special and deposited the envelope together with her keys and the coupon in the drop box.

3. The coupon offer included the following:

- Road Test to Check Transmission Performance
- Check for Transmission Leaks
- Check U-Joints, CV Joints and Axles

- Remove and Clean the Transmission Pan
- Clean or Replace the Transmission Filter
- Replace the Pan Gasket
- Check and Perform External Adjustments
- Replace Fluid as needed; up to 8 quarts
- Note: This offer is valid on most 2-wheel drive cars and light pickup trucks. This service can only be performed on otherwise sound operating transmissions.

4. The shop’s diagnosis included a road test, undercar checks, and a pan examination. The fluid level didn’t even register on the dipstick so the tech topped it off before performing the road test. The truck had 95,000 miles. The road test confirmed the transmission worked well but it had some mild whining noise. There was a fluid leak from the front area and the pan gasket. The pan exam revealed abnormal amounts of metal and friction material.

5. The service writer called the customer and reviewed the results of the diagnosis. He advised the customer that the leak from the front could only be repaired by removing the transmission. He further advised her that, even though the unit was performing normally, the noise combined with the metal and friction material in the pan indicated that the transmission had been damaged internally from being driven low on fluid. So rather than just fixing the leaks, while the unit was out of the truck, it made good sense to “go through it” to put it back into “tip-top shape.” He told her that this would come to “twenty-four ninety-five, plus tax.”

6. The customer approved the work and asked what time she could pick it up. The service adviser told her it wouldn’t be ready until 5:30 pm the next day because of the additional work they were doing.

7. When the customer came to pick up her truck, the service writer reviewed the repair order and went over everything they had done. The total was \$2,495.00 plus \$204.59 sales tax for a grand total of \$2,699.59.

8. The customer literally broke out in tears and became hysterical. To make a long story short, she thought it was going to be \$24.95 plus tax. The customer was shocked... but not as shocked as the service writer. He immediately went on the offensive, stating that it should have been obvious to her that you can’t rebuild a transmission for \$24.95... that’s only \$5 more than the price of the “service special.” She explained that she honestly had no idea what was involved: She’d trusted him and was just going along with his advice. You can imagine the exchange of words between the two of them. They both became irrational in their heated exchange.

9. The shop owner was a friendly competitor just a few miles from my shop. He knew I was an arbitrator, and while the customer was still in the shop, he called me to ask if I would make an unofficial third-party attempt to resolve the matter. Since we were already closing for the day, I agreed to stop by his shop on my way home, and they agreed to wait for me.

10. Putting on my unofficial mediator’s hat, I talked to each of them privately. Honestly, based on the telephone conversation with the shop owner, I was thinking, “You’ve got to be kid-



ding me.” I expected the customer to be a “b\*\*\*h” or someone trying to pull a fast one on the shop. To my surprise, after she calmed down and answered my questions, I became absolutely convinced that she was being totally honest with her expectations. She was truly confused and ill-equipped to understand what she was authorizing.

Likewise, the service writer was honest with me. He didn’t deny that he was always somewhat folksy in his conversations with customers, and that he frequently didn’t go into a great deal of detail to explain the repairs. He thought people liked him to keep it simple. He said this was the first time anyone misunderstood what he meant when he quoted prices like “twenty-four ninety-five plus tax” to “go through the unit and put it in tip-top shape.” He and the shop owner felt the customer was being unreasonable and trying to take advantage of the shop.

11. I told the shop owner that I felt there had been a serious and unfortunate lack of clarity. I added that I always believed it to be the shop’s responsibility to communicate clearly and in this case his service writer’s folksy approach was the root cause of the mix-up. I felt it was unlikely that the customer was going to come up with the money because she wouldn’t have had the work done if she’d known what the service writer meant. Though she didn’t say so, I also felt she didn’t have the money.

12. I suggested that he might consider writing this one off because he had no documentation to support his position. Other than her authorization for the \$19.95 service special, the entire transaction was handled by phone. His service writer admitted what he said, and, as unlikely as it seemed, it was possible that an uninformed person could misunderstand.

13. He decided to let her take the car and informed her that he would pursue getting a small claims court judgment to collect the money. He sued for \$2,750 — the entire amount of the repair, sales tax, and costs of certified mail and small claims court filing fees.

## Three Questions

Here are three questions for you to consider before I reveal the results of

this case.

1. What could the service writer have done differently?
2. Were there any clues that the customer didn’t understand what was going on?
3. I told you what I advised the shop owner to do; what do you think?

## My Thoughts on Questions 1 and 2

With respect to question #1:

- If the folksy approach works for him, I don’t have a problem with the service writer using it. However, he still needs to respect that this is a large purchase and he needs to treat it as such. Once he makes the sale, he should review the details of what will be done and get the authorization in writing, or, if by phone, get some form of identification to confirm the agreement.

- In this case, if he’d quoted the price with dollars and cents or with sales tax, the confusion would have been eliminated. It’s not likely that she would have missed the point if he had said “twenty-four hundred and ninety-five dollars plus tax.” Or if he had said “twenty-six, ninety-nine, fifty-nine with tax.” Based on the customer’s statements to me, the sale would likely have been lost, but losing this sale would have been preferable to what happened.

Regarding question #2:

- Perhaps the first clue to handle this differently would be that it was a coupon customer. I’m not throwing all coupon customers under the bus, but, for the most part, they are bargain hunters and the sale went too easily from \$19.95 to \$2,495.

- I think the most obvious clue was when the customer asked what time she could pick up her truck. She clearly wasn’t expecting it to be a day or two. That was the perfect time to make sure she understood what was being proposed by the service writer.

- Any time a customer leaves their vehicle after hours, the entire transaction needs to be handled more carefully. The opportunities to establish rapport, to demonstrate professionalism, and to build value, are greatly diminished without face-to-face interaction.

## The Ruling

Unfortunately, a small claims court judge isn’t obligated to cite reasons for his decision. In this case the judge did braid some reasons into his decision. Here is a paraphrase of his ruling. For clarification, the shop is the plaintiff because they are suing for payment and the customer is the defendant.

“I find in favor of the plaintiff. The customer is ordered to pay \$54.50 to the plaintiff. This is \$24.95 for the amount of the repairs she believed she authorized, plus sales tax and half of the court costs and fees.

“In this case the shop was negligent in protecting itself and the customer. The terminologies used by the service writer — things like ‘go through’ and ‘tip-top shape’ are, at best, vague and confusing. They do not form a basis for a contractual agreement — whether verbal or in writing.”

## What We Learned

I chose this particular case because I felt it was a great example of how easily even a well-intentioned, customer-centric shop can find itself in a “you’ve got to be kidding me” situation. It really makes the point that we need to manage the expectations of our customers carefully.

Outstanding customer service is best defined as exceeding the customer’s expectations. Unless expectations are clear to both the shop and the customer, there is little hope for exceeding them.

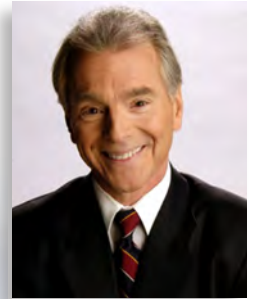
It’s very difficult to hit a target you can’t see, but it’s impossible to hit a target you don’t even have. Establish clear expectations and then get to work exceeding them, and your customer will have an extraordinary customer service experience with your business.

*Up Your Business* is an exclusive *GEARS Magazine* feature. Due to confidentiality constraints, the names of the parties won’t be mentioned, and some of the stories may be slightly modified.

*Thom is always eager to help members of our industry and continues to be active in his retirement. You can contact him by phone at (480) 773-3131 or e-mail to coachthom@gmail.com.*



# Optimists and Pessimists



by Jim Cathcart

HALF EMPTY

HALF FULL

**It's been proven that optimism can be learned. It starts with a decision to change the way you talk about challenges and people, and it continues with the transformation of your workspace into an encouraging place for people to work.**

**M**y car's factory radio/CD player got stuck one day and I took it to the dealer to extract the CD. He told me, without even looking at the mechanism, "You'll have to replace the unit or stop using the CD player." What!?! One glitch and it's ready for the trash heap? How about checking first to see if something is loose or it just needs cleaning?

Think about your own team. When challenges arise, who among them, including yourself, tends to assume that a solution can be found, and who assumes that the problem is too big, so you should give up? "It can be fixed," versus, "just replace it"?

Those who instantly default to a "replace it" mentality think that they are just being "realistic." But they are the same people who have led us to a throwaway society, where most things don't get fixed, they just get discarded. That's an expensive way to live.

In a recent discussion about optimism, one of my friends told me, "I'm not an optimist or a pessimist. I'm a realist."

You've probably heard that, too. Almost nobody deems him or herself a pessimist. But they often avoid being labeled an optimist as well. Why? Because many think of optimists as

dreamers who are out of touch with reality.

I've done a lengthy study of these mindsets. Over several years I've observed that realists are never optimistic. In fact, here's what I've concluded: *A realist is simply a pessimist who won't admit it!*

There are patterns in how people think and what responses they show to challenges. We learn these patterns early in life and seem to retain them indefinitely. But they can be changed.

My friend and colleague, Dr. Terry Paulson, is a psychologist and author of the recent book, *The Optimism Advantage*. He has studied these mindsets extensively, and the payoffs of each of them.

His research has concluded that *optimists are more likely to succeed than pessimists*. Here's why: When you think there is a solution to your problem, you'll be more likely to stay in the game and keep on pursuing that solution. If you don't think there's a solution, somehow, somewhere, then you'll give up early, to cut your losses.

Likewise, when you see a brighter future being possible, you'll be more likely to endure discomfort, confusion, or difficulty, because you know it won't last.

Years ago a long-distance swimmer was swimming across the English Channel... and gave up just two miles



from the coast! All that effort, preparation, and difficulty in those cold North Atlantic waters, and she quit within two miles of her goal! Why?

In an interview after she got out of the water, she expressed shock that she was so close to her goal. There was a fog in the air and it obscured the coastline. She couldn't see her goal, so she assumed it was still a long way off. Had she known how close it was I suspect she'd have made it, no matter how much it hurt at the time.

When we intentionally form the habit of assuming that there's always an answer or a solution somewhere, then we increase our chances of success. At the same time we retain our ability to give up or pursue another path, but we do so with a much healthier mindset.

So where do we learn optimism?

We learn it from each other and from the patterns we follow day to day. If you start today to make optimism a

priority in your shop, others will pick up on that mindset, and before long you won't be the only one who is encouraging it.

Take a look at the posters on your walls: the calendars, the slogans, and sayings you display. If they're encouraging and positive, they'll have a good impact on the people who see them each day. Yes, you'll get some ribbing and complaints at first, but stand your ground. Just create a more positive environment for everyone to work in.

Consider the difference between a poster that says, "Life sucks and then you die!" versus one that says, "It may not be obvious yet, but there is a better way and you can find it." The first one might get an occasional laugh, but the second might bring about some extra efforts and new ideas.

Next, consider the way you talk about things. Are your own comments positive and productive, or negative

and critical? How often do you say you "can't" do something, when you *mean* that you just haven't figured out how to do it... yet? There is a difference.

It's been proven that *optimism can be learned*. It starts with a decision to change the way you talk about challenges and people, and it continues with the transformation of your workspace into an encouraging place for people to work.

Pick up a copy of Terry Paulson's book, *The Optimism Advantage*, and Martin Seligman's book, *Learned Optimism*, and see how you can expand your own possibilities. Your coworkers will be glad you did.

And share your ideas and actions with us here at *GEARS*. We'd love to know what's working for you.



# The Will to Listen



by Dennis Madden  
[members.atra.com](http://members.atra.com)

**W**hat's Working 2012 was focused on the dealer customer. The reason, primarily, is that this segment has a better ability to pay for quality repairs, so it's in your best interest to understand what they want from an auto repair shop.

Consider the number of times you've lost a job because your customer couldn't get financing or their credit cards were maxed out. How many check guarantee programs have you tried, only to find the cost of using them was too high? How about those GPS systems? You know: the ones that disable the car if the customers are late with their payments.

All of those programs are designed to help you get business from people who can't afford your work. After a while you begin to think that's the makeup of the entire market. Nobody has any money, you think.

Recently, I did a *What's Working* presentation to a group in Baltimore. It was just a couple of weeks after Expo, so I presented information from the dealer study. Mind you, this was a study of 500 people who prefer the dealer. Some use the dealer exclusively.

Toward the end of the presentation several people in the audience struck up a discussion on various selling practices. A lot of it had to do with personal situations they found themselves in with some of their customers and what they would do under certain scenarios.

This went on for about six or seven minutes when it hit me: These discussions were centered on the customers they were familiar with; the ones they have to find creative financing for or do the work at a discount.

The information I had just presented about dealer customers made no impact. That is, they didn't hear the things that

### Top Reasons for Choosing an Independent Shop

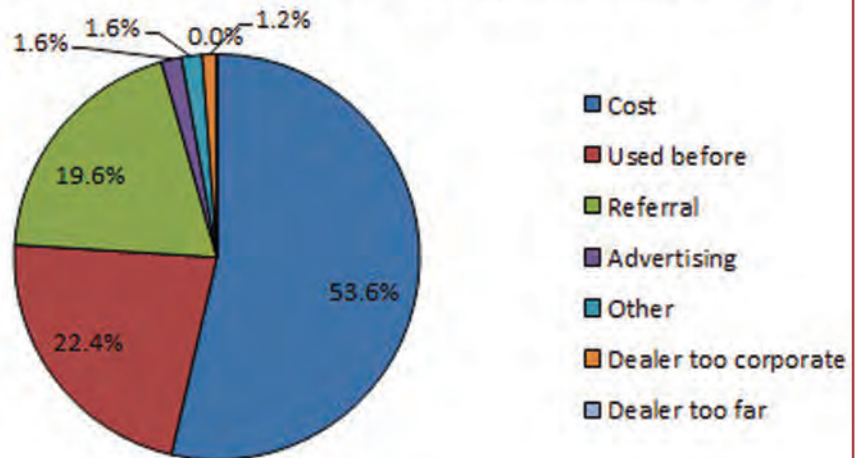


Figure 1

the dealer customers said were important to them. For that matter they probably didn't even register as valid. After all, those considerations were never raised by their customers, so why discuss them?

It was about that time I interrupted and said "This is a fantastic discussion and you've made some great points, but these are the rules for your current customers. Dealer customers operate with different rules."

Think about that for a moment: What you know about customers in terms of their needs, attitudes and ability to pay for quality repairs is based on the exposure you've had to your current customers. This knowledge doesn't transfer, or have value to, the dealer customers.

What that means is, if you apply what you know about customers, *your customers*, you won't attract the high-end market you're after. Or, if you happen to reach them, you risk losing them. It's like feeding dog food to a parakeet.

Let's get a bit more specific: In 2012 we surveyed 500 consumers with a preference for the dealer. To get a sample of 500 you have to screen out

individuals who *don't* prefer the dealer from the entire pool. That is, you may go through 1000 or 1500 individuals before you get a total of 500 who prefer the dealer. Which means there were 500 or so individuals who preferred an independent transmission shop who were screened out.

For an "exit question," we asked them why: Why do you prefer an independent shop? Here's what we found: Over half the people in the independent group selected cost as their reason (figure 1).

This supported information from a 2011 study of 1000 consumers, which showed consumers who preferred an independent transmission for transmission repair had the *lowest* household income of the entire pool from the survey (figure 2A and 2B) — even lower than those who chose "not sure" as their response. Is it any wonder that pricing and financing is a big topic among shop owners in our industry?

Now let's look at some of the dealer-customer information. We had several attributes we asked them to rank based

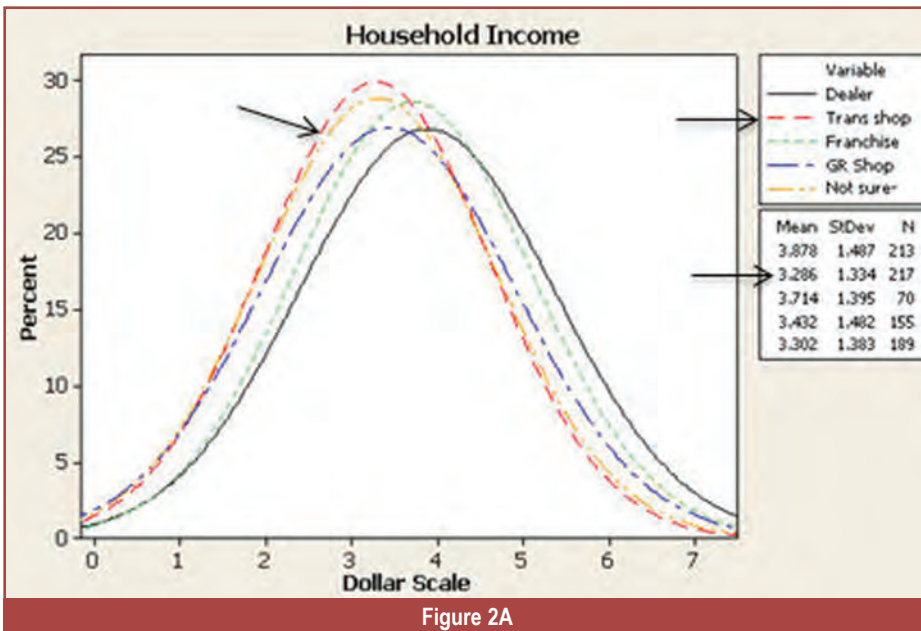


Figure 2A

on *their* perception as it relates to the dealer versus an independent shop (figure 3). The programmer for the study randomized the questions so the participants didn't all receive them in the same order.

The highest ranking came from question #1: The participants thought the dealer was better at repairing their car in a timely manner (figure 4). Previous studies showed that consumers believe a reasonable amount of time for a transmission rebuild is two days. And dealer customers are willing to pay more to get that.

The second highest response came from question #6: more likely to offer loaner cars (figure 5). Over the past couple years we've shared the two-day time frame comment regarding rebuilding time with shop owners, and that providing a rental car was a good way to resolve this problem.

We've heard back from several shops that have tried it, and all came back with the same response: Their customers are ecstatic. All of a sudden the two-day issue becomes a *non-issue* because they have transportation. Something else too: a lot of times customers don't want the rental car because they have another car at home they'd prefer driving. The beauty here is you *offered*. The dealer scored well with the remainder of the questions so we don't need to go over them.

The high point of the dealer survey came from the write-in answers. Two questions had a write-in response. That is, we didn't give them several answers to select from; rather, they wrote the

answers in their own words. The two questions were:

1. Why do you prefer the dealer?
2. What would influence you to consider taking your vehicle to a transmission shop over the dealer?

Since these were write-in answers, there are 1000 unique answers, so we can't list them all here. The top answers to the first question had to do with trust, well-trained technicians, and reliable service. No one mentioned price.

For the second question price was an important factor — but not in exchange for a reduction in service. They also listed referrals and reputation. Some said nothing would influence them but the *majority* said they'd consider it. An interesting point is that about a third of those surveyed were not always dealer customers but then switched to the dealer.

The bottom line? There's a perception among dealer-preferred customers that they'll receive better service from the dealer. They're willing to pay a premium for that service, and, as it stands right now, they don't know of an independent shop they can trust to provide that service.

The only question now is, do you prefer looking for creative financing for many of the customers you see now? Or would you prefer offering a higher level of service for customers that are willing to pay for it? They're *telling* us what they want. All we need is the will to *listen*.



