★ SHOW ISSUE ★

ERA EXCHANGE

YOUR GUIDE TO ELECTRICAL REBUILDING

May 2018 $12.95

AUTO ELECTRIC CORNER
Externally Regulated 11026 & Delco PMGR Solenoids

AT WITS END
Overcharging Mechanical Regulator

COMMON SENSE | AFTER THE SALE
Connect With Your Customers

A WORD FROM THE VICE PRESIDENT
2018 Trade Show Recap



This year's ERA Trade Show in Montgomery, AL not only offered exceptional training but also included interesting & entertaining venues over a 4 day weekend.

Starting on Thursday, 100 attendees toured Hyundai Motor Manufacturing Alabama. We boarded electric trams that drove us through five huge manufacturing & assembly buildings were we saw robotic assembly lines and Hyundai employees working side-by-side as completed vehicles roll out one a minute.

On Friday morning after a complimentary breakfast, we boarded buses again to visit Regitar USA where we were treated to a live feed presentation from Mobiletron's manufacturing facilities in Taiwan & China. That was followed by 2 seminars by Gene Kaiser, Regitar's quality control and technical manager and our own Mohammad Samii. They explained how voltage control has evolved over the decades with particular emphasis on testing today's alternators both on and off the vehicle.

Once we returned to the hotel, the first of two ERA-sponsored buffet luncheons offered attendees the chance to network and socialize over lunch. More technical seminars after lunch preceded the opening of ERA Expo 2018. Each evening attendees were treated to complementary soft drinks, beer, wine and snacks in the lobby.

On Saturday morning three more seminars on technical and business topics were presented, followed by the second luncheon where the location of the 2019 ERA Trade Show was announced to be Springfield, MO. The final three hours of the exposition followed. I have to extend a big thank you to all suppliers who donated prizes for our raffle. Many attendees went home with great prizes and heavier luggage.

Saturday evening was the highlight of the weekend as we were treated to a river boat dinner cruise aboard the Harriott II on the Alabama River, boarding just a short walk from the hotel. It was provided by the Tsai Family and Regitar USA as a very gracious gift to all who registered early. The cruise included fine dining, musical entertainment and socializing for all. A Big Thank You to the Tsai Family and Regitar employees who personally greeted and thanked each person as they boarded and departed the vessel.

Sunday morning concluded our weekend with our annual board meeting. Total attendance was announced as 189, the most since the ERA took over the show.

The election of officers was held and again, yours truly was voted to another term. Aren't you tired of me yet? Please fellow members, step up and be part of the voice and direction of the ERA. Volunteer and share your expertise.

Two global members traveled from New Zealand and Bermuda yet some members within a 100 miles of Montgomery did not attend. For those who did not attend: You missed one hell of a weekend. I hope to see you next year in Springfield, Missouri.

Ken Plourde

NEW ERA MEMBERS

Agan Auto Parts
Temple, Georgia

White Springs Repair
Mifflinburg, Pennsylvania

Barding Alternator & Starter LLC
Petal, Mississippi

Thomas Starter & Alternator
Wetumpka, Alabama

Armature G. Roy
Princeville, Quebec, Canada

Starters Alternators & Service
Lake City, Minnesota

ABOUT THE COVER

Attendees watched a live feed tour of Mobiletron's Taiwan manufacturing facility.

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Rebuilding is Recycling!

INDUSTRY NEWS
& ANNOUNCEMENTS

A New ERA Label Is Now Available!



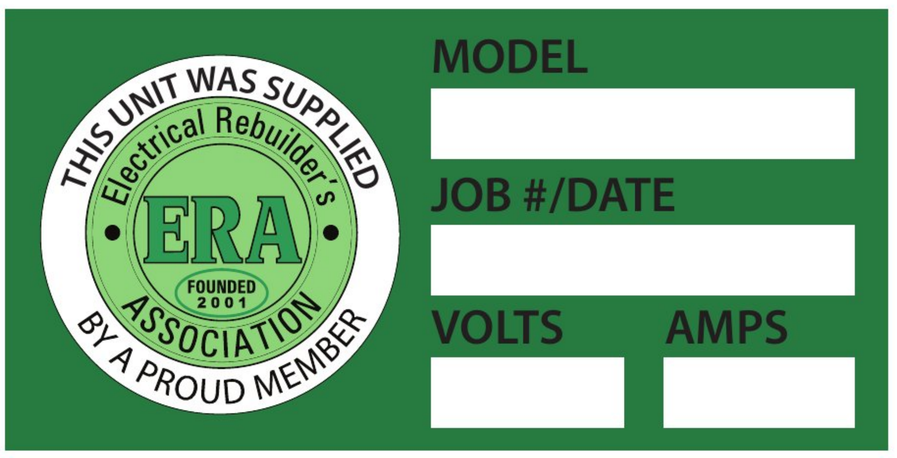
In response to requests for a label to help members identify their alternators and starters, this new ERA Unit ID label is now available. The 1.5" x 3" tough waterproof vinyl label provides space to write or stamp a unit number, your invoice number or date, the units voltage and the unit's amperage. This 2-part label comes with a self-adhesive cover sheet to preserve your unit info. It has been designed to work with both rebuilt and new units and is manufactured to last many years in the field.