1. Under \$25,000
2. \$25,001-\$50,000
3. \$50,001-\$75,000
4. \$75,001-\$100,000
5. \$100,001-\$150,000
6. More than \$150,000

Figure 2B

•On a scale from 1 to 5 where 1 is Strongly Agree and 5 is Do Not Agree please indicate your level of agreement with the following dealer qualities. (Programmer Note: N/A Allowed, Randomize Responses)

1. The dealer repairs my car in a timely manor.
2. The dealer is generally more professional than the other shops.
3. The dealer's waiting area is cleaner than most other shops.
4. I trust the dealer is using better parts than other shops.
5. The dealer has better trained technicians compared to other shops.
6. The dealer offers loaner cars for major repairs. Most other shops don't.
7. Work performed at a dealership is usually more expensive than the same work performed at an independent repair shop. It's worth the extra cost because I know they'll fix it right.

Figure 3

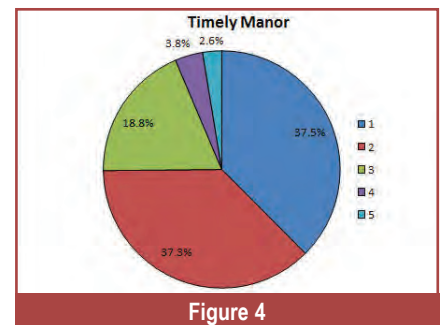


Figure 4

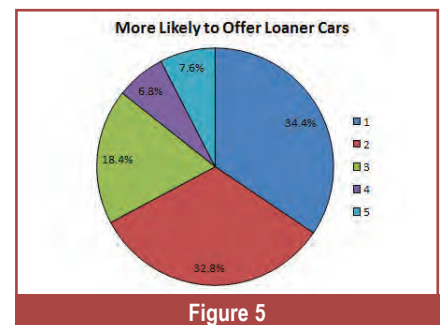


Figure 5

# Check Out *the New,* 2013 GEARS Buyer's Guide!

by Steve Bodofsky  
[members.atra.com](http://members.atra.com)

Your source for, well, pretty much everything your business needs!



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*GEARS Magazine online where the Industry Gathers!*

**I**t's here! The all-new, 2013 *GEARS* Buyer's Guide, totally updated and redesigned. A complete and up-to-date listing of every business that serves the transmission repair industry.

Make no mistake about it: These are the folks who make your business possible. They provide the parts... the tools... and the equipment necessary to operate today's transmission shop.

And not just the "tangibles" — the things you can hold in your hand. We're also talking about the services you need, each and every day. From uniforms to insurance to marketing, these are the companies who've built their businesses around you. They're here for one reason: To help you open your doors and remain profitable.

Page through for a minute. Need a new parts supplier? They're in here. Looking for a new source for torque converters? Yeah, we got 'em. Want to upgrade your web site? Sure, they're here too. In fact, virtually every service

or product necessary to run your business will show up on these pages.

Sure, you can find a lot of these resources on the internet. Chances are every one of these companies has its own web site. So what makes the *GEARS* Buyer's Guide so valuable?

Focus: These are the companies who focus on serving your business model. Sure, you can find dozens of tool suppliers on line. But the ones listed in the *GEARS* Buyer's Guide are the companies who specialize in serving you. No digging through hundreds of general listings to find the one who specializes in your business requirements. We've handled the search, to make sure the listings here are just the companies you've been looking for.

Pay particular attention to the companies listed in bold: They're the ATRA Supplier Members. These are the companies that not only provide the equipment and services you're looking for; they also help support your industry.

Their backing helps make it possible for us to continue to offer the programs and services you've come to count on from ATRA. Remember that when you're looking for a new equipment or service supplier: Support the ones who support you and your industry.

Of course, this is just the printed Buyer's Guide. We update this every year. But the *GEARS* Buyer's Guide is also available on line at [www.gearsmagazine.com](http://www.gearsmagazine.com). And the online version is constantly being updated, directly by the suppliers themselves, so you can be sure you'll always have the most up-to-date contact information available.

So, whatever you're looking for to help keep your business running, make the *GEARS* Buyer's Guide your first stop. Support the companies who help support your business... and your industry.



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For nearly 40 years we have done one thing and we do it well. We help transmission rebuilders get the job done.

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We stock top name brand products we are proud to sell from leading companies and you will be proud to use.

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### LOCATIONS

#### Wichita KS 67217

3737 West 29th Street South  
800-835-1007 316-942-5300

#### Kansas City MO 64127

2000 Indiana Ave.  
866-780-7337 816-483-7337

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# GEARS Magazine's 2013 Buyer's Guide

## A

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Wichita, KS 67217  
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www.areds.com

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2000 Indiana Ave.  
Kansas City, MO 64127  
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2300 N. Westport Ave.  
Sioux Falls, SD 57107  
Toll Free: (888) 215-6339  
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### **A&A Midwest / Transmission Quest\***

4050 S. Wentworth Ave.  
Chicago, IL 60609  
Contact: Steve Feinstein  
Toll Free: (800) 826-7403 x309  
Phone: (773) 624-6111  
Fax: (773) 624-6660  
spf@transmissionquest.com  
www.transmissionquest.com  
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### **A&A Midwest / Transmission Quest \***

2580 N. Commerce St.  
North Las Vegas, NV 89030  
Toll Free: (800) 426-8771  
Phone: (702) 664-9776  
Fax: (702) 649-6777  
www.aamidwest.com

### **A-1 Transmissions & Parts Co.\***

1020 Yuma St.  
Denver, CO 80204  
Phone: (303) 623-1401  
Fax: (303) 623-4923

Adapt-A-Case  
3400 Jefferson Ave. SE  
Grand Rapids, MI 49548  
Contact: Michael Black /  
Duane Reister  
Phone: (616) 331-0000  
Fax: (616) 452-5624  
www.Adapt-A-Case.com

### **AJ1E Superior Solutions \***

4284 Careros Way  
Jackson, WI 53037  
Phone: (262) 573-7568  
www.aj1esuperiorsolutions.com

All-Trans, Inc.  
134 Transit Dr.  
Greenville, SC 29607  
Contact: Bruce Dodds  
Toll Free: (800) 922-9562  
Phone: (864) 297-9913  
Fax: On Request  
bruce@alltransparts.com  
www.alltransparts.com

Alliance Torque Converters, Inc.  
257 Hopeland St.  
Dayton, OH 45417  
Contact: Don Gray / Clyde Webb  
Toll Free: (877) 236-5755  
Phone: (937) 222-3394  
Fax: (937) 222-2578  
don@alliancemfg.net  
www.alliancemfg.net

## ALLOMATIC

### **Allomatic Products**

609 East Chaney St./P.O. Box 267  
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Phone: (516) 775-0330  
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apcsales@allomatic.com  
www.allomatic.com

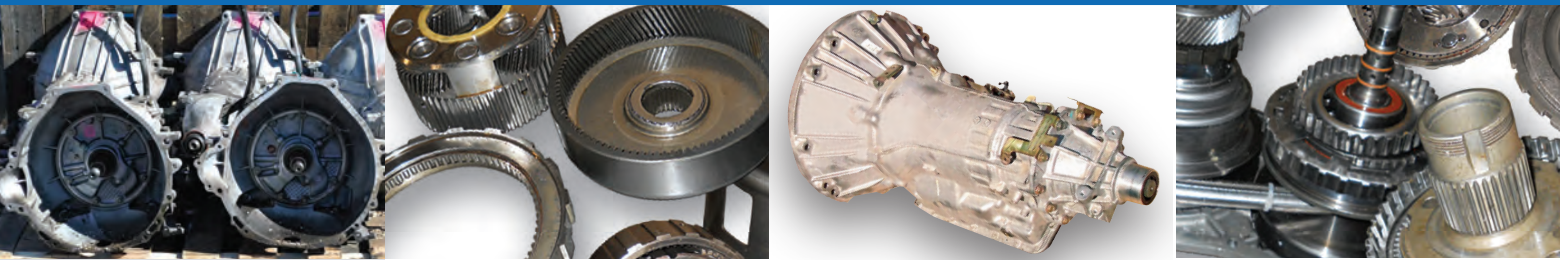
Allstar Automotive, LLC  
6200 N. Washington, # 10  
Denver, CO 80216  
Toll Free: (866) 668-0463  
Phone: (303) 477-2838  
parts@allstarautomotivedenver.com  
www.allstarautomotivedenver.com

### **Alto Products Corp. - Corporate HQ\***

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Phone: (251) 368-7777  
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sales@altousa.com  
www.altousa.com



# Your Complete Source for Transmission Cores and Parts



## Our People



**Bill Stolberg**  
President & COO  
(800) 826-7403, Ext. 302  
wds@aamidwest.com



**Steve Feinstein**  
Transmission Operations  
Manager  
(800) 826-7403, Ext. 309  
spf@transmissionquest.com



**Brad Heilman**  
Hard Parts Specialist  
(800) 826-7403, Ext. 304  
bdh@transmissionquest.com

## A&A Midwest: Your Comprehensive Resource

A&A Midwest is a comprehensive source for cores, recycling and auto wrecking services, along with transmission hard parts and engine parts under our TransmissionQuest and EngineQuest divisions. A&A Midwest has been family owned and operated since 1949 and continues to be known for its outstanding customer service and high degree of integrity.

## TransmissionQuest: "Our Mission is Your Transmission"

A&A Midwest launched TransmissionQuest (TQ) in 2011 with a full-line of thoroughly inspected transmission hard parts. Coverage includes domestic, import, CVT/hybrid, 6-speed, ZF, Mercedes, Aisin Warner, Honda, Acura and many other hard-to-find, late-model applications. TQ offers a complete teardown and inspection of internal hard parts to ensure that every component is rebuildable. This is backed by TQ's sister company, A&A Midwest Cores, with over 25,000 automatic and standard transmission and transfer case cores in stock.

## A&A Midwest Cores

A&A Midwest Cores is a leading core supplier to transmission and engine remanufacturers, providing expertise to customers on whether new, remanufactured or reclaimed will work best for the transmission or engine project they are working on.

## Salvage, Scrap Metal and More!

In addition to its TQ division and cores business, A&A Midwest (formerly AAEC), operates A&A Midwest Auto Wrecking, a major automotive salvage business in Blue Island, Ill. that dismantles vehicles and exports complete engine, drive train systems and body components to developing countries. A&A Midwest's engine parts division, EngineQuest (EQ), stocks hard-to-find new, remanufactured and reclaimed engine parts, specializing in stock and performance cylinder heads. From our Las Vegas headquarters, A&A Midwest Recycling pays top dollar for scrap metal.

## The Proper Handling of Cores

A&A Midwest has learned through experience that the proper handling of automotive cores, particularly transmissions and engines, must be done carefully to ensure their future usefulness. The goal of A&A Midwest is to provide customers with the cleanest, usable parts. A&A Midwest takes special care in accepting, handling, processing, storing and shipping engine and transmission cores and their components.

### CHICAGO FACILITY

4050 S. Wentworth Ave.  
Chicago, IL 60609  
(800) 826-7403  
(773) 624-6111  
Fax (773) 624-6660  
www.aamidwestcores.com  
www.transmissionquest.com

### LAS VEGAS FACILITY

2580 N. Commerce St.  
North Las Vegas, NV 89030  
(800) 426-8771  
(702) 649-7776  
Fax (702) 649-6777  
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# ADAPT-A-CASE

## The Right Tool for the Job.

Time is money. ADAPT-A-CASE offers many unique tools and fixes to the automatic transmission repair industry. The right tool for the job saves precious time allowing you to make more money in the process!

### Who is Adapt-A-Case?

ADAPT-A-CASE was formed to take the knowledge that we have gained in over a half century of transmission rebuilding and repair in our own shop, and use it to develop cost-effective solutions for our shop and others to utilize in servicing transmissions. The list of solutions keeps growing and includes transmission and transfer case-specific tools and fixes. All are available through American and Canadian distributors.

### The Adapt-A-Case process

ADAPT-A-CASE products are inspired by requests from transmission rebuilders from all over! Our products are painstakingly developed and tested in our research facility, and installed in or used to repair customers' vehicles in local transmission shops. Feedback is a vital step in bringing our products to market; to ensure that each repair solution or tool provides an optimum, cost-effective, reliable product for you to use on your customers' vehicles. Please visit our web site for many more products, pictures and details.

### Contact Info

Michael Black                                      mike@adapt-a-case.com  
President and Chief Solutions Engineer

Duane Reister                                        duane@adapt-a-case.com  
Vice President, Solutions Engineer and Sales



## Adapt-A-Case, Inc

Grand Rapids, Michigan

P.616-331-0000 F.616-452-5624

www.Adapt-A-Case.com



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**NO FEET REQUIRED FOR USE!**

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HEAT TREATED STEEL  
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**TC48REAC**

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# BAAN

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## Company Profile

BAAN Powertrain is Canada's fastest growing aftermarket powertrain distributor. With over 3500 transmissions and over 1000 transfer cases in stock, BAAN provides cost effective options to the repair industry. BAAN Powertrain distributes throughout Canada and exports worldwide.



## Products

BAAN specializes in late model applications and often has new transmissions available with very attractive prices for our customers.

- New surplus transmissions and transfer cases
- Low mile take-off transmissions and transfer cases
- Remanufactured transmissions, differentials and transfer cases
- New, remanufactured and low mile takeoff engines

## What's New

BAAN now stocks :

- New BMW and Mercedes transfer cases
- AS68RC for Dodge 6.7L Cab and chassis applications
- G56 Manual transmissions for late Dodge 6.7L now in stock
- New Late Model GM transfer cases - 1626XHD, 1226XHD, 3024HD, 3023LD, 1222LD, 1225HD, 1625HD
- Front differentials

BAAN has a large selection of late model transmissions in stock. These include various six, seven and eight speed automatic transmissions such as 6L80E, 6L90E, 6R60, 6R80, 6F35, 6F50, 6T35, 6T70, 62TE, RE7R05, 8HP and many more.



## Constant Sourcing

BAAN is continually sourcing worldwide new and OEM remanufactured excess stocks of transmissions and transfer cases. BAAN works with the OEM's to maximize their return on obsolete and damaged material without disrupting the OEM's traditional supply channels.



### BAAN Powertrain Corp

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8620 - 53 Avenue  
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Canada  
T6E 5G2

**Ontario Warehouse**  
817 Brock Rd,  
Pickering, Ontario  
Canada  
L1W 3L9

**P: 877 633-2780**  
**P: 780 633-2780**  
**F: 780 669-5750**  
sales@baanpowertrain.com  
www.baanpowertrain.com





## American Automotive Parts, Inc.

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Contact: AJ Hill  
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Fax: (847) 647-7581  
aj@aapinc.com  
www.aapinc.com

Amsoil Synthetic Lubricants  
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info@dehoil.com  
www.dehoil.com



## Anaheim Gear\*

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Fax: (714) 778-1733  
pat@anaheimgear.com  
www.anaheimgear.com

APRA - Automotive Parts  
Remanufacturers Association  
4215 Lafayette Center Dr., Ste. 3  
Chantilly, VA 20151  
Phone: (703) 968-2772  
Fax: (703) 968-2878  
www.apra.org

Arizona Transmission Machine, Inc.-  
EZ-Driver  
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www.bearinginstaller.com



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www.atkits.com

## ATP (New Zealand) LTD\*

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Fax: 011+(09) 636 9710  
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www.atpnz.co.nz

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www.atp-inc.com

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Remanufacturing, Inc.  
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Mundelein, IL 60660  
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Phone: (847) 566-4488  
Fax: (847) 566-5207  
sales@atreman.com  
www.atreman.com



## ATRA - Automatic Transmission Rebuilders Association\*

2400 Latigo Ave.  
Oxnard, CA 93030  
Contact: Dennis Madden  
Phone: (805) 604-2000  
Fax: (805) 604-2005  
http://members.atra.com



ATRA (Automatic Transmission Rebuilders Association) is dedicated to maintaining the highest standards in the automatic transmission repair industry for work quality, customers service and business success.

## ATSG\*

18635 S.W. 107th Ave.  
Miami, FL 33157  
Contact: Susan Dietrick  
Toll Free: (800) 245-7722  
Phone: (305) 670-4161  
Fax: (305) 670-4162  
susan@atsg.biz  
www.atsg.biz

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Guangzhou, CHINA  
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### Our Company

BorgWarner, Inc. Transmission Systems is an original equipment supplier of highly engineered components and systems, primarily for automotive drivetrain applications. BorgWarner designs and manufactures OEM clutch plates, transmission bands, one-way clutches, and other products at its Bellwood, IL and Frankfort, IL plants, and in plants located in other major markets throughout North America, Europe and Asia.

BorgWarner's Aftermarket Operations Center in Addison, Illinois makes these components available to the transmission rebuilder industry through an authorized distributor network throughout the country.

### Our Products

Clutch Plates (Automotive/Industrial), Transmission Bands (Maji-Band™, Uni-Band™, Flex-Band™), One-Way Clutches (Sprag and Roller), and Electronic Transmission Solenoids.



### Our People

*BorgWarner, Inc. Transmission Systems - Aftermarket Center  
 Addison, Illinois*

- Tom Hardies, Senior Sales Mgr - Business Development..... Extension 25
- Liz Villela, Administration Manager..... Extension 11
- Gabriela Camargo, Customer Service..... Extension 15

### Featured Products



*BorgWarner carries a wide range of quality engineered electronic transmission solenoids for improving fuel economy and reducing emissions.*

### Automotive Racing Sponsorship

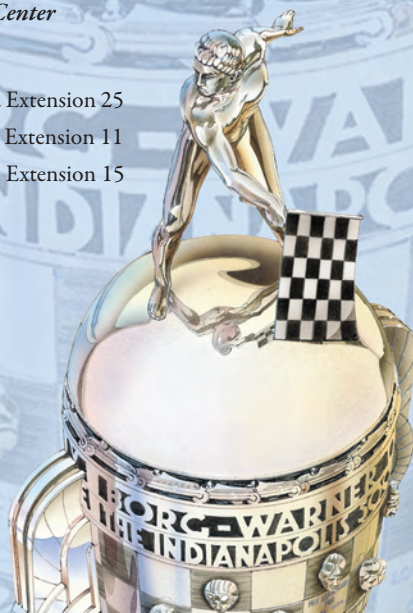
Since 1936, BorgWarner, Inc. has sponsored the Indianapolis 500, automotive racing's largest spectator sport. Each year, the winner's visage is immortalized on the sterling silver BorgWarner Indianapolis 500 trophy.

BorgWarner's proud sponsorship of the Indianapolis 500 symbolizes our continuing commitment to top performance and leading-edge automotive technology.

### Distribution

BorgWarner's Aftermarket Center warehouses and distributes exclusively to the transmission rebuilder industry hundreds of parts for more than eighty transmissions world-wide through an authorized distributor network that can provide same day and next-day parts delivery.

Our goal is to provide the rebuilder zero-defect products with 100% availability and 100% on-time delivery at competitive prices.



*BorgWarner's Aftermarket Operations Center in Addison, Illinois.*

*The BorgWarner Indianapolis 500 Trophy is a registered trademark of BorgWarner Inc.*

## Australian Transmission Components

152 Hammond Ave.  
Wagga Wagga, NSW 2650  
AUSTRALIA  
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Phone: (951) 782-0901  
sales@automatickings.com  
www.automatickings.com

## Auto Matic Kings, Inc.\*

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## AutoComp Technologies, Inc.

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## Automatic Transmission Exchange\*

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Contact: Toni Slaton  
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tslaton@amionline.org  
www.amionline.org



## Automotive Research and Design\*

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www.go2hev.com

## Automotive Video, Inc.\*

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Contact: Katie Hallnan  
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khalnan@auto-video.com  
www.auto-video.com

## Automotive Wholesalers, Inc.\*

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Bloomington, MN 55431  
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Phone: (952) 884-2336  
jurkovsi@uslink.net  
http://personalpages.uslink.net/~jurkovsj/



## Autoshop Solutions, Inc.\*

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Apex, NC 27502  
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danny@autoshopsolutions.com  
www.autoshopsolutions.com

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Toll Free: 44-01-808551229

enquiries@autotrans.co.uk  
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## Autrans Transmission Parts & Service

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Lunteren, 6741 PT NETHERLANDS  
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Fax: 31 318 483644  
info@autrans.nl  
www.autrans.nl

# B



POWERTRAIN CORP

## BAAN Powertrain Corp.

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Phone: (780) 633-2780  
Fax: (780) 669-5750  
lws@baanpowertrain.com  
www.baanpowertrain.com

Bishop International Inc.  
224 N. Corinth St.  
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Toll Free: (800) 843-5068  
Phone: (214) 426-6449  
Fax: (214) 946-4654  
www.bishopengine.com

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3800 Automation Ave., Ste. 100  
Auburn Hills, MI 48326  
Phone: (248) 754-0177  
Fax: (248) 754-9182  
imorse@borgwarner.com  
www.morse-tec.com



## BorgWarner, Inc. Transmission Systems\*

1350 N. Greenbriar Dr., Unit B  
Addison, IL 60101  
Phone: (630) 261-9980  
Fax: (630) 261-9986  
www.borgwarner.com



**Consolidated Vehicle Converters**

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 Kettering, Ohio 45429  
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 Toll Free: 800-727-4461  
 Fax: 937-443-0418  
 www.cvcconverters.com

**Category**

Domestic and Foreign Torque Converters  
 Consolidated Vehicle Converters (CVC) offers a complete line of torque converters for domestic and foreign vehicles including industrial, heavy duty and racing applications. Allison relined dampers also available.

**Company Profile**

CVC, a family owned and operated entity, was formed through a clear understanding of our customers' needs and expectations. Our commitment to good, old-fashioned quality and service has been and continues to be our sole operating philosophy.

Our company provides customers with the highest quality torque converters on the market today. We have incorporated many unique engineering advancements into our rebuilding processes, therefore ensuring the longevity of our units. This allows us to eliminate several OE design deficiencies. Most recently, we purchased a second state-of-the-art sand blasting system that provides us with the ability to preserve the integrity and original design of most OE components. Additionally, we recently updated or replaced all of our Hines computerized balancers and we are awaiting delivery of an Ultra High-Speed/High Accuracy Laser Displacement Sensor which will be employed to check Impeller Hub dimensions and/or wear.

CVC is also firmly committed to employee training and manufacturing process improvements. These quality programs assure our customers of high level converter output, all the time, every time.



**Our Distributors**

We are pleased, proud and fortunate to be represented by a group of distributors who are clearly the most knowledgeable professionals in the industry.

Please visit our web site at [cvcconverters.com](http://cvcconverters.com) to locate your nearest distributor.

**Product Literature**

All CVC products are displayed in our October 2011 catalog. You may call to request your personal copy or view our current iMAG catalog along with our new products section and our factory tour video ... all available on our web site.

**Our Management**

Julie Maynard Turner .....Marcia Maynard Prugh  
 Timothy L. Prugh .....John B. Maynard, Sr.

**Company Belief**

As the premier provider of rebuilt torque converters, CVC adheres to the highest standards of quality, manufacturing processes and customer service.

**Mission Statement**

CVC will support our customers with excellent products and service and a dedication to continued investment in engineering and our employees.

**Vision Statement**

*Achieving Success By Placing The Customer First!*



# DACCO

## TRANSMISSION PARTS

## DACCO Transmission Parts

PO Box 2789 • 769 Dacco Drive  
Cookeville, TN 38502  
Phone: 1-800-443-2226  
Fax: 1-931-528-9777

[www.daccoinc.com](http://www.daccoinc.com)  
[facebook.com/DACCOTrans](https://facebook.com/DACCOTrans)

### Company Profile

For over 40 years, DACCO has served the transmission industry as America's leading remanufacturer of Torque Converters. Our goal is to provide superior products and services to every DACCO customer. The DACCO route sales force supports over 130 DACCO distributors nationwide, while the company's 42 DACCO Transmission Parts locations provide one-stop shopping for transmission repair professionals throughout the United States.

### The Products

In addition to the nationally recognized line of quality DACCO torque converters, the company offers these related products:

- Automatic Transmission Kits for All Models
- Customer R & R Capabilities
- Full Soft Parts Coverage
- Heavy Duty Torque Converters
- New, Used and Remanufactured Hard Parts
- Performance Plus Stall Converters
- Valve Bodies
- Standard Parts

### Service and Distribution

DACCO offers over 170 distribution points across the country.

Call 1-800-44DACCO for your nearest DACCO distributor or store location

### Featured Service

As the aftermarket leader in torque converters, DACCO offers rebuilding options for every type of converter. Automotive, performance, commercial, industrial, agricultural – DACCO builds them all. No other supplier offers the quality and value available from DACCO!

### The People

**Harry Schmink**.....General Manager  
**Don Looper**.....VP of Sales and Marketing  
**Jimmy Key**.....Regional Manager  
**Mike Bray**.....Regional Manager  
**Richard Orlando**.....Regional Manager  
**Rick Morris**.....Regional Manager  
**Steve Cook**.....Regional Manager  
**Tim Whitsett**.....New Business Dev. Manager  
**David Carter**.....Semi Route Manager  
**Fred Hulett**.....Sprinter Route Manager  
**Tommy Fisher**.....Sprinter Route Manager  
**Ed Cross**.....Call Center Manager

### Technical Service:

1-800-443-2226

### Call Center:

1-866-645-1452

**Customer Driven...**  
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**Quality Focused...**







## EVT Parts

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Web site: [www.evtparts.com](http://www.evtparts.com)  
E-mail: [evtparts8825@netscape.net](mailto:evtparts8825@netscape.net)



Vince Hall, proprietor

## Our Products

### Overhaul Kits

Packaged, ready and waiting for you. Whether the transmission on your bench has been around for decades or is a late-model, EVT has the overhaul kit you need. We offer same-day delivery (limited area) or shipment directly to your shop.

### Automatic Hard Parts

EVT-inspected good used and aftermarket new hard parts for most automatic applications. Take advantage of EVT's extensive on-the-shelf inventory, which includes good used valve bodies. Same-day delivery (limited area) or shipment directly to your shop.



### Torque Converters

EVT remanufactures its own torque converters. Our building houses all the machinery necessary to open converter cores, replace or restore internal components and then reassemble and test these units. We make sure we have what you need by computer-coordinating manufacturing for inventory with converter sales.

## Up to Date

Packaging kits calls for a high degree of accuracy and an awareness of even the most subtle of changes made by OEMs. EVT uses a computer system that builds a bill of materials for each kit it packages and then tracks inventory levels to the point that the packaging operation is scheduled to react to sales volumes.



## Support

We are specialized as a supplier of automatic-transmission components including hard parts, kits and converters. We have parts on the shelves for everything from the latest-model transmissions all the way back to early automatics from the 1950s. We stock both domestic and foreign parts in that manner.



## Personnel

Vince Hall . . . . . Founder and Operator  
Eloise Hall . . . . . Administration  
Walter Quintanilla . . . . . General Manager  
Rosaura Gomez . . . . . Office Manager

# COMPANY LISTINGS

Bosch Diagnostics  
2030 Alameda Padre Serra  
Santa Barbara, CA 93103  
Toll Free: (800) 321-4889  
Fax: (805) 966-9540  
softwaresupport@us.bosch.com  
www.boschdiagnostics.com



## **Boss Products USA**

6470 Grand Haven Rd  
Norton Shoes, MI 49441  
Phone: (231) 798-3664  
Fax: (231) 798-3664  
www.bossproductsusa.com

## **Bowler Performance Transmissions\***

Rt 4 Box 148  
Lawrence, IL 62439  
Phone: (618) 943-4856  
Fax: (618) 943-3690  
infor@bowlertransmissions.com  
www.bowlertransmissions.com

## **Buffalo Engine Components, Inc.\***

1824 Fillmore Ave  
Buffalo, NY 14214  
Phone: (716) 893-2661  
Fax: (716) 893-0790  
info@buffaloengine.com  
www.buffaloengine.com



Canada-Wide Parts Distributors Ltd.  
15745-118 Ave.  
Edmonton, AB T5V 1B7 CANADA  
Toll Free: (800) 665-7671  
Fax: (780) 453-3460  
www.gearcentre.com

Capital Core Inc.  
3790 East 5th Ave.  
Columbus, OH 43219  
Phone: (614) 464-1884  
Fax: (614) 464-1885  
capitalcore@gmail.com  
www.cctransmissionparts.com

Capital Core Inc.  
1025 N. Keowee St.  
Dayton, OH 45404  
Phone: (937) 424-0123  
Fax: (937) 228-0587

capitalcore@gmail.com  
www.cctransmissionparts.com

CARFAX  
5860 Trinity Pkwy., Ste. 600  
Centreville, VA 20120  
Toll Free: (888) 655-5362  
Fax: (866) 378-8416  
www.carfaxservicenetwork.com

## **Casanova Trans Inc.\***

319 Victoria St.  
Laredo, TX 78040  
Phone: (956) 727-1044



## **Central Valve Bodies**

15551 S. Hwy. 66  
Claremore, OK 74017  
Contact: Donny Lester  
Toll Free: (877) 341-0266  
Phone: (918) 341-0266  
Fax: (866) 826-1847  
donny@centralvalvebodies.com  
www.centralvalvebodies.com

## **Certified Transmission\***

1801 S. 54th St.  
Omaha, NE 68106  
Toll Free: (800) 544-7520  
Phone: (402) 558-2117  
www.certifiedtransmission.com

CHA Industries, Inc.  
1720 Wallace Ave., Unit B  
St. Charles, IL 60174  
Toll Free: (877) 432-7738  
Phone: (630) 443-4327  
Fax: (866) 806-7738  
sales@chagear.com  
www.chagear.com

Chrysler - Mopar  
1000 Chrysler Dr.  
Auburn Hills, MI 48326  
www.mopar.com

Cika Automotive Parts Co.  
4Fl., 1021, Wolam-Dong Dalseo-gu  
Daegu, KOREA  
Phone: 82 53 593 8756  
Fax: 82 53 593 8753  
cikaauto@gmail.com  
www.cikaautomotiveparts.com

Cincinnati Gearing Systems  
5757 Mariemont Ave.  
Cincinnati, OH 45227  
Contact: Kenneth Kiehl  
Phone: (513) 527-8635  
kkiehl@cst-c.com  
www.cincinnati-gearingsystems.com

## **Citibank\***

2153 Young Ave.  
Thousand Oaks, CA 91360  
Franco Fortunato  
Phone: (818) 922-4946  
Fax: (805) 496-9784  
franco.fortunato@firstdata.com

## **Cleveland Transmission Supply\***

5308 Blanche Ave.  
Cleveland, OH 44127  
Toll Free: (800) 678-0646  
Phone: (216) 441-0646  
www.clevelandtransmissionsupply.com

Clutch & U-Joint / Proven Force  
11071 93rd Ave. N.  
Maple Grove, MN 55369  
Contact: Lance Northrup  
Toll Free: (800) 444-0755  
Phone: (763) 425-7474  
Fax: (763) 424-4722  
improvenforcemn@aol.com  
www.provenforce.com

## **Consolidated Transmission Parts, Inc.\***

20467 Hwy. 49  
Saucier, MS 39574  
Contact: Geraldine Chadwick  
Toll Free: (800) 773-8726  
Phone: (228) 539-1559  
Fax: (228) 539-1560  
www.consolidatedtrans.com

## **Consolidated Transmission Parts, Inc.\***

2850 W. Airport Blvd.  
Sanford, FL 32771  
Contact: Geraldine Chadwick  
Toll Free: (800) 578-8726  
Phone: (407) 321-2055  
Fax: (407) 321-2433  
geraldine@consolidatedtrans.com  
www.consolidatedtrans.com

Continental Torque Converters, Inc.  
730 Centinela Ave.  
Inglewood, CA 90302  
Phone: (310) 674-1072  
Fax: (310) 674-4015  
support@ctconverters.com  
www.ctconverters.com

# IT TAKES A LOT TO IMPRESS THE OEMS

# EXEDY

EXEDY Globalparts Corporation



At EXEDY, we're passionate about what we do.

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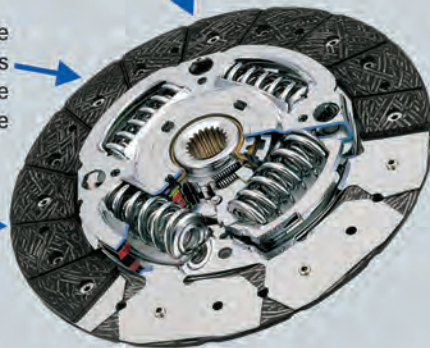
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New NVR (Noise & Vibration Reduction) technology reduces gear noise giving a quiet & smooth ride

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**For that OE Smooth Consistent Shift Quality, AT or MT!**

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# COMPANY LISTINGS

## **Converter Man Limited \***

246 Brockport Dr. #21  
Toronto, ON M9W 6W2 CANADA  
Toll Free: (800) 265-8923  
Phone: (416) 674-7000  
Fax: (416) 674-7020  
info@converterman.com  
www.converterman.com

## **CVT Pushbelt BV\***

De Nedervonder 15a  
5061 JP Oisterwijk THE NETHERLANDS  
Contact: Coen Vanbeek  
Phone: 31 13-521 74 48  
contact@cvtpushbelt.com  
www.cvtpushbelt.com

## **Consolidated Vehicle Converters - CVC\***

4991 Hempstead Station Dr.  
Kettering, OH 45429  
Toll Free: (800) 727-4461  
Phone: (937) 443-0408  
Fax: (937) 443-0418  
info@cvccconverters.com  
www.cvcconverters.com



## **DACCO Transmission Parts\***

741 Dacco Dr.  
Cookeville, TN 38506  
Contact: George Marshall  
Toll Free: (800) 443-2226  
Phone: (931) 528-7581  
Fax: (931) 528-9777  
GMarshall@daccinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

1500 3rd St. N.E., Ste. C  
Albuquerque, NM 87102  
Contact: James Stump  
Phone: (505) 244-0563  
Fax: (505) 244-0524  
Albuquerque.mgr.daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

1880 Commerce Rd.  
Athens, GA 30607

Contact: Thomas Walker  
Toll Free: (800) 481-3633  
Phone: (706) 613-5265  
Fax: (706) 613-1117  
Athens.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

3925 2nd Ave. S.  
Birmingham, AL 35222  
Contact: Shane Wright  
Toll Free: (800) 497-9401  
Phone: (205) 595-2007  
Fax: (205) 595-0999  
Birmingham.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

3510 Rossville Blvd.  
Chattanooga, TN 37407  
Contact: Lisa West  
Toll Free: (877) 265-7801  
Phone: (423) 867-0018  
Fax: (423) 867-0600  
Chattanooga.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

3316 Refugee Rd.  
Columbus, OH 43232  
Contact: Michael Snodgrass  
Toll Free: (800) 843-1430  
Phone: (614) 237-2322  
Fax: (614) 237-2323  
Columbus.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

4839 E. 23rd St.  
Indianapolis, IN 46218  
Contact: Clint Schmink  
Toll Free: (800) 466-5334  
Phone: (317) 545-5334  
Fax: (317) 568-1549  
indianapolis.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

7300 N. Crescent Blvd., Unit 18  
Pennsauken, NJ 08110  
Contact: Michael Ward  
Toll Free: (866) 996-5435  
Phone: (856) 488-5434  
Fax: (856) 488-5437  
Pennsauken.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

3810 Lake St.  
Macon, GA 31204  
Contact: Steven Cook  
Toll Free: (877) 405-9397  
Phone: (478) 746-4433  
Fax: (478) 746-8991  
Macon.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

2636 Farrington St.  
Dallas, TX 75207  
Contact: Dan Kelly  
Toll Free: (888) 800-0457  
Phone: (214) 951-9294  
Fax: (214) 951-9297  
Dallas.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

6311 N. Washington St., Unit N  
Denver, CO 80216  
Contact: Gina Martinez  
Phone: (303) 227-9198  
Fax: (303) 227-9168  
Denver.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

128A Grace Dr.  
Easley, SC 29640  
Contact: Dawn Stimmell  
Toll Free: (800) 775-5470  
Phone: (864) 220-9146  
Fax: (864) 220-0012  
Easley.mgr@daccoinc.com  
www.daccoinc.com

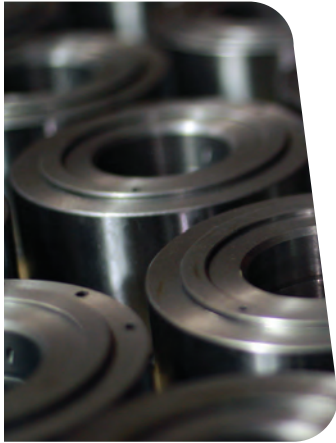
## **DACCO Transmission Parts\***

2952 W. 95th St.  
Evergreen Park, IL 60805  
Contact: Joe True  
Toll Free: (800) 818-3753  
Phone: (708) 499-4430  
Fax: (708) 499-4438  
EvergreenPark.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

3514 S. Saginaw St.  
Flint, MI 48503  
Contact: Mike Bray  
Toll Free: (800) 637-4515  
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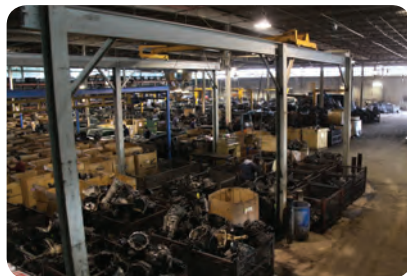
LARGEST INVENTORY OF USED AUTOMATIC TRANSMISSION HARD PARTS IN THE USA!

## Products & Services

G-Cor has 120,000 square feet of warehouse racked with inventoried hard parts. We have in excess of 10,000 inventoried transmissions and more than 40,000 finished hard parts ready to be shipped. Our expanded machine shop now includes more than 15,000 square feet. We offer a tested-solenoid program and provide a private-label program for wholesale customers. G-Cor has a new processing center for rebuilder hard-parts needs.

## Company Profile

G-Cor Automotive is a full-line core supplier that specializes in the processing and selling of automatic transmission hard parts. Our 90,000-square-foot organized processing center gives us the ability to dismantle upward of 600 transmissions per day. We can dismantle one or 600 like-kind transmissions systematically, and our sophisticated teardown process is amended daily. Three direct-flame furnaces pour 40,000 pounds of 380 aluminum per day.



**G-COR**  
AUTOMOTIVE CORP.

**G-CorAutomotive.com**  
1.877.888.5160 toll-free  
614.444.5160  
614.444.5165 fax  
2148 Refugee Road  
Columbus, OH 43201

## People

**Stanley & Kenny Greenblott** Owners

**Ryan Crosby** Rebuilder Rep  
ryanc@g-cor.com

**Jonathan Benner** Wholesale Rep  
jbenner@g-cor.com

**Joey Sayre** Honda Specialist  
j.sayre@g-cor.com

**Margarita Ordonez** Export Rep  
margarita@g-cor.com

**Joe Messina** General Manager  
joe@g-cor.com

**Rob Puckett** Shop Manager  
r.puckett@g-cor.com

# COMPANY LISTINGS

## **DACCO Transmission Parts\***

175 Penrod Court, Ste. M  
Glen Burnie, MD 21061  
Contact: Angie Stilts  
Toll Free: (800) 569-2630  
Phone: (410) 761-2702  
Fax: (410) 761-2704  
GlenBurnie.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

2504 Weaver St.  
Haltom City, TX 76117  
Contact: Dan Kelly  
Toll Free: (800) 880-1145  
Phone: (817) 838-6793  
Fax: (817) 838-6795  
HaltomCity.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

145 W. Juanita, Ste. 4  
Mesa, AZ 85210  
Contact: Krystle Sassmannshausen  
Toll Free: (866) 263-2226  
Phone: (480) 649-1560  
Fax: (480) 649-1642  
Mesa.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

3935 Government Blvd., Ste A  
Mobile, AL 36693  
Contact: Michael Cole  
Toll Free: (800) 633-4390  
Phone: (251) 660-0661  
Fax: (251) 660-0556  
Mobile.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

630 Oliver Rd., Ste. C&D  
Montgomery, AL 36117  
Contact: Johnny Gaston  
Phone: (334) 271-2290  
Fax: (334) 271-2037  
Montgomery.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

2689 Longate Dr.  
Memphis, TN 38132  
Contact: Rick Morris  
Toll Free: (800) 528-9317  
Phone: (901) 345-1266  
Fax: (901) 345-1268  
Memphis.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

8601 Indiana St.  
Merrillville, IN 46410

Contact: Mark Busse  
Toll Free: (877) 519-3797  
Phone: (219) 793-9072  
Fax: (219) 793-9079  
Merrillville.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

1726 E. Francis St.  
Ontario, CA 91761  
Contact: Roy Holsheimer  
Toll Free: (877) 215-3471  
Phone: (909) 230-7310  
Fax: (909) 230-7316  
Ontario.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

613 Triumph Court, Bay 6  
Orlando, FL 32805  
Contact: Teresa Skinner  
Toll Free: (877) 653-2422  
Phone: (407) 295-9265  
Fax: (407) 296-2542  
Orlando.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

9900-D N. Palafox St.  
Pensacola, FL 32534  
Contact: Richard Orlando  
Toll Free: (800) 383-9014  
Phone: (850) 969-9800  
Fax: (850) 969-0340  
Pensacola.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

2301 N. 35th Ave.  
Phoenix, AZ 85009  
Contact: Pete Ramirez  
Toll Free: (800) 453-2226  
Phone: (602) 269-6411  
Fax: (602) 278-7591  
Phoenix.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

5015-102 Rivers Ave.  
North Charleston, SC 29406  
Contact: Bobby Charles  
Phone: (843) 747-0020  
Fax: (843) 747-0095  
NorthCharleston.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

485 Buford Dr., Unit 218  
Lawrenceville, GA 30045  
Contact: Craig Leis  
Phone: (678) 518-4518  
Fax: (678) 518-4519

Lawrenceville.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

5125 Rio Vista Ave.  
Tampa, FL 33634  
Contact: Rick Sawicky  
Toll Free: (800) 952-4324  
Phone: (813) 879-4131  
Fax: (813) 872-9225  
Tampa.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

1399 Air Rail Ave.  
Virginia Beach, VA 23455  
Contact: Sandy Johnson  
Toll Free: (877) 239-5563  
Phone: (757) 363-8766  
Fax: (757) 363-8754  
VirginiaBeach.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

7830 Byron Dr., Bay #4  
Riviera Beach, FL 33404  
Contact: Gus Felix  
Toll Free: (877) 686-2130  
Phone: (561) 845-2752  
Fax: (561) 845-2754  
RivieraBeach.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

2102 S. 55th St., Unit 3  
West Allis, WI 53219  
Contact: Dan (DJ) Vaughn  
Toll Free: (866) 282-0682  
Phone: (414) 383-7299  
Fax: (414) 383-7841  
WestAllis.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

5016 Byrd Industrial Dr.  
Richmond, VA 23231  
Contact: Donald Day  
Toll Free: (877) 724-4196  
Phone: (804) 222-3561  
Fax: (804) 222-3564  
Richmond.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

5518 MacCorkle Ave. S.W.  
South Charleston, WV 25309  
Contact: Scott Wigal  
Toll Free: (800) 332-8905  
Phone: (304) 766-2255  
Fax: (304) 766-2257  
SouthCharleston.mgr@daccoinc.com  
www.daccoinc.com

# Gearbox®



**ALLOMATIC**

## Profile

Loved by Driver's Ed instructors worldwide, Gearbox Group produces the parts that are making manual transmissions obsolete. Whether car or SUV, tractor or dump truck, bus or cement mixer, if it has an automated or synchronized transmission, you can bet Gearbox Group was responsible for the missing pedal. Under the Raybestos, Steel Parts and Allomatic brands, Gearbox designs, manufactures and distributes a diversified portfolio of transmission, wet brake and steering components, with a focus on friction and reaction clutch plates that facilitate automated gear changes. Gearbox Group is a market leader known for innovation, quality and reliability that supplies the world's foremost aftermarket distributors, automotive OEMs, Tier I Auto and industrial suppliers and heavy-duty transmission manufacturers. The Gearbox team is building a leading platform in the automated transmission and wet braking niche.

## History

On March 5, 2012, Monomoy Capital Partners, L.P., a New York private equity fund focused on value investment and business improvement, acquired the stock of Raybestos Powertrain, LLC and combined them with Steel Parts Manufacturing, Inc. to form a global growing transmission component platform. The combined business goes to market under the Raybestos, Allomatic and Steel Parts brand names, but Gearbox is the corporate name under which these brands reside.

## Product Lines

The combination of Raybestos Powertrain, Allomatic and Steel Parts, has created a leading supplier to automotive and heavy-duty vehicle customers in both the aftermarket and OEM channels. Complementing Raybestos' friction clutch plates, Steel Parts manufactures the mating non-friction clutch plates for OEM transmissions and provides high-volume stamping and value-added processing capabilities to the platform. Gearbox Group manufactures and/or supplies OE transmission friction clutch plates; flex, semi-rigid and rigid bands; steel reaction plates; torque converter friction material, plates and products; transmission sump, valve body and cooler in-line filters; and various service items for domestic and foreign transmissions.

Serious Towing and Hauling Demands  
 a **GPZ** Engineered Solution



**Guaranteed! 5 years/100,000 miles**

Part number GPZ115 overdrive brake replacement for all Chrysler A500 through the latest 48RE transmissions is the most durable and affordable aftermarket choice for extreme-duty applications. Part of the GPZ100 Series, the GPZ115 gets its engineering and proven performance by using the same friction materials developed for the Z Pak® clutch system, field tested to be superior in years of use. We're so sure that we've solved the typical high-failure transmission application of other materials that we back the GPZ115 with a 5-year/100,000-mile warranty.\*

Other GPZ100 Applications: 4L60E, 4L65, 4L80E/TH400, 68RFE

\*For more details go to [www.raybestospowertrain.com/warranty](http://www.raybestospowertrain.com/warranty)



711 Tech Drive, Crawfordsville, IN 47933 • Toll Free: 800-729-7763 • Fax: 765-364-4573  
Email: [raypt@raybestospowertrain.com](mailto:raypt@raybestospowertrain.com) • [www.raybestospowertrain.com](http://www.raybestospowertrain.com)

## Featured Product - The GPZ100 Friction Plate

The GPZ100, the industry's first and only warranted clutch plate, provides enhanced durability and performance at the same price you would expect to pay for OE. It gets its engineering and proven performance by using the same friction materials developed for the Z Pak® clutch system, material that withstands high stress, high temperatures and repeated cycling.

Raybestos Powertrain is so confident in the GPZ100's manufacturing process that any plate carrying the GPZ100 name is warranted for 5 years or 100,000 miles. (See [www.raybestospowertrain.com/warranty](http://www.raybestospowertrain.com/warranty) for more information.)

A drop-in replacement for passenger and truck applications, the GPZ100 is currently available for 4L60E, 4L65/70E, 4L80E, 44/46/47/48RE(RH) transmissions, 68RFE and Allison LT1000.

For more information on the complete line of Raybestos Powertrain products, visit us at [www.raybestospowertrain.com](http://www.raybestospowertrain.com).

## Contacts

Al Avila . . . . . VP Sales and Marketing . . . . . 765-359-2861  
Kathy Gelzleicher. . . Customer Service Manager . . . . . 800-729-2671  
Chris Horbach. . . Product Application Engineer . . . . . 765-359-2888  
Irvin Gers. . . . . Product Dvlpmnt. Support Engineer .. 800-729-7763  
JP Gonzalez . . . . International Sales Manager . . . . . 765-359-2889

Gearbox Group | 711 Tech Drive | Crawfordsville, IN 47933  
Ph: 765-359-2882 | Fax: 765-364-4573 | Tech Line: 800-729-7763  
Email: [raypt@raybestospowertrain.com](mailto:raypt@raybestospowertrain.com) | Web Site: [www.raybestospowertrain.com](http://www.raybestospowertrain.com)

# COMPANY LISTINGS

## **DACCO Transmission Parts\***

817 Vandalia St., Unit 2A  
St. Paul, MN 55114  
Contact: Steve Janz  
Toll Free: (877) 327-0280  
Phone: (651) 641-1824  
Fax: (651) 647-9311  
StPaul.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

4609 Emerson St.  
Hyattsville, MD 20781  
Contact: Bob Anderson  
Phone: (301) 209-0430  
Fax: (301) 209-0431  
Hyattsville.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

2426 Gibbs St.  
Corpus Christi, TX 78415  
Contact: Hector Lazo  
Toll Free: (361) 857-0672  
Phone: (361) 852-4810  
Fax: (361) 857-0677  
CorpusChristi.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

2210 Page Rd., Unit 106&107  
Durham, NC 27703  
Contact: Tonya Martinez  
Toll Free: (866) 234-7478  
Phone: (919) 596-0153  
Fax: (919) 596-8401  
Durham.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

144 French Rd.  
Buffalo, NY 14227  
Contact: Mike Vacanti  
Phone: (716) 668-5800  
Fax: (716) 668-5822  
Buffalo.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

1037 Wray St.  
Knoxville, TN 37917  
Contact: David Idol  
Toll Free: (866) 754-1245  
Phone: (865) 524-1872  
Fax: (865) 546-1744  
Knoxville.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

614 South Court St.  
Florence, AL 35630  
Contact: Ed Cross

Toll Free: (866) 645-1452  
Phone: (256) 712-4373  
Fax: (756) 764-8160  
Ecross@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

2677 Metro Blvd.  
St. Louis, MO 63043  
Contact: Kevin Strange  
Toll Free: (855) 332-7673  
Phone: (314) 298-3872  
Fax: (314) 298-3838  
StLouis.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

210 N. First St.  
Nashville, TN 37213  
Contact: Wendy Formby  
Toll Free: (800) 528-8062  
Phone: (615) 256-3346  
Fax: (615) 251-3558  
Nashville.mgr@daccoinc.com  
www.daccoinc.com

## **DACCO Transmission Parts\***

290 University Dr.  
Pontiac, MI 48342  
Contact: Doug Kuligowski  
Toll Free: (800) 589-8868  
Phone: (248) 858-8868  
Fax: (248) 332-0935  
dkuligowski@daccoinc.com  
www.daccoinc.com

Dahmer Powertrain, Inc.  
2301 N.E. Independence Ave.  
Lee's Summit, MO 64064  
Toll Free: (877) 632-4637  
Fax: (816) 347-9968  
www.dahmerpower.com

Dalenzie Torque Converters  
229 South Coast Hwy.  
Oceanside, CA 92054  
Phone: (760) 734-1200  
Fax: (760) 722-7538  
www.dalenzie.com

Dana Canada Corp.  
656 Kerr St.  
Oakville, ON L6K 3E4 CANADA  
Phone: (905) 849-1200  
Fax: (905) 849-8942  
www.dana.com

## **Dartco Transmission\***

4390 Long Rd.  
Columbus, IN 47203  
Toll Free: (800) 371-7957  
Phone: (812) 378-9599

Fax: (812) 378-9939  
info@dartcotransmission.com  
www.dartcotransmission.com

## **DCM Tech Corp.\***

4455 Theurer Blvd.  
Winona, MN 55987  
Contact: Randy Taylor  
Toll Free: (800) 533-5339  
Phone: (507) 452-4043  
Fax: (507) 452-7970  
www.dcm-tech.com

## **Dean Transmission Parts\***

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Agawam, MA 01001  
Toll Free: (800) 666-8726  
Phone: (413) 789-4340  
Fax: (413) 789-4662  
deantrans123@cs.com  
www.deantransmission.com

Defeo Manufacturing  
115 Commerce Dr.  
Bookfield, CT 06804  
Contact: Anthony Falco  
Toll Free: (800) 682-1290  
Phone: (203) 775-0254  
Fax: (203) 775-0816  
www.defeomfg.com

Demandforce  
22 4th St., 12th Floor  
San Francisco, CA 94103  
Toll Free: (800) 246-9853  
Phone: (415) 904-8080  
Fax: (415) 532-2800  
info@demandforce.com  
www.demandforce.com

Derale Performance  
3901 Medford St.  
Los Angeles, CA 90063  
Toll Free: (800) 421-6288  
Phone: (323) 266-3850  
Fax: (323) 263-3948  
www.derale.com

Dexol Industries, Inc.  
844 E. Tallmadge Ave.  
Akron, OH 44310  
Toll Free: (888) 883-3965  
Phone: (330) 633-4477  
Fax: (330) 633-4434  
sales.dexol@gmail.com  
www.dexol.com

Distribution Service Technologies, Inc. (DST)  
2 South Pointe Dr., Ste. 180  
Lake Forest, CA 92630  
Toll Free: (800) 700-4DST  
info@dstinc.com  
www.dstinc.com

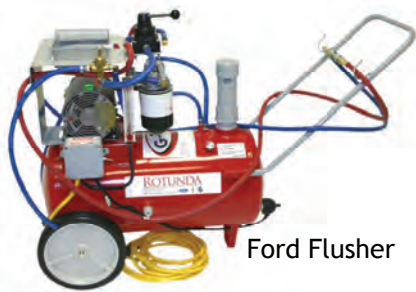




G-TEC Inc  
 611 W Kathryn St PO Box 1079 Nixa MO 65714  
 TEL 417.725.6400 FAX 417.725.3577 TF 800.725.6499  
 www.g-tec.com sales@g-tec.com

**Glassinger's Transmission Equipment Company**, dba G-TEC Inc., was started by Steve Glassinger in 1991. He worked out of his garage building heated cooler line flushers, and sold them from his pickup truck. Today there are G-TEC Heated Cooler Line Flushers in Honda, Ford, Acura, Toyota, Lexus, Mercury, Land Rover, Mazda, Volvo, and

Jaguar service centers all over the world. They are also being used by chains like Aamco, Cottman, Lee Myles. G-TEC Flushers can be purchased through SPX, Snap On, DES, Transtar, DACCO, WIT, TPS as well as distributors like Automaten-Meyere in Switzerland and Sussex Auto Parts in Great Britain.



Ford Flusher



Honda Flushers



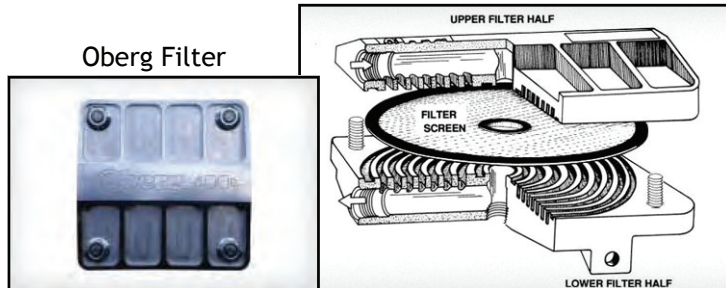
Computerized Transmission Dyno

G-TEC 's mission statement is to "strive to bring products to [their] customers with the highest quality in materials and the latest technology available coupled with honest pricing practices. [They are] committed to

avoiding planned obsolescence. G-TEC will always strive to bring out improvements, options, or upgrades to equipment [they] manufacture that will retrofit to existing or previous models already in the field."



Flusher Upgrade Kit



Oberg Filter

G-TEC is a family-owned company with Steve Glassinger as President; his wife, Terri Glassinger, as CEO; and daughters, Tiffani Dowler and Laci Weston, as Vice President and Logistics Manager respectively. The company is located in the buckle of the Bible belt in a little town called Nixa. G-TEC's goal

is to serve the transmission industry with new and innovative equipment like Blue Reach's EZee Shift, Stepper Motor Driver, and Sensor Monitor as well as the Magnet Handle (aka The Pan Handler) and the newest addition to the G-TEC Flusher, a filter from Oberg with checkable and cleanable filter screens.

Sensor Monitor



EZee Shift



Phase Drive



Magnet Handle

# COMPANY LISTINGS

DJ Products, Inc.  
1009 4th St. N.W.  
Little Falls, MN 56345  
Toll Free: (800) 686-2651  
Phone: (320) 632-2651  
Fax: (320) 632-3553  
info@djproducts.com  
www.djproducts.com

Drive On Technologies,  
LLC 1800 Augusta, Ste. 210  
Houston, TX 77057  
Phone: (713) 357-9575  
Fax: (855) 279-4174  
service@driveontech.com  
www.driveontech.com

DriveTrain Central, Inc.  
10131 240th Ave. N.  
Spirit Lake, IA 51360  
Toll Free: (888) 444-4734  
Phone: (507) 856-1673  
Fax: (507) 856-4198  
drivetrain@mchsi.com  
www.drivetraincentral.com

Drivetrain Technology Inc.  
608 Mauldin Dr.  
Woodstock, GA 30188  
Contact: Corey Turner  
Toll Free: (800) 419-5315  
cturner@drivetraintech.com  
www.drivtraintech.com

**Dura-Bond Bearing Company\***  
3200 Arrowhead Dr.  
Carson City, NV 89706  
Phone: (775) 883-8998  
Fax: (775) 883-9497  
www.dura-bondbearing.com

DuraBuilt Converters and  
Transmission Parts/DTP Parts  
1041 Terry Rd.  
Jackson, MS 39204  
Toll Free: (800) 748-9046  
Phone: (601) 352-9184  
Fax: (601) 353-8900  
durabuilt@durabuiltconverters.com  
www.durabuilttransmissionparts.com

DynaFlow Acceptance  
2611 Technology Dr., Ste. 210A  
Orlando, FL 32804  
Contact: Tim Smith  
Toll Free: (877) 396-2356  
Fax: (407) 745-3400  
info@dynaflowacceptance.com  
http://dynaflowacceptance.com

**Dynamic Manufacturing, Inc.\***  
1930 N. Mannheim Rd.  
Melrose Park, IL 60160  
Phone: (708) 343-8753  
Fax: (708) 343-8768  
hr@dmimail.com  
www.dynamicmanufacturinginc.com

Dynamic Racing Transmissions, LLC  
104-5 Enterprise Dr., Unit 1 North Bran-  
ford, CT 06417  
Phone: (203) 315-0138  
Fax: (203) 315-0352  
dynamicracemail@aol.com  
www.dynamicracingtrans.com



Eagle Precision Products  
13800 Progress Pkwy  
N. Royalton, OH 44133  
Contact: Bruce Reger  
Phone: (440) 582-9393  
bwr@eagleprecisionproducts.com  
www.eagleprecisionproducts.com

Ease Diagnostics  
61456 County Rd. #21  
New Ulm, MN 56073  
Contact: Bob Sorenson  
Phone: (507) 359-1197  
barefootbob@myclearwave.net  
www.riversidegarage.com

**Educational Seminars Institute (ESi)\***  
4615 E. Industrial St., Ste. 1E  
Simi Valley, CA 93063  
Contact: Maylan Newton  
Toll Free: (888) 338-7296  
Phone: (805) 526-3039  
Fax: (888) 526-3259  
maylan@esiseminars.com  
www.esiseminars.com

Elite Worldwide, Inc.  
P.O. Box 9630  
Rancho Santa Fe, CA 92067  
Toll Free: (800) 204-3548  
contact@eliteworldwidestore.com  
www.eliteworldwidestore.com

Endural LLC  
1685 Scenic Ave.  
Costa Mesa, CA 92626  
Contact: Sue Williams  
Toll Free: (800) 854-0553  
Phone: (714) 434-6533  
Fax: (714) 434-6528

sales@endural.com  
www.endural.com

Equipment Manufacturing  
Corporation - EMC  
14930 S. Marquardt Ave.  
Santa Fe Springs, CA 90670  
Contact: Larry Rhodes  
Toll Free: (888) 833-9000  
Phone: (562) 623-9394  
Fax: (562) 623-9342  
sales@equipmentmanufacturing.com  
www.equipmentmanufacturing.com

Eriksson Industries  
146 B Elm St.  
Old Saybrook, CT 06475  
Contact: Nat Wentworth  
Toll Free: (800) 388-4418  
Phone: (860) 388-4418  
Fax: (860) 395-0047  
eriksson.indust@snet.net  
www.erikssonindustries.com

ETE Reman  
8155 N. 76th St.  
Milwaukee, WI 53223  
Toll Free: (800) 934-9479  
Phone: (414) 586-0777  
Fax: (414) 586-0778  
www.etereman.com

**E&U Hetzel GmbH\***  
76698 Ubstadt-Weiher  
SchlstraBe 25, GERMANY  
Phone: 011 49 7251 61820  
Fax: 011 49 725618229  
info@fzth.de  
www.fzth.de



**European Exchange, Inc.**  
240 Lodi St.  
Hackensack, NJ 07601  
Contact: Richard Varjan  
Phone: (201) 489-7770  
european@europeanexchange.com  
www.europeanexchange.com

European Transmissions & Parts, Inc.  
2430 Oak St. E.  
Cumming, GA 30041  
Phone: (770) 888-1499  
Fax: (678) 807-1952  
eurotrans@mindspring.com  
www.europeantransmissions.com



# H & A Transmissions, Inc.

## Remanufactured Transmissions for Honda & Acura Automobiles

**Quality is the Cornerstone of Our Company!**

**Automatic or Manual  
Transmissions**

**8727 Rochester Ave.  
Rancho Cucamonga, CA 91730  
www.hnatrans.com**

### Company Profile

H & A Transmissions, Inc. is a leading provider of quality remanufactured transmissions. We deliver nationwide to Honda & Acura dealerships, extended warranty companies, independent transmission and automotive repair specialists.

At H & A Transmissions, Inc., we care about our customers. Our friendly, knowledgeable staff and tech support are here to assist you. We have hundreds of transmissions in stock and ready to ship from one of our 4 distribution locations.

Also, our subsidiary company, Gear Speed, offers a complete line of stock and hi-performance manual transmissions as well as a line of obsolete/vintage transmissions for those who still have their classic Honda or Acura on the road. And if you still prefer to build your own, Gearspeed offers an extensive line of manual, automatic and hi-performance parts to supply your transmission needs.



### The Products

#### Honda Transmissions:

Ridgeline  
Passport  
Odyssey  
Element  
Prelude  
Accord  
Civic  
Pilot  
CRV

#### Acura Transmissions:

Integra  
Legend  
Vigor  
MDX  
RSX  
NSX  
RL  
CL  
TL

### Nationwide Warranties

Our Tier pricing allows you the flexibility to choose the level of coverage that best suits your overall needs.

Each Tier level option has coverage available for:

- 1 Year Unlimited Mileage
- 2 Year Unlimited Mileage
- 3 Year Unlimited Mileage

- Units built using OEM/OEM Compatible parts
- Price includes torque converter, inline filter & external ATF cooler (where applicable)
- Shipping and core return included
- Rental car and towing provisions included with parts & labor warranties
- R & R reimbursement is based on factory Honda/Acura book times



[www.gearspeedinc.net](http://www.gearspeedinc.net)



[www.gearspeedpartsstore.com](http://www.gearspeedpartsstore.com)

# COMPANY LISTINGS



## **EVT Parts\***

1155 N. McKinley Ave.  
Los Angeles, CA 90059  
Contact: Vince Hall  
Toll Free: (866) 338-7278  
Phone: (323) 758-1302  
Fax: (323) 758-9999  
evtparts8825@aol.com  
www.evtparts.com



## **EXEDY Globalparts Corp.\***

8601 S. Haggerty Rd.  
Belleville, MI 48111  
Contact: Bernie Solomons  
Toll Free: (800) 346-0691  
Phone: (734) 397-3333  
Fax: (734) 397-7300  
amsales@exedyusa.com  
www.exedyusa.com

## **F**

Falcon Clutch Specialist  
135 Brook Ave.  
Deer Park, NY 11729  
Toll Free: (800) 446-4030  
Phone: (631) 667-7788  
Fax: (631) 667-7789  
info@falconauto.com  
www.falconauto.com



## **Fatsco Transmission Parts**

P.O. Box 635 /  
337 Change Bridge Rd.  
Pine Brook, NJ 07058  
Toll Free: (800) 524-0485  
Phone: (973) 227-2487  
Fax: (973) 227-5414  
fatsco@optimum.net  
www.fatsco.net

FB Performance Transmission, Inc.  
85 Cleveland Ave.  
Bay Shore, NY 11706  
Toll Free: (800) 769-1118  
Phone: (631) 242-0008  
Fax: (631) 243-3054  
fbp@fbperformance.com  
www.fbperformance.com

## **Filtran LLC\***

875 Seegers Rd.  
Des Plaines, IL 60016  
Phone: (847) 635-6670  
Fax: (847) 635-7724  
filtran.info@filtranllc.com  
www.filtranllc.com

Flo-Dynamics, Inc.  
2600 Jeanwood Dr.  
Elkhart, IN 46514  
Contact: Frank Casale  
Toll Free: (800) 303-5874  
Phone: (574) 262-3400  
Fax: (574) 262-0198  
fcasale@norcoind.com  
www.flodynamics.com

## **Florida Torque Converter\***

906 S.E. 9th St.  
Cape Coral, FL 33990  
Toll Free: (800) 790-0039  
Phone: (239) 458-9255  
Fax: (239) 458-7510  
www.floridatorque.com

Ford Genuine Parts  
16800 Executive Plaza Dr.  
Dearborn MI, 48126  
Toll Free: (800) 392-7946  
www.fordparts.com

Future Transmission Parts  
1227 Medical Center Pkwy.  
Murfreesboro, TN 37129  
Contact: Shawn Randall  
Toll Free: (800) 635-2877  
Phone: (615) 895-4405  
Fax: (615) 849-3438  
futuretrans1bellsouth.com  
www.futuretransmissionparts.com

## **G**

Gandrud Parts Center  
919 Auto Plaza Dr.  
Green Bay, WI 54302  
Toll Free: (800) 242-2844  
parts@gandrud.com  
www.gandrudpartscenter.com

Gates Corporation  
1551 Wewatta St.  
Denver, CO 80202  
Phone: (303) 744-1911  
www.gates.com

G-Auto Co., Ltd  
970-30 Wolchul-Gong, Buk-gu  
Gwangju, 500-400 KOREA  
Contact: John Goodman  
Phone: 82-62-974-3007  
Fax: 82-62-974-3010  
john@gauto.net  
www.gautoprobe.com



## **G-Cor Automotive Corp.\***

2148 Refugee Rd.  
Columbus, OH 43207  
Toll Free: (877) 888-5160  
Phone: (614) 444-5160  
Fax: (614) 444-5165  
wholesaleinfo@g-cor.com  
www.g-corautomotive.com

Gear Centre - Calgary  
7170 Blackfoot Trail S.E.  
Calgary, AB T2H 2M1 CANADA  
Toll Free: (800) 661-1378  
Phone: (403) 252-3880  
www.gearcentre.com

Gear Centre - Edmonton North  
14811-116 Ave.  
Edmonton, AB T5M 3E8 CANADA  
Toll Free: (800) 661-8825  
Phone: (780) 452-6933  
www.gearcentre.com

Gear Centre - Edmonton South  
6811-50 St.  
Edmonton, AB T6B 3B7 CANADA  
Toll Free: (800) 661-8807  
Phone: (780) 466-4646  
www.gearcentre.com

Gear Centre - Fort McMurray  
215 MacDonald Crescent  
Ft. McMurray, AB T9H 4B5  
CANADA  
Toll Free: (866) 714-3570  
Phone: (780) 714-3570  
www.gearcentre.com

# At Jasper Engines and Transmissions...

*It's all About the Perfect Build!*



Jasper Engines and Transmissions was founded in 1942, and while they may be best known for remanufacturing quality drivetrain components for everyday use - cars, trucks, vans and SUVs - they also have a great line of performance and custom options that will please just about any street rodder or muscle car owner. So, if you have a customer looking to spice up the performance of their vehicle or project car, or one who needs that special transmission which hasn't been seen for years, JASPER can help you with those unique opportunities.

JASPER offers several performance transmissions, including the ever popular 700R4. JASPER recommends the stock or Class I version of the 700R4 for most enthusiasts. The Class I is for the individual who wants more performance than stock but nothing too radical in shift pattern. While the Class I transmission does not have a drastically altered shift, it provides firmer, more pronounced shifting and comes with a 3 year/100,000 mile nationwide warranty. A full warranty disclosure can be found at [www.jasperengines.com](http://www.jasperengines.com)



For that customer with a transmission that hasn't been produced since the Beatles landed on our shores, you may want to check out the JASPER Authentic Custom Drivetrains Division. JASPER has built a variety of favorites from the BorgWarner 3 Band transmission used in Studebakers, to the GM Jetaway. With almost seven decades of experience, the latest technology and their passion for perfection, you can expect only the best from a Jasper Authentic Custom Drivetrain.



## About JASPER

The corporate office of Jasper Engines and Transmissions is located in Jasper, IN. JASPER is one of the largest aftermarket suppliers of remanufactured automatic transmissions in the world and is a 100% Associate (Employee) owned company.

JASPER has 41 regional sales and distribution locations around the country. Those regional centers are serviced by two main distribution centers - Crawford County, IN, in the east, and Kingman, AZ, for the western region. Sixty percent of JASPER's transmission inventory is kept at these main distribution centers; the rest, consisting of the hottest numbers, are scattered throughout the regional locations. JASPER's main remanufacturing facility is also in Jasper, IN. A second remanufacturing center is in Crawford County, IN, and a third in Willow Springs, MO.



**1-800-827-7455**  
**[www.jasperengines.com](http://www.jasperengines.com)**

# COMPANY LISTINGS

Gear Centre - Grande Prairie  
11406-96 Ave.  
Grande Prairie, AB T8V 5M4  
CANADA  
Toll Free: (800) 661-8806  
Phone: (780) 539-9606  
www.gearcentre.com

Gear Centre - Lethbridge  
3912-14 Ave. N.  
Lethbridge, AB T1H 5T5 CANADA  
Toll Free: (800) 483-8952  
Phone: (403) 380-6364  
www.gearcentre.com

Gear Centre - Medicine Hat  
111 Southwest Dr. S.W.  
Medicine Hat, AB T1A 8E8  
CANADA  
Toll Free: (866) 504-0635  
Phone: (403) 504-0605  
www.gearcentre.com

Gear Centre - Red Deer  
#8, 7431 Edgar Industrial Dr.  
Red Deer, AB T4P 3R2 CANADA  
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www.gearcentre.com



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2400 Latigo Ave.  
Oxnard, CA 93030  
Contact: Rodger Bland  
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rbland@atra.com  
www.gearsmagazine.com



*GEARS magazine is the premiere technical and management information source for the transmission rebuilder and powertrain industry. Gears magazine is loaded with information on transmission repair, transfer case repair, transmission and powertrain diagnosis, transmission parts manufacturers and distributors as well as service companies aimed at helping the transmission repair professional.*

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Rancho Cucamonga, CA 91730  
Phone: (909) 476-7252  
gearspeed@hnatrans.com  
www.gearspeedpartsstore.com

General Motors  
6200 Grand Pointe Dr.  
Grand Blanc, MI 48439  
Toll Free: (866) OE-PARTS  
(810) 606-3250  
www.genuinegmparts.com

## Get It Hard Parts\*

2630 E. Bell Rd., Ste. 4  
Phoenix, AZ 85032  
Contact: James  
Phone: (602) 971-0477  
james@getithardparts.com  
www.getithardparts.com



## GFX, Inc.\*

4810 N.W. 74 Ave.  
Miami, FL 33166  
Contact: Dios Garcia  
Phone: (305) 499-9789  
Fax: (305) 499-9670  
dgarcia@gfxcorp.com  
www.gfxcorp.com

Goerend Transmission, Inc.  
119 N. Main St.  
St. Lucas, IA 52166  
Phone: (563) 778-2719  
Fax: (563) 778-2363  
goerend@goerend.com  
www.goerend.com

Goodson Shop Supplies  
P.O. Box 847/156 Galewski Dr.  
Winona, MN 55987  
Toll Free: (800) 533-8010  
Phone: (507) 452-1830  
Fax: (507) 452-2907  
orderdesk@goodson.com  
www.goodson.com

Gordon Automotive  
290 University Dr.  
Pontiac, MI 48342  
Contact: Douglas Kuligowski

Toll Free: (800) 589-8868  
Phone: (248) 858-8868  
Fax: (248) 332-0935  
gordon@gordontransparts.com  
www.gordontransparts.com

Gray Manufacturing Company, Inc.  
3501 S. Leonard Rd.  
St. Joseph, MO 64503  
Toll Free: (800) 821-7320  
Phone: (816) 233-6121  
Fax: (816) 233-7251  
gray@grayusa.com  
www.grayusa.com

Graymills Corporation  
3705 N. Lincoln Ave.  
Chicago, IL 60613  
Contact: Customer Service  
Toll Free: (888) 472-9645  
Phone: (773) 248-6825  
Fax: (773) 477-8673  
info@graymills.com  
www.graymills.com



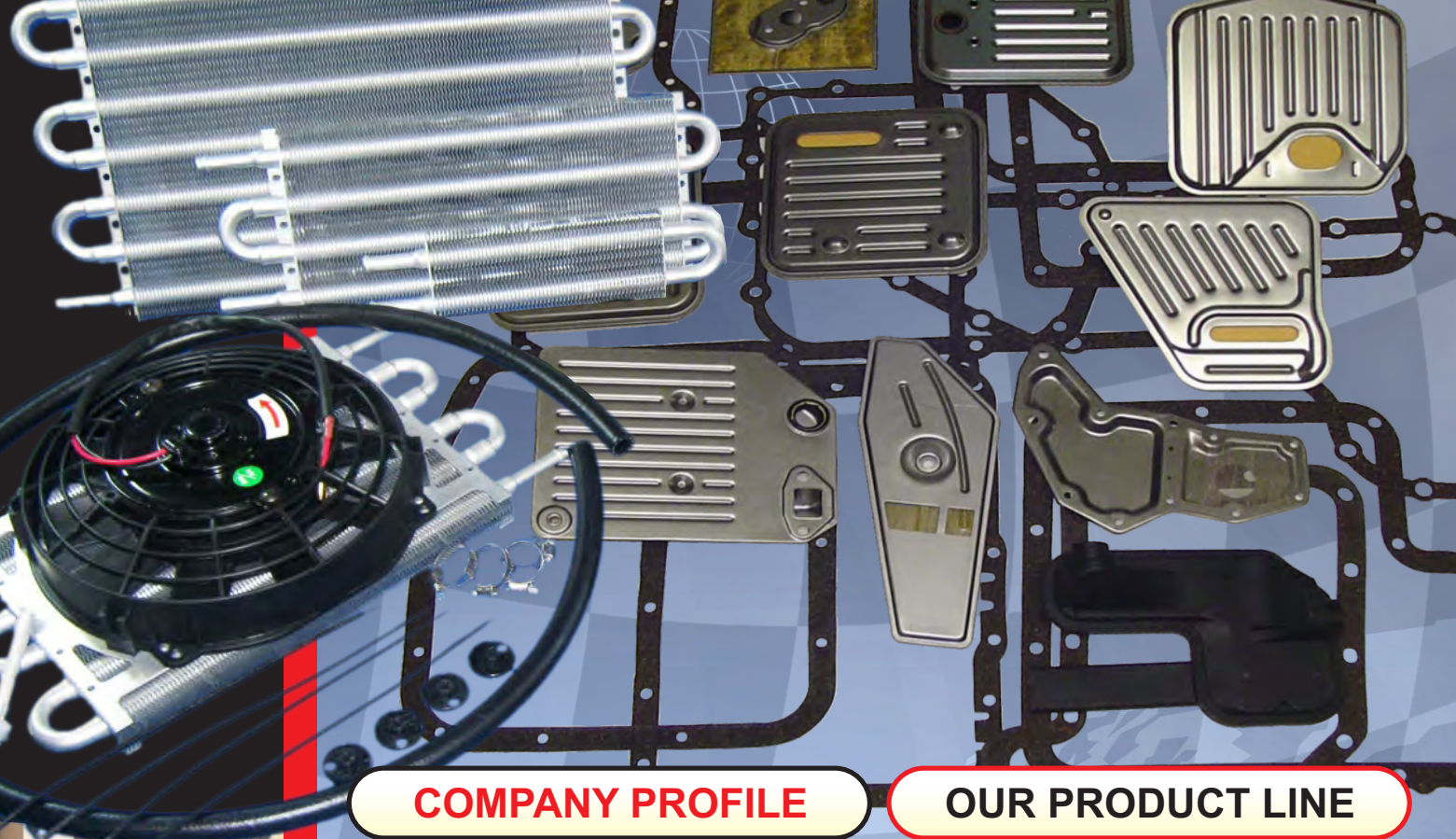
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611 W. Kathryn St.  
Nixa, MO 65714  
Contact: Steven D Glassinger  
Toll Free: (800) 725-6499  
Phone: (417) 725-6400  
Fax: (417) 725-3577  
g-tec@att.net  
www.g-tec.com



## H & A Transmissions, Inc.\*

8727 Rochester Ave.  
Rancho Cucamonga, CA 91730  
Toll Free: (866) 428-7267  
Phone: (909) 941-9020  
gearspeed@hnatrans.com  
www.hnatrans.com



## COMPANY PROFILE

JDS Worldwide Corp., based in Miami Florida, has had significant growth and development since its inception in 2004. With over 30 years of experience giving insight into the markets trends as well as a strong foundation of knowledge, JDS Worldwide is poised for explosive growth into the Future. The core principle of JDS Worldwide has always been to provide a way for its customers to get ahead in today's increasingly competitive global market. With each new product we develop, we address three key components of the marketplace; Quality, Availability, and Competitive Pricing.

We believe if our products and services can't help give our customers the best opportunity to compete in not one, but all three of these fields then we have not met our goal. Compromising on quality is never an option, but price makes all the difference. It's by adhering to this tenant, as well as continuously being receptive to the development of new parts for OEM Repackagers and Aftermarket Suppliers of the Industry, that **JDS Worldwide** has become a premier Manufacturer and Supplier to the Automotive Industry.

*"Quality is No.1, but only if it comes with a price that can perform in today's economy and global competitive markets. If so then we produce the product, if not we don't" – says Mr. De Santino, president of CONTROL® and Board Member of the OAC.*

For more information at (305) 470.1800 or e-mail: [sales@jdsworldwide.com](mailto:sales@jdsworldwide.com)

## OUR PRODUCT LINE

Transmissions runs in our veins, and transmission filters are our Flag Ship line. JDS is second to none in the manufacturing and distribution of Automatic Transmission Parts including Filters, Pan Gaskets, Filter Kits, Transmission Oil Coolers, and most recently Bushings. The same way that the industry never stops moving forward, JDS Worldwide is always developing new Automatic Transmission parts and expanding our product offering. Our success in these lines has also allowed us to expand into Engine Timing Kits, Ignition Coils, Ignition Cables Sets, and Suspension parts as well. We also have had to opportunity to establish manufacturing of specific products for some of our customers with open agreements that give them access to exclusive marketing rights.

Our Product lines always cover a wide range of American, Japanese, Korean, and European applications. We currently work with distributors and importers in over 40 countries worldwide, as well here in the United States. So if you are looking for a company that believes in producing quality products at a price that really gives you "CONTROL", then give **JDS Worldwide** a call today.



**CONTROL®**  
Auto Parts



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Manufacturing and Distributing a World of Automotive Quality Parts...

[www.jdsworldwide.com](http://www.jdsworldwide.com)

# COMPANY LISTINGS

## Hangzhou Tenghua Automotive Accessories\*

No. 50 of Sheng'an Road Xiasha  
Economic Technological  
Development District,  
Hangzhou CHINA  
Phone: 86 57187151175  
www.autotenghua.com



## H G M Electronics\*

2751 Plaza Del Amo #305  
Torrance, CA 90503  
Toll Free: (877) 744-3887  
Phone: (310) 787-9260  
Fax: (310) 787-9275  
sales@compushift.com  
www.compushift.com  
www.hgmelectronics.com

## Hayden Automotive\*

1801 Waters Ridge Dr.  
Lewisville, TX 75057  
Toll Free: (888) 505-4567  
Phone: (972) 316-8100  
Fax: (972) 316-8211  
www.haydenauto.com

## Hecat, Inc.

2910 Ridge Ct.  
Cumming, GA 30041  
Contact: Karl Matis  
Toll Free: (800) 380-9501  
Phone: (770) 205-5600  
Fax: (770) 205-5633  
karl@hecatinc.com  
www.hecatinc.com

## Heffernan Insurance Brokers

1350 Carlback Ave. #200  
Walnut Creek, CA 94596  
Toll Free: (877) 731-7905  
Fax: (925) 934-8278  
www.heffgroup.com

## Hot Flush LLC\*

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New Hampton, IA 50659  
Toll Free: (800) 852-5713  
Phone: (641) 394-6804  
Fax: (641) 394-6224  
hotflush@iowatelecom.net  
www.hotflusher.com

## Hotatech

15348 East Valley Blvd.  
City of Industry, CA 91746

Phone: (626) 387-5437  
Fax: (626) 330-1236  
cchhuor@hotaglobal.com  
www.hotatech.com

Howard Engineering Corp.  
227 W. 140th St.  
Los Angeles, CA 90061  
Toll Free: (800) 831-2223  
info@hecreman.com  
www.hecreman.com

Hydra-Lift Industries LTD  
#132-15028-32nd Ave.  
Surrey, BC V4P 1A3 CANADA  
Contact: Bill Ward  
Toll Free: (800) 387-5718  
Phone: (905) 470-2235  
info@hydra-lift.com  
www.hydra-lift.com

## Identifix

2714 Patton Rd.  
Roseville, MN 55113  
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email@identifx.com  
www.identifix.com

## Insta-Clean Inc.

955 Kiowa Ave., #E  
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Toll Free: (800) 331-6405  
email@instaclean.com  
www.instaclean.com

## J.P. (Automatic Transmissions) LTD

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ENGLAND  
Phone: \*44(0) 1934 852772  
Fax: \*44(0) 1934 852211  
info@jpat.co.uk  
www.jpat.co.uk

## J.P. Transmission Recycling

1220 Dowdy Ferry Rd.  
Hutchins, TX 75141  
Toll Free: (800) 443-8135  
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Fax: (972) 225-2538  
john@jptransmission.com  
www.jptransmission.com



## Jasper Engines & Transmissions\*

815 Wernsing Rd.  
Jasper, IN 47546  
Toll Free: (800) 827-7455  
Phone: (812) 482-1041  
Fax: (812) 634-1820  
sales@jasperengines.com  
www.jasperengines.com



## JDS Worldwide Corp.\*

9220 N.W. 12th St.  
Miami, FL 33172  
Contact: Henry Gonzalez  
Phone: (305) 470-1800  
Fax: (305) 470-1982  
info@jdswworldwide.com  
www.jdswworldwide.com

## K B Cores, Inc.\*

288 W. South Tec Dr.  
Kankakee, IL 60901  
Contact: Justin Carlisle  
Toll Free: (800) 822-2673  
Fax: (815) 929-1668  
justin.carlisle@kbccores.com  
www.kbccores.com

## Karamatic Automotive

702 Fordham Rd.  
Bala Cynwyd, PA 19004  
Contact: Mark Stevens  
Phone: (610) 668-1123  
Fax: (610) 410-7373  
kaparts@comcast.net

## KarWay Transmissions

868 S. Country Club Dr.  
Mesa, AZ 85210  
Phone: (480) 834-6564  
Fax: (480) 969-2471  
darren@gotgears.com  
www.karway1.com



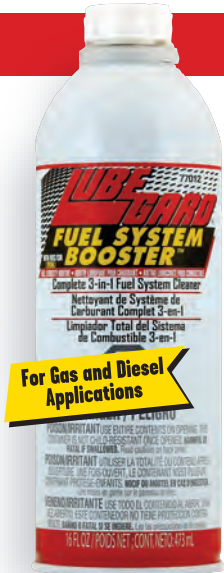


## International Lubricants Inc.

a STELLAR AUTOMOTIVE GROUP COMPANY  
 7930 Occidental South, Seattle, WA 98108  
 Phone: 206-762-5343 Toll-Free: 800-333-5823  
 Fax: 206-762-7989 www.lubegard.com  
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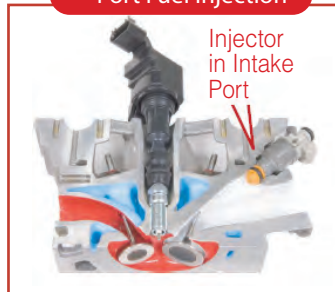


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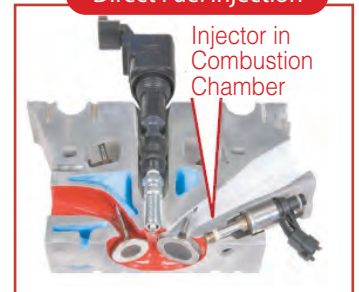


LUBEGARD Fuel System Booster is a state-of-the-art new fuel additive made with the highest quality premium PEA and FLA technologies. It is the first product of its kind able to specifically address and treat the newer DIG (direct injection) fuel systems in addition to the traditional intake-port delivery systems of today. LUBEGARD Fuel System Booster is a 3-in-1 product that provides a total system clean-up and keep-clean, fuel lubricity additive, and fuel stabilizer.

#### Port Fuel Injection



#### Direct Fuel Injection



#### ONE TANK CLEANS:

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Brand new information includes 2013 model vehicles, transmissions, fluids and more. Quickly locate any vehicle's original factory fill ATF, view transmission fill volumes as well as look up alternatives for the OEM ATF. Included in the chart are CVT and DCT applications. This

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**(800) 458-5487**  
 www.stellargroupinc.com

# COMPANY LISTINGS

Ken's Transmissions  
2630 E. Bell Rd, Ste. 3  
Phoenix, AZ 85032  
Phone: (602) 971-0477  
Fax: (602) 867-3762  
www.getithardparts.com

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955 Pantera Dr.  
Mississauga, ON L4W 2T4  
CANADA  
Toll Free: (800) 921-1956  
Phone: (905) 624-1959  
Fax: (905) 624-4628  
komontsales@transtar1.com  
www.transtar1.com

KNC Transmission Parts, Co.  
650 Jamestown Rd.  
Cookeville, TN 38501  
Contact: Jeff Hall  
Toll Free: (800) 810-8570  
Phone: (865) 310-6620  
Fax: (931) 528-2873  
knctp2@frontiernet.net

Kormex Trans Parts  
2020 S. Vineyard Ave.  
Ontario, CA 91761  
Toll Free: (800) 429-5464  
Phone: (909) 947-0569  
Fax: (909) 930-0086  
george@karking.com  
www.kormextrans.com

Kotek America, Inc.  
17752 Cowan St.  
Irvine, CA 92614  
Toll Free: (888) 865-6835  
Phone: (949) 863-3126  
Fax: (949) 752-7706  
sales@kotek.com  
www.kotek.com

KRS International Corp.  
6304 NW 97 Ave.  
Doral, FL 33178  
Contact: Hector Ruiz de Zarate  
Phone: (305) 513-4494  
Fax: (305) 513-4495  
info@krsinternational.net  
www.krsinternational.net

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S. El Monte, CA 91733  
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Fax: (626) 579-6578  
info@kuhleus.com  
www.kuhleus.com



LaSalle Oil Company  
320 N. 1st St.  
LaSalle, CO 80645  
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Fax: (970) 284-6126  
lasalleoil@msn.com  
www.lasalleoil.com

Level 10 Products  
3670 Rt. 94  
Hardyston, NJ 07419  
Phone: (973) 827-1000  
Fax: (973) 827-7846  
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www.levelten.com

## **Libson Twin City Auto & Truck\***

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Minneapolis, MN 55413  
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Fax: (612) 521-2151  
parts@libsontruck.com  
www.libsontruck.com

## **Life Automotive Products, Inc.\***

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Contact: Steve Farr  
Toll Free: (888) 422-9099  
Fax: (281) 631-0460  
smartblend@aol.com  
www.smartblend.com

Lintex Auto Parts Co., LTD  
Linjia Industrial Park,  
Jinqing Town, Luqiao District  
Taizhou, Zhejiang, CHINA 318056  
Phone: 0086-579-82386666  
Fax: 0086-576-82608056  
http://benhhy.en.alibaba.com

## **LKQ Automotive Core Services\***

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lkq@lkqcorp.com  
www.lkqcorp.com

Long Enterprises  
2475 Morse Rd.  
Sebastopol, CA 95472  
Phone: (707) 829-1169  
shifthappens@longenterprises.com  
www.longenterprises.com

Lory Transmission Parts  
2414 S.W. 8th St.  
Miami, FL 33135  
Phone: (305) 642-4621  
Fax: (305) 541-1444  
sales@transmissionparts.com  
www.transmissionparts.com

LS Industries  
710 E. 17th St.  
Wichita, KS 67214  
Contact: Britton Harper  
Toll Free: (800) 835-0218  
Phone: (316) 265-7997  
Fax: (316) 265-0013  
info@lsindustries.com  
www.lsindustries.com



## **LUBEGARD® by International Lubricants, Inc.\***

7930 Occidental South  
Seattle, WA 98108  
Contact: Ken Thomas  
Toll Free: (800) 333-LUBE (5823)  
Phone: (206) 762-5343  
Fax: (206) 762-7989  
ken@lubegard.com  
www.lubegard.com

## **Lubrizol Corp.\***

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Wickliffe, OH 44092  
Phone: (440) 943-4200  
www.lubrizol.com



## **Makco Distributing, LLC \***

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# OGS

Industries

Est. 1959

## COMPANY PROFILE

Established in 1959 as a family owned organization, Ohio Gasket & Shim provided local industries with high quality precision shims and gaskets. Over the years we have grown. Now with two production facilities and a distribution warehouse, OGS Industries is a strategic global supplier to industry. What started out as only gaskets & shims has grown into metal stampings, brackets and fabricated metal components.

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Stampings

Shims

Laser cutting

Transmission Steel Plates

Fabricated Metal Components  
and Assemblies



## QUALITY CERTIFICATIONS

TS16949 / ISO9001 / AS9100 / ISO14001

**Ohio Gasket & Shim**  
976 Evans Ave. Akron, OH 44305

[www.ogsindustries.com](http://www.ogsindustries.com)

**1-855-251-2763**

Email: [Sales@ogsindustries.com](mailto:Sales@ogsindustries.com)

# COMPANY LISTINGS

Management Feedback  
Systems, Inc.  
412 W. Broadway, Ste. 211  
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Toll Free: (888) 637-3733  
Phone: (818) 546-5806  
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www.easyworks.com

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www.managementsuccess.com

Man-Trans, LLC  
4920 Woodlane Cir.  
Tallahassee, FL 32303  
Contact: Darrell Moore  
Toll Free: (877) 626-8726  
Phone: (850) 222-6993  
Fax: (850) 222-3102  
www.mantrans.com

Marshall Engines  
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Kearney, NE 68845  
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Phone: (308) 234-6788  
Fax: (308) 234-1978  
engine@marshallengines.com  
www.marshallengines.com

Matech BTA, Inc.  
1570 St. Charles Blvd.  
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Contact: Martin Valois  
Toll Free: (800) 567-0929  
Phone: (819) 478-4015  
Fax: (819) 474-4907  
mvalois@matechbta.com  
www.matechbta.com

## Marshall Transmissions\*

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Hamilton 3204 NEW ZEALAND  
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Phone: (+) 64 07 847 2799  
Fax: (+) 64 07 847 0472  
info@marshalltrans.co.nz  
www.marshalltrans.co.nz

Meyer Hydraulics Corp.  
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Centreville, MI 49032  
Toll Free: (800) 253-2076  
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Fax: (269) 467-6897  
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www.meyerhydraulics.com

MFC Sealing Technology Co., LTD  
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## Mid States Transmission Parts (MTSP)\*

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info@mstp.net  
www.mstp.net

## Mid-Cal Trans Parts & Transmission\*

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Fax: (559) 635-0100  
www.midcaltrans.com

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Fax: (815) 229-9874  
www.raceconverters.com



## Midwest Hard Parts Inc. (MHPI)

4930 Hwy 44  
Hamlin, IA 50117  
Contact: Jeremy Munch /  
Eddie Mack Jr  
Toll Free: (877) 799-4783  
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Fax: (712) 563-2514  
eddiejr@mhpi.co  
www.mhpi.co

Midwest Performance Converter  
4225 Hiawatha Ave. S.  
Minneapolis, MN 55406  
Toll Free: (800) 262-2063  
Phone: (612) 724-3004  
Fax: (612) 724-3314  
www.midwestconverter.com

Midwest Performance Converter  
602 S. Coteau St.  
Gary, SD 57237  
Toll Free: (800) 658-3021  
Phone: (605) 272-5875  
Fax: (605) 272-5557  
www.midwestconverter.com



## Midwest Transmission Center, Inc.

40312 Cty 8 Blvd.  
Zumbrota, MN 55992  
Contact: Leah Schoenfelder  
Toll Free: (888) 824-2012  
Phone: (507) 824-2012  
Fax: (507) 824-2487  
info@midwesttrans.com  
www.midwesttrans.com

Milestone Inventions, Ltd.  
4128 17th St. S.E.  
Calgary, AB T2G 3W6 CANADA  
Contact: George Alwin  
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Fax: (403) 234-7546  
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www.mitchell1.com

## Miyasaki & Co., Inc.\*

2-2-13 Yaesu  
Tokyo 104-0028 JAPAN  
Contact: Hiroya Miyasaki  
Phone: 011 81 (3) 3275 2771  
Fax: 011 81 (3) 3281-5510  
hiroya@miyasaki.co.jp

# OMEGA MACHINE & TOOL, INC.

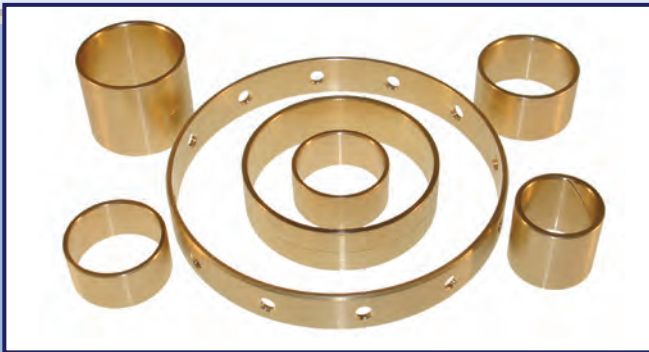
**Omega Machine & Tool, Inc** is a leader in the supply of bushings for the automotive transmission industry. Omega has been innovating solutions to solve the problems of an ever increasingly complicated transmission industry. What started out as one man, Peter Coumas, driving from his home in Oregon to California

to pick up pump cores, then taking them home to rebuild them into the best remanufactured pump in the business, has evolved through the years to an international company, supplying aftermarket bushing to all of the largest suppliers in the industry.

Omega Machine stands ready to make one bushing to restore an antique or thousands to supply a worldwide need. Take the advice of the tech lines when they receive a call for that hard to find bushing or machining operation, "Call Omega Machine."

## ***Omega does more than just bushings:***

- Honda case bore repair
- AW55-50SN case repair
- Main shaft and main drive gear retipping
- Repair ring cut areas on housings and drums
- We make transmission tool



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[http://www.omegachine.com/db/JF506E\\_transmission\\_bushing\\_kit.asp](http://www.omegachine.com/db/JF506E_transmission_bushing_kit.asp)

Part number 131500. The JF506E transmissions come in many vehicles including the VW Golf and Jetta, Ford Galaxy and Monde and Mazda MPV.



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Part number 31342. Omega Machine & Tool now has a tool to complement their AW55-50SN 09G solenoid opening tool. The Toyota SLT/SLU tool is sold as an add-on to the AW55-50SN tool.

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MOC Products Company, Inc.  
12306 Montague St.  
Pacoima, CA 91331  
Toll Free: (800) 266-9226  
Phone: (818) 794-3500  
info@mocproducts.com  
www.mocproducts.com

Moran Family of Brands  
4444 W. 147th St.  
Midlothian, IL 60445  
Toll Free: (800) 581-8468  
Fax: (708) 389-9882  
www.moranfamilyofbrands.com

Motive Gear  
1001 W. Exchange Ave.  
Chicago, IL 60609  
Toll Free: (800) 934-2727  
Phone: (773) 247-3400  
Fax: (773) 579-3788  
info@motivegear.com  
www.motivegear.com

Moveras, LLC  
22 Northwestern Dr.  
Salem, NH 03079  
Toll Free: (877) 866-8372  
Phone: (603) 685-0405  
custservice@moveras.com  
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**MTS Midwest Transmission Supply\***  
8625 I St.  
Omaha, NE 68127  
Contact: Steve Farnsworth  
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mts-steve@questoffice.net  
www.midwesttransmissionsupply.com



**Mudlick Mail\***  
2487 Cedarcrest Rd, Suite 612  
Acworth, GA 30101  
Contact: Tim Ross  
Toll Free: (866) 794-0167  
Phone: (770) 709-6909  
Fax: (678) 290-0190  
tim@mudlickmail.com  
www.mudlickmail.com

Mustang Advanced Engineering  
2300 Pinnacle Pkwy.  
Twinsburg, OH 44087  
Toll Free: (888) 468-7826  
Phone: (330) 963-5400  
Fax: (330) 425-3310  
sales@mustangae.com  
www.mustangae.com

MWA Machine Co., Inc.  
6625 East Hwy. 53, Ste. 41086  
Dawsonville, GA 30534  
Contact: Marvin Wood  
Toll Free: (800) 877-2393  
Phone: (770) 530-9985  
Fax: (770) 538-0428  
sales@mwamachine.com  
www.mwamachine.com

MZF-Bayer, Inc. dba Peter Schmid Transmissions  
1331 Rollins Rd.  
Burlingame, CA 94010  
Toll Free: (800) 372-8726  
Phone: (650) 348-3990  
Fax: (650) 348-3019  
mzfinc@pacbell.net  
http://peterschmid.com

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540 Hwy 36  
Belford, NJ 07718  
Phone: (732) 495-4100  
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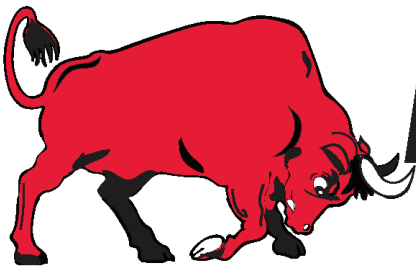
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# PowerPusher®

*If It Rolls... We Can Move It.™*

**POWER PUSHER** □ Division of Nu-Star Inc.  
1425 Stagecoach Road, Shakopee, Minnesota 55379

Phone: 800-800-9274, 952-445-8295

Fax: 952-445-0231

[www.powerpusher.com](http://www.powerpusher.com)

Power Pusher®, a division of Nu-Star Inc., operates out of their facility in Shakopee, Minnesota. With over 23,000 units sold since 1964, the Power Pusher® has proven itself to be a valuable tool for any automotive shop. Power Pusher® offers 2 different models of the Power Pusher® as well as the MFC Cart®. A complete parts department and service assistance are available from the factory.



Over the years, the Power Pusher® has proven itself to be a valuable tool to any transmission or automotive repair shop. The Power Pusher® accomplishes the task of moving inoperable vehicles with only two people □ not five or six people that are normally required. It increases productivity and reduces direct labor costs on non-profitable activities. With safety being a huge issue in today's work environment, the Power Pusher® creates a safer workplace reducing the risks of injury to employees.

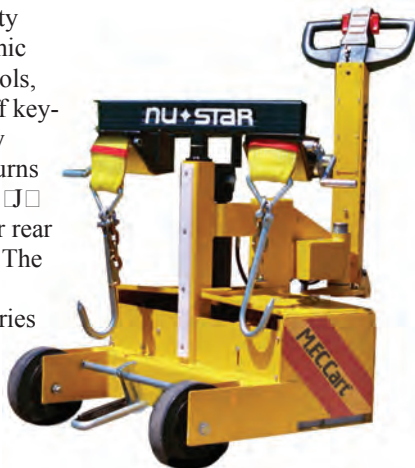


Optional accessories available for the Power Pusher® include jumper cables, tire chains and the ball hitch attachment for moving trailers.

All equipment is powered by 24 Volt systems (2 □ 12 volt batteries required) with built-in 10 amp chargers.

Voted in the □Top 10 Tools□ for several consecutive years, the Power Pusher® has been described by shop owners as the □best investment□ they ever made!

The MFC Cart® features heavy-duty construction along with an ergonomic handle that provides fingertip controls, horn button, up/down button, on/off key-switch and emergency reverse belly switch. The operator control arm turns the cart at nearly right angles. The □□ hooks are easily attached to front or rear suspension of inoperable vehicles. The hydraulic traction motor provides smooth operation. Various accessories and add-ons are available for the MFC Cart®.



Customer service and satisfaction is the #1 priority for Nu-Star. Power Pusher® offers a complete line of replacement parts for all products. Trained factory personnel are available for assistance and questions regarding the products. Replacement parts may be ordered directly from the factory or online the Power Pusher® website: [www.powerpusher.com](http://www.powerpusher.com).

**FOR FURTHER INFORMATION, CONTACT:**

John Adams, Vice President, Sales  
[jadams@nustarinc.com](mailto:jadams@nustarinc.com)

Carol Klein, Sales, Customer Service, Parts  
[cklein@nustarinc.com](mailto:cklein@nustarinc.com)

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New Rostra catalog text: "Rostra Precision Controls recently released their new electronic products for automatic transmissions application guide. Loaded with over 280 part numbers covering thousands of vehicle applications, the new catalog is the most comprehensive solenoid, sensor & wire harness listing in the industry. We have included original equipment part numbers as well as many of the industry part numbers as a quick reference tool. A pdf download of this new guide can be downloaded at [www.rostratransmission.com](http://www.rostratransmission.com) or contact us directly for a hard copy."

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## Company Profile

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In actual automotive shops the *Profit Index Factor* (PIF) was perfected as a way to truly determine the profitability of a job in real time. Not after the vehicle was picked up.

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Over the past 11 years ProfitBoost Software has grown and now provides a complete shop management solution. Our software was designed from the ground up to be different from other software systems.



Scott Johnson  
CEO



Keith Barnard  
CFO



Ray Warner  
Sales & Support  
Manager

## PIFPro connects you with:

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- DemandForce - online marketing
- Activant/Epicor - online parts ordering and Labor Guide
- Merchant Partners - credit card processing
- WorldPac
- WHI, Wrenthead
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- Customer Link
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- Your website - customers schedule appointments while visiting your site

## Features

The ProfitBoost Software system is a complete shop management solution for your automotive business. Designed by successful shop owners and programmed by professional software engineers.

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www.smartblend.com

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www.sonnax.com

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Manufacturers, LLC  
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Miami, FL 33166  
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Phone: (305) 885-8689  
Fax: (305) 888-8215  
customerservice@seauto.com  
www.seauto.com



### Southern Gear Co.

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Fax: (707) 438-7207  
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### State Compensation Insurance Fund\*

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## Profile

Raybestos has supplied OEM friction and related products to the transmission service industry for more than 100 years. Currently, Raybestos is a supplier to all three major U.S. and various European carmakers, Tier I manufacturers and most of the heavy-duty and off-road equipment manufacturers worldwide. Raybestos also is a major supplier of racing and performance friction products for the racing industry. Raybestos Powertrain is headquartered in Crawfordsville, Indiana. Indiana is also home to 3 manufacturing plants and the Raybestos Technical Center.

## History

The Aftermarket Division of Raybestos Powertrain was formed in 1992 to better serve the transmission service industry with company made products. The division has grown through new-product development and strategic alliances with other major OEM suppliers. Raybestos products are made in the USA and include bands, steel plates, in-line filters, electrical components and OEM sump filters. Conveniently located at the tech center, the Powertrain division can rapidly develop new products for automobiles and heavy-duty vehicles used worldwide. Raybestos manufactures and supplies a truly world class product.

## Product Lines

Raybestos manufactures and/or supplies OE transmission friction clutch plates; flex, semi-rigid and rigid bands; steel reaction plates; torque converter friction material, plates and products; transmission sump, valve body and cooler in-line filters; and various service items for domestic and foreign transmissions. Products coverage ranges from 1948 Dynaflo to the current assembly-line transmissions such as the GM 6T75, Ford 6F35 and Chrysler 68RFE. The newest product offerings are Raybestos Solutions such as the Z Pak® single-sided clutch system; GPX and GPZ100 friction materials; solenoids; torque converter hubs, bearings and piston assemblies; and Blue Plate Special® gen2™ and Stage 1 Performance friction materials.

## Featured Product - The GPZ100 Friction Plate

The GPZ100, the industry's first and only warranted clutch plate, provides enhanced durability and performance at the same price you would expect to pay for OE. It gets its engineering and proven performance by using the same friction materials developed for the Z Pak® clutch system, material that withstands high stress, high temperatures and repeated cycling.

Raybestos Powertrain is so confident in the GPZ100's exacting manufacturing process that any plate carrying the GPZ100 name is warranted for 5 years or 100,000 miles. (See [www.raybestospowertrain.com/warranty](http://www.raybestospowertrain.com/warranty) for more information.)



A drop-in replacement for passenger and truck applications, the GPZ100 is currently available for 4L60E, 4L65/70E, 4L80E and 44/46/47/48RE(RH) transmissions, 68RFE and Allison LT1000.

For more information on the complete line of Raybestos Powertrain products, visit us at [www.raybestospowertrain.com](http://www.raybestospowertrain.com).

## Contacts

Al Avila ..... VP Sales and Marketing ..... 765-359-2861  
Kathy Gelzleicher...Customer Service Manager ..... 800-729-2671  
Chris Horbach.....Product Application Engineer....765-359-2888  
Irvin Gers .....Product Dvlpmt Support Engr ...800-729-7763  
JP Gonzalez ..... International Sales Manager.....765-359-2889

## Sales Training Materials

Raybestos engineers and sales personnel regularly present product and technical programs for distributors, parts sales staff, technicians, shop owners and their invited guests. Each program is customized to deliver current and relevant information pertaining to a specific business, the transmission service industry, Powertrain products or the automotive market in general. Programs can be requested by contacting Raybestos directly. Support material also is available in the form of technical bulletins, product information sheets, engineering guides and catalogs.

## Distributors

All premium OE-quality distributors stock and sell Raybestos Powertrain products. For a specific distributor in your immediate area, contact Raybestos directly or visit our website at [www.raybestospowertrain.com](http://www.raybestospowertrain.com)

**Raybestos Powertrain | 711 Tech Drive | Crawfordsville, IN 47933**  
**Ph: 765-359-2882 | Fax: 765-364-4573 | Tech Line: 800-729-7763**  
**Email: [raypt@raybestospowertrain.com](mailto:raypt@raybestospowertrain.com) | Web Site: [www.raybestospowertrain.com](http://www.raybestospowertrain.com)**



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info@superflow.com  
www.SuperFlow.com

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www.systemonetechnologies.com



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## TCRA - Torque Converter Rebuilders Association\*

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## TCS Transmission Products\*

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Contact: Brad Alspaugh  
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Texas National Transmission Parts  
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Houston, TX 77088  
Contact: Myron Yoder  
Phone: (713) 983-0463  
Fax: (713) 983-9845  
myoder127@yahoo.com





# Reman Industries Inc.

951 Fargo Avenue

Elk Grove Village, Illinois 60007

800-729-8726

www.remanindustries.com

## Company Profile

The leader in remanufactured automatic transmission hard parts and components.



Reman Industries has more than 30 years experience in rebuilding transmission hard parts and serves customers in over 60 countries. Our 100,000 square foot facility maintains up to 20,000 transmission components in inventory. With dedicated employees, we have the capabilities to breakdown 300 transmissions and rebuild 500 high quality torque converters per day.

## The People

### Administration

Jeff Shawaluk.....President / CEO  
Wendie Shawaluk..... Corporate Secretary

### Out Team

Tony Falco ..... General Manager  
Greg Sajenko.....Hard Parts Tech  
Bill Fuller .....Operations Manager  
Dino Cardone.....International Sales Manager  
Mike Girard.....National Account Executive  
Chris Shawaluk.....Hard Parts Tech



## Products

- Transmission cores
- Good used hard parts
- Remanufactured automatic transmission hard parts
- Remanufactured torque converters
- New hard parts



## Mission Statement

### Quality, Support, Supply

Three simple words to you...

Three important words to us...

### Quality

-At Reman, we take personal pride in our workmanship.

-A small business attitude with big business ability.

-We believe in taking the extra steps to do it right... The first time... Every time.

-We have a proven track record for the lowest return rate in the industry.

-Our quality assurance is based on checks and balances at every step of the manufacturing process.

### Support

-At Reman Industries, Inc., we proudly stand behind all of our products 100%.

-Our Technical Support Group has many years combined industry experience.

-We are committed to supporting your needs.

### Supply

-Reman is located in Elk Grove Village, Illinois. Our inventory is well stocked for all your needs.

-We have a 24-hour turnaround for all R&R applications.

## Customer Support Services

Our technical support team proactively researches the market to stay current in our daily changing industry. Let us help you identify your needs. You can reach us by phone, fax or email.

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www.toledodriveline.com

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Toll Free: (800) 874-9643  
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sales@tpiconverters.com  
www.tpiconverters.com

## TPS Transmission Parts Supply Inc. (Dist. Center)\*

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Fax: (903) 792-1052  
rfeller@tpstransmissionparts.com  
www.tpstransmissionparts.com

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## Trans Global Recycling, Inc.

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Arlington Heights, IL 60005  
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Fax: (847) 806-4010  
jack@transbrite.com  
www.transbrite.com

Transcel - RatioTek  
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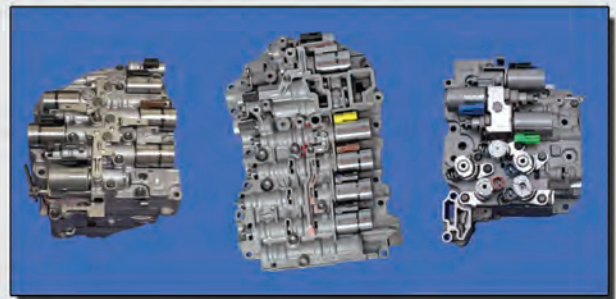
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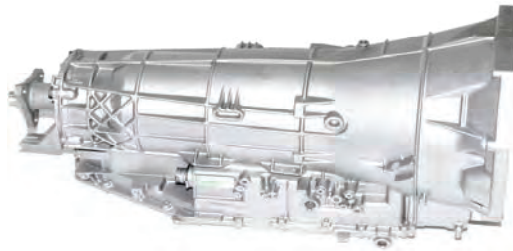


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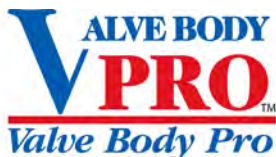
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### Company Profile

Whatever It Takes (WIT) was founded in 1999 by Kenny Hester, a 30 plus year veteran in the Transmission parts supply business. WIT is the complete source for all its customer's transmission parts needs, whether it is new, used, or remanufactured. Parts are currently distributed by 27 branch locations throughout the U.S. With the main remanufacturing and distribution located within 10 minutes of U.P.S.' major Air Hub, Whatever It Takes is able to quickly ship parts worldwide. The majority of the sales staff have been in the business for over 20 years. WIT is an employee owned, customer driven company, there are no stockholders or investors to report to. As owners, the WIT employees' only job is to provide the customer with the things they need to be the most successful shop possible.



### Products

Whatever It Takes carries top-quality products from manufacturers such as Raybestos, Toledo Trans-Kits, Allomatic, ATEC-Transtool, ATSG, Autocraft Manufacturing, Borg Warner, CVC Torque Converters, DT Components, Hayden Coolers, Life Automotive, Lubegard, Powertrain Systems, Precision International, Rostra, Sachs Clutch Kits, Sonnax, SPX Filtran, Stellar Group, Superior, Teckpak-Fitzall, Transgo, Tri- Components, TTXE, Valeo Clutch Kits, Zoom Technology, OE manufacturers and many others. In addition to new O.E. parts, W.I.T. also carries a full line of remanufactured and used parts for both Automatic & Standard transmission. W.I.T. remanufactures Standard transmissions & transfer cases that include a 12 month/ unlimited mile warranty against parts and workmanship.\*



### Customer Service

Customer Service is the cornerstone that W.I.T. was founded on, and has helped it become a major competitor in the transmission parts business. Whatever It Takes prides itself on its excellent customer service and having the parts you need by maintaining a minimum fill rate of 98.8%. W.I.T. prides itself on taking care of its customers. Service, Experience, Quality, Product Availability, Timely Credits, a dedicated Customer Service line are just a few of the reasons why Whatever It Takes has become a major competitor in the transmission parts business. WIT is able to ship its parts overnight to most of the North and South Eastern U.S. With its strategically placed stores, it is possible for WIT to service about 80 % of the country within 2 days. In addition to using UPS & Fed-Ex to ship its packages Whatever It Takes also offers free Night-Box delivery to many areas. By making this commitment, WIT helps to increase its customer's profit margin. With Night-Box delivery, Builders no longer have to wait around for UPS or FedEx to arrive; their package is delivered overnight so the parts are waiting on them the next morning.



### Research & Development

The Research & Development team stays current with the latest transmissions & take photos of every part in these transmissions in order to provide most complete transmission catalog in the industry. They gather information on common wear issues with each new transmission, and develop text descriptions for all the Catalogs and WIT's website ([www.wittrans.com](http://www.wittrans.com)). The R & D team was responsible for creating W.I.T.'s Catalog CD with point and click technology, The Award winning & most up-to-date Vehicle to Automatic Transmission Guide in the Industry, & now the most up to date Vehicle to Manual Transmission Guide in the industry!



### Management

Kenny Hester, President.....800-940-0197 ext.1150  
 Rick Skaggs, VP of Operations.....800-940-0197 ext.1166  
 Rodney Peters, VP of Sales & Marketing..800-633-3134 ext. 2134  
 John Huff, VP of Finance.....800-940-0197 ext.1151  
 Customer Service.....800-940-0197 ext.1560

# COMPANY LISTINGS

## **Whatever It Takes Transmission Parts, Inc. - Tampa\***

4771 Distribution Dr.  
Tampa, FL 33605  
Phone: (813) 247-9200  
Fax: (813) 247-9205  
www.wittrans.com

## **Whatever It Takes Transmission Parts, Inc. - Florence\***

4180 Rushton St.  
Florence, AL 35630  
Phone: (256) 383-9181  
Fax: (256) 383-9143  
www.wittrans.com

## **Whatever It Takes Transmission Parts, Inc. - Orlando\***

4122 Mercy Industrial Ct.  
Orlando, FL 32808  
Phone: (407) 522-4417  
Fax: (407) 522-4603  
www.wittrans.com

## **Whatever It Takes Transmission Parts, Inc. - Birmingham\***

3825 4th Terrace N.  
Birmingham, AL 35222  
Phone: (205) 595-2309  
Fax: (205) 592-2171  
www.wittrans.com

## **Whatever It Takes Transmission Parts, Inc. - Tulsa\***

10877 E. 11th St.  
Tulsa, OK 74128  
Phone: (918) 437-6444  
Fax: (918) 437-6446  
www.wittrans.com

## **Whatever It Takes Transmission Parts, Inc. - Indianapolis\***

1508 S. Keyston Ave.  
Indianapolis, IN 46203  
Phone: (317) 471-8790  
Fax: (317) 780-1271  
www.wittrans.com

## **Whatever It Takes Transmission Parts, Inc. - Knoxville\***

100 East Inskip Rd.  
Knoxville, TN 37912  
Phone: (865) 687-4990  
Fax: (865) 687-3745  
www.wittrans.com

## **Whatever It Takes Transmission Parts, Inc. - Jackson\***

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Fax: (601) 352-5510  
www.wittrans.com

## **Whatever It Takes Transmission Parts, Inc. - Ft. Worth\***

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Halton City, TX 76117  
Phone: (817) 222-9122  
Fax: (817) 222-9709  
www.wittrans.com

## **Whatever It Takes Transmission Parts, Inc. - Minneapolis\***

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Phone: (651) 484-5080  
Fax: (651) 484-5099  
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## **Whatever It Takes Transmission Parts, Inc. - Evansville\***

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## **Whatever It Takes Transmission Parts, Inc. - Ft. Lauderdale\***

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Fax: (954) 971-0675  
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## **Whatever It Takes Transmission Parts, Inc. - Dayton\***

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## **Whatever It Takes Transmission Parts, Inc. - Denver\***

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## **Whatever It Takes Transmission Parts, Inc. - Raleigh\***

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www.zamcotoolsusa.com

## **ZF Services, LLC\***

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meagan.moody@zf.com  
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GEARS does not endorse new products but makes this new information available to readers. If you have a new product, please email the press release information with applicable digital photo or drawing to [fpasley@atra.com](mailto:fpasley@atra.com) or send by mail to GEARS, 2400 Latigo Avenue, Oxnard, CA 93030.

## Industry Mourns the Loss of Danny Gomez



Danny Gomez



ATRA and the transmission repair industry lost a dear friend: Danny Gomez of North Weymouth, Massachusetts, passed away on August 28, 2012 after a lengthy illness.

Danny worked as a rebuilder for Jim's Transmissions in Quincy, MA., and later became an instructor, teaching automatic transmissions at UTI Technical Institute in Norwood, MA. Danny took pride in his work as a rebuilder, diagnostician, and instructor.

Danny was always there at the Boston ATRA seminars. He was active in ATRA's Northeast Chapter since its very early years.

At the Boston seminar early last spring, Danny was optimistic that he was going to beat his illness. He was excited about his summer trip to Spain (his home country) with his family. He passed away shortly after returning.

Danny was a devoted husband and father. He loved his boys and enjoyed playing soccer with them. He was an integral part of the Boston seminar team, and he leaves an empty seat that will be hard to fill.

## Transtar Industries Inc. Enhances Standard TransProduct Offering

Transtar Industries, Inc., the premier provider of world-class drive-line solutions, announced that it has enhanced its standard transmission product offering by expanding inventory throughout its nationwide distribution network. More customers will now have access to standard transmission products from All Transmission Parts (ATP) with same-day service.

"The combination of our industry-leading brands gives us the ability to provide additional solutions for our customers," said Neil Sethi, president of Transtar's Driveline Distribution Group. "This move makes the most comprehensive line of quality powertrain products accessible to even more transmission repair specialists."

"We are truly excited at the opportunity this brings to our customers," says Tom DeMille, vice president of Sales and Branch Operations at Transtar. "With same-day delivery of parts to repair manual transmissions, shops can complete those jobs and get their customers back on the road in record time."

## Corteco Introduces Aisin TF-60/61/62SN, VW 09G, 09M and 09K

Corteco is pleased to announce the availability of TransTec® overhaul kits for Aisin TF-60SN, TF-61SN and TF-62SN; and Volkswagen 09G, 09M and 09K applications that include the newly released TransTec® branded bonded pistons.

The new kit numbers are 2571, 2605 and 2606. In addition to the overhaul kits with pistons, TransTec

will continue to offer the original kits without pistons and the piston-only kit.

## G-TEC Introduces Its New Family of SL Products



New Family of SL Products

G-TEC Inc. announces the immediate availability of its new family of AW SL solenoid cleaning and rebuilding products!

We're now your one stop shop for all your SL rebuilding and repair needs, from our Aisin Warner solenoid rebuild kits, complete with How-To DVD.

With our kits you will cut costs because they allow you to reuse solenoid cans and will reduce your inventory by using our universal bushings and sizing reamers.

G-Tec also offers the popular, self-lubricating thrust washers and 55-50 solenoid adjustment templates and sealing rivets to fine tune the job.

Prices? Always competitive! Give us a call at 417-725-6400 or visit [www.g-tec.com](http://www.g-tec.com).

Overhaul with Pistons	Overhaul with Pistons	Overhaul without Pistons	Piston-Only Kit (4 bonded pistons)
Aisin TF-60SN/VW 09G	2571	2526	4853
Aisin TF-61SN/VW 09M	2605	2596	4853
Aisin TF-62SN/VW 09K	2606	2553	4853

## Sonnax Roadshow 2013: More Cities, More Seminars



Transmission rebuilders are taking their skills to the next level at the Sonnax Roadshow, a free series of valve body testing and reaming seminars touring the U.S. As the popular event enters its third year, Sonnax is offering more Roadshows than ever before.

Sonnax technical experts show you how to identify the root cause of transmission problems, and demonstrate repair techniques to restore or upgrade units.

The Roadshow's live testing and reaming station is the cornerstone of the seminar. Attendees see valve bodies tested and repaired, plus get a bird's-eye view of the details thanks to a large overhead video screen zoomed in on the equipment.

Most seminars will be held Tuesday and Thursday evenings at facilities provided by an authorized Sonnax distributor. A free dinner is served at 5:30 p.m., and seminars typically run from 6:30 to 8 p.m. Lots of technical handouts, testing materials, a vacuum test kit raffle, t-shirts, rebates and more will be given out.

### Recon™ True Blue Certified Converters Featured in Video

Transtar Industries, Inc., the premier provider of world-class drive-line solutions, announced that it has released a new video that features Recon True Blue Certified torque converters. Backed by the industry-leading, three-year, 36,000-mile warranty, Recon by Transtar True Blue Certified torque converters are the best in the

business.

Transtar's new video highlights the state-of-the-art torque converter remanufacturing process that takes place at its two Recon manufacturing facilities in McKees Rocks, Pennsylvania and Rancho Cucamonga, California. Viewers can observe first hand the advanced process which certifies that each torque converter is the highest quality available — providing customers with peace of mind.

"Many of our customers have asked us exactly what 'True Blue



Certified' means," says Mike Cargill, product manager at Transtar. "Our new video defines True Blue Certified to a tee. Each True Blue Certified torque converter must pass our demanding, multistep series of tests and is built to outperform any other converter on the market."

"By utilizing the industry's most advanced rebuilding methods, we are able to offer the highest quality converter available," says Jim Berry, vice president of Marketing at Transtar. "This gives our customers confidence that when they install a True Blue Certified converter, they are installing the best."

Toe view Transtar's new video, visit the Transtar web site, [Transtar1.com/torque](http://Transtar1.com/torque), or Transtar's YouTube channel, [youtube.com/transtarindustries](http://youtube.com/transtarindustries). For further information on Transtar's torque converter product line, customers should contact their Transtar representative or call 855-Transtar.

### The Tragic Loss of Scott Wayte Stuns Industry

Scott Wayte passed away on Friday, December 28, 2012, the victim of a hit-and-run driver. He was married to Denise Wayte for 26 years and had two daughters: Brooke (24) and Allie (19).

Scott was a longtime industry veteran who worked for his father-in-law, Dennis Marshall, at Precision International for over 15 years. He moved on to VTP Trans Parts in Brooklyn, NY in 2005, where he spent the last seven years as general manager.

"Scott was a great friend, co-worker, and father, who worked tirelessly for the benefit of VTP and his family," says Danny Apice of VTP Trans Parts. "Without him, I could not have achieved the success that we have. I was blessed with the experience of working with him for the past seven years. He was a special person who will be sorely missed by all that knew and loved him."

### TransTec Introduces New Overhaul Kits for Hyundai A6MF1/2

Now available from Corteco, TransTec® overhaul kits DP2601 and DP2607 for the 6-speed, front wheel drive Hyundai A6MF1/2 transmission.

Model	Engine Type/ Size	Years
<b>Hyundai</b>		
Grandeur	2.4L, 2.7L	2009-on
Sante Fe	2.4L, 2.7L	2009-on
Tucson ix	2.0L, 2.4L	2009-on
Avante MD	2.0L, 3.5L	2010-on
ix35	2.0L, 2.4L	2010-on
Verna	1.6L	2010-on
i30	1.2L, 1.6L, 1.8L, 2.0L	2011-on
Elantra	2.0L	2012-on
<b>Kia</b>		
Oprius	2.7L	2009-on
K5, K7	2.0L, 2.4L, 2.7L	2010-on
Lotze	2.0L, 2.4L	2010-on
Optima	2.0L, 2.4L	2010-on
Sportage	2.0L, 2.4L	2010-on
Sorento	2.4L, 2.7L	2010-on
Carens	1.7L, 2.0L	2011-on
Forte	1.8L, 2.0L, 2.4L	2011-on
Soul	1.6L, 2.0L	2011-on

All of these kits and components are in stock and available for immediate delivery.

For more information, visit TransTec.com line at [www.transtec.com](http://www.transtec.com).



## New TransTec® iPhone App Simplifies Identifying Transmissions by Vehicle



New TransTec® Transmission-by-Vehicle iPhone app identifies automatic transmissions in virtually any vehicle in the world.

Transmission professionals can now identify automatic transmissions in virtually any vehicle in the world with a new, TransTec® Transmission-by-Vehicle iPhone app now available on the App Store.

Developed specifically to eliminate confusion over look-alike transmissions, the iPhone app identifies transmissions by vehicle make, model, year, and engine.

The Transmission-by-Vehicle app includes global coverage through the 2012 model year, so you can select BMW, for example, to learn that a 2007 BMW 3 Series with a L6 3.0L engine has a 5-speed, rear wheel drive transmission (model 5L40E). The new iPhone app is continually updated so users always have access to the most current and comprehensive vehicle listings.

The new TransTec® Transmission-by-Vehicle app is free of charge and can be used on any iPhone, iPad, or iPod Touch. To download the Transmission-by-Vehicle app, visit: <https://itunes.apple.com/us/app/corteco-transmission-by-vehicle/id548638200?mt=8>.

## JASPER Announces New Corporate Leadership Positions

Jasper Engines & Transmissions is pleased to announce these changes

within the company's leadership positions:



John Schroeder



Joe Haug



Mark Balsmeyer

John Schroeder has been named vice president of Drivetrain Manufacturing. John will coordinate the Transmission Divisions at Jasper and Crawford County, Indiana, and Willow Springs, Missouri, along with the Differential Division at the Jasper facility. He has served in the People Department (Human Resources), and was division manager of Crawford Transmission and the Jasper Production System (JPS) over his 12 years with JASPER.

Joe Haug has been named manager of the Transmission Division at the Crawford County facility. Joe spent many of his 33 years within the Transmission Division prior to becoming a group leader at Crawford many

years ago.

Mark Balsmeyer has been named director of the Jasper Production System (JPS). JPS is a combination of JASPER's workforce and the processes and systems that guide the company's remanufacturing procedures. Mark will lead a workshop team in early 2013, along with coordinating future workshops and Continuous Improvement initiatives. During his nine years with JASPER, Mark has managed the Willow Springs and Crawford County Transmission divisions.

"As JASPER continues to grow and diversify into other opportunities, we will continue to look for leaders with cross functional experiences within our company to take on additional responsibilities," says Zach Bawel, JASPER president and chief operating officer. "These individuals have proven themselves within other roles with JASPER."

With these changes, JASPER Vice President of Production Mike Schwenk will shift his focus to spend more time leading several support divisions within the company.

## Sonnax 48RE Six-Tab Planetary Thrust Washer



Sonnax 48RE Six-Tab

The rear planet thrust washers in Chrysler 48RE transmissions are high-wear items, which generate large amounts of debris.

Sonnax Kryptonite, six-tab thrust washer, 22700GT-01, is a PTFE-coated, drop-in replacement part that's more durable and creates less break-in wear debris than bi-metal thrust washers.

Visit [www.sonnax.com](http://www.sonnax.com) for more information.

## TEMCO Announces the New Large Capacity T60 Parts Washer



TEMCO Industrial Parts Washing Solutions of Oklahoma City, OK, has announced the introduction of its newest generation of large capacity industrial parts washers.

The TEMCO Model T60 has an amazing working height of 96" and a 60" diameter turntable that will support a load capacity of 5000 lbs. TEMCO has released this new model T60 in either carbon or stainless steel.

The T60 pictured is the 100% stainless steel version and is bound for TIMKEN Bearing of Canton, OH. TIMKEN Bearing plans to use their new T60 to degrease large steel die rollers and other large steel manufacturing components.

To learn more about the new T60, or any of TEMCO's growing family of industrial parts washing solutions you can contact TEMCO directly and talk to an industrial parts washing solutions specialist at 800-245-1869 or email any questions at [temco@washparts.com](mailto:temco@washparts.com).

### Trans Tool, LLC Purchases A To Z Tools

Continuing its strategy of delivering exceptional and innovative tools for the transmission, engine, and exhaust repair industry, Trans-Tool, LLC has agreed to acquire A to Z Tools. A to Z Tools is 100% owned by Trans-Tool, LLC of San Antonio, Texas.

"A to Z Tools reflects the extraordinary passion, vision, and belief in qual-

ity products delivered to the marketplace by its late founder, Bill Schultz," said Bob Safstrom, president and owner of Trans-Tool, LLC. "This transaction combines a solid portfolio of equipment, tools, aqueous washers, and shop equipment, with additional complimentary engine and exhaust repair tools, to generate sustained growth and drive significant, long-term value.

"For 25+ years, Bill Schultz and I were not only strong business colleagues, but, most importantly, friends. One of my greatest pleasures has been to see A to Z Tools passed from one generation to the next. I am excited about this transaction, and proud to own and carry on the name of A to Z Tools for my friend," said Safstrom.

Trans-Tool, LLC will proudly continue to serve A to Z Tool's customers, including mobile tool dealers, warehouse distributors, and private label accounts. All future A to Z Tool orders should be sent to Trans-Tool, LLC directly for fulfillment.

Trans-Tool LLC is located at 110 Connelly, San Antonio, Texas, 78203; phone 800-531-5978. Or visit them on line at [www.trans-tool.com](http://www.trans-tool.com).

### Damaged Input Reluctor Sets P0716 or P0717 on 4L70 Transmission

Be extremely careful handling the forward drum/input shaft on a 4L70 series transmissions. These input shafts now include a reluctor for the input speed sensor, and that reluctor is made of a soft metal; it's easy to dent or scratch the reluctor.

If you damage the input shaft reluctor, it could cause the computer to set one of these codes:

P0716 — Input speed out of range

P0717 — Loss of input speed signal

Early units didn't have an input speed sensor in the pump stator, so damaging the reluctor during a rebuild or repair wasn't an issue.

For more, visit Precision International at [www.transmissionkits.com](http://www.transmissionkits.com).

### Precision Kits Include Updated 4L65/4L70 Separator Plate

GM had an issue with debris — usually case aluminum flashing —

getting to the shift solenoids on their 4L65 and 4L70 transmissions. This would set code P0756: shift solenoid B performance. And it could occur on transmissions with fewer than 5000 miles on them, while still covered under warranty.

In earlier units, the separator plates included two flat screens. The new plates now include a third screen to protect the shift solenoids. These screens aren't serviceable separately, as they and the gaskets are bonded to the separator plates.

Precision International has released a separator plate to fit all 4L65/4L70 models. Look for this separator plate in our newly released KP33900N and KP33900NX overhaul kits.

For more, visit Precision International on line at [www.transmissionkits.com](http://www.transmissionkits.com).

### Transtec Introduces New Kit for Jatco JF613E 2007-up

Just released! TransTec® brand overhaul kit DP2594. This kit services the 6-speed Jatco JF613E transmission found in these vehicles:

Model	Years
Outlander	2007-up
Nissan X-Trail	2007-up
Murano	2007-up

DP2594 includes original equipment NOK axle seals that are available only from Corteco.

Featured Components

TransTec#	Description	Years
B11580	Duraprene pan gasket	07-UP
B29231	Converter hub seal	07-UP
B37204	Left and right axle seal	07-UP
3565	Sealing ring kit	07-UP

All of these kits and components are in stock and available for immediate shipment.

Duraprene® is a registered trademark of Freudenberg-NOK Sealing Technologies.



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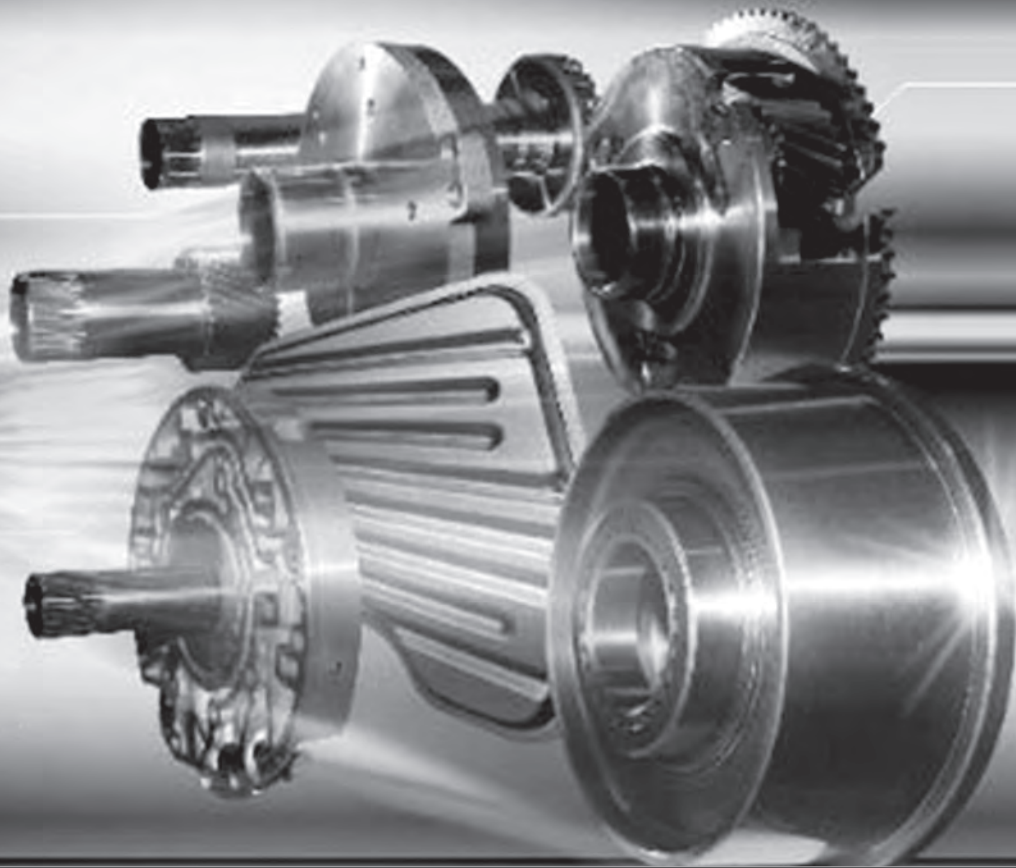


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