These attractive labels are affordably priced and can be ordered today by calling the ERA office at **(636) 584-7400.**

18 labels per sheet

1 sheet: $11.00 each
6 or more sheets: $9.00 each

Price includes postage



ACTUAL SIZE



AUTO ELECTRIC CORNER — Externally Regulated 11026 & Delco PMGR Solenoids



BY MOHAMMAD SAMII

As you may have read or heard about by now, the 2018 ERA Show was a huge success with record breaking numbers in attendance, a variety of training and plenty of activities that has been rare in recent memory.

The Plant Tour at Regitar USA included an ERA training session inside their facility that was specially prepared and set up for the event. Our collective gratitude goes to Regitar USA, Dr. Tsai, Gary Tsai, Gene Kaiser and the entire staff who provided us with a great tour, seminar, refreshments, gifts, and a very gracious and extravagant evening boat ride on the Alabama River complete with dinner, music, and drinks on Saturday night. We are very grateful.

11026 Alternator Story…!

Our local Ford dealer who occasionally sends us odd units from their commercial/truck division sent us an 11026 Mitsubishi alternator that came off of a 2008 Ford E-450 Super Duty van that was modified into a small shuttle transport bus. The unit they brought in could not be tested as its clutch pulley was turning freely in both directions. Since we had a rebuilt one on the self, we handed them the exchange with a new aftermarket clutch pulley (J&N's 206-48001 made by ZEN) installed, and send them on their way. Not a good move as it turned out later!

A couple of days later the technician called and said either the pulley has gone bad or something was wrong with the alternator. It is not charging. After a few questions about the plug and the power and ground, I asked him to send our alternator back for inspection… which he did without any complaints. However, they also sent the new **regulator** (!?) and its wiring loom they had ordered through the coach manufacturer as he believed the issue may have something to do with the regulator (*see Figure 1*).

So here is what we have…an 11026 alternator that is a typical Ford-PCM driven unit, and an external Prestolite/Leece-Neville 105-361 regulator with a new wiring harness. A quick visit to the dealership became necessary to see the van with my own eyes, they are only minutes away. Here is what I found out:

The application catalog shows a 7776 or 7764 3-G alternator as what goes on this truck. The trucks wiring schematics shows that this alternator is not PCM-driven (obviously, using a 3-G) but are what's called by Ford a **System-1** set up, discussed during the show in the ERA training session in Regitar's building. They simply use a light for activation and not any signal from the PCM. The 11026 alternator is a **System-4** set-up. It uses two way communication with the PCM via "Sig" and "Fr" lines, as was discussed in the training session. So how did they get a PCM-driven 11026 to work with an external Prestolite/Leece-Neville regulator?!

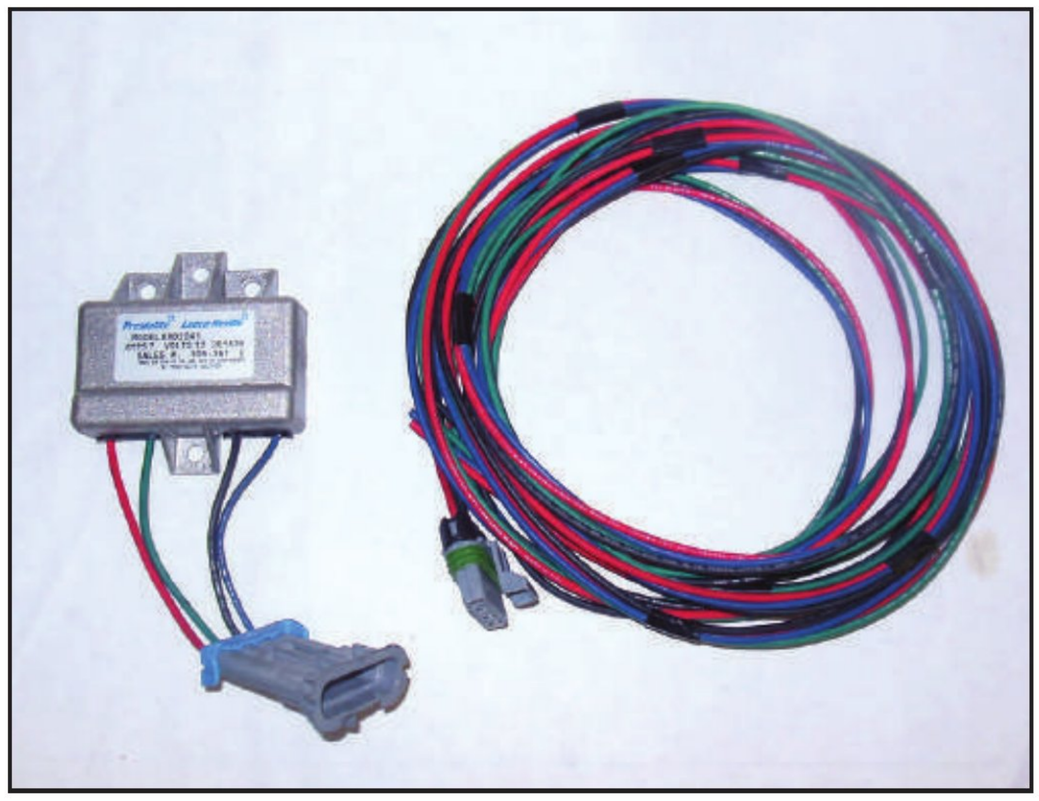


Figure 1 – The Prestolite/Leece Neville 105-361 regulator kit with wiring loom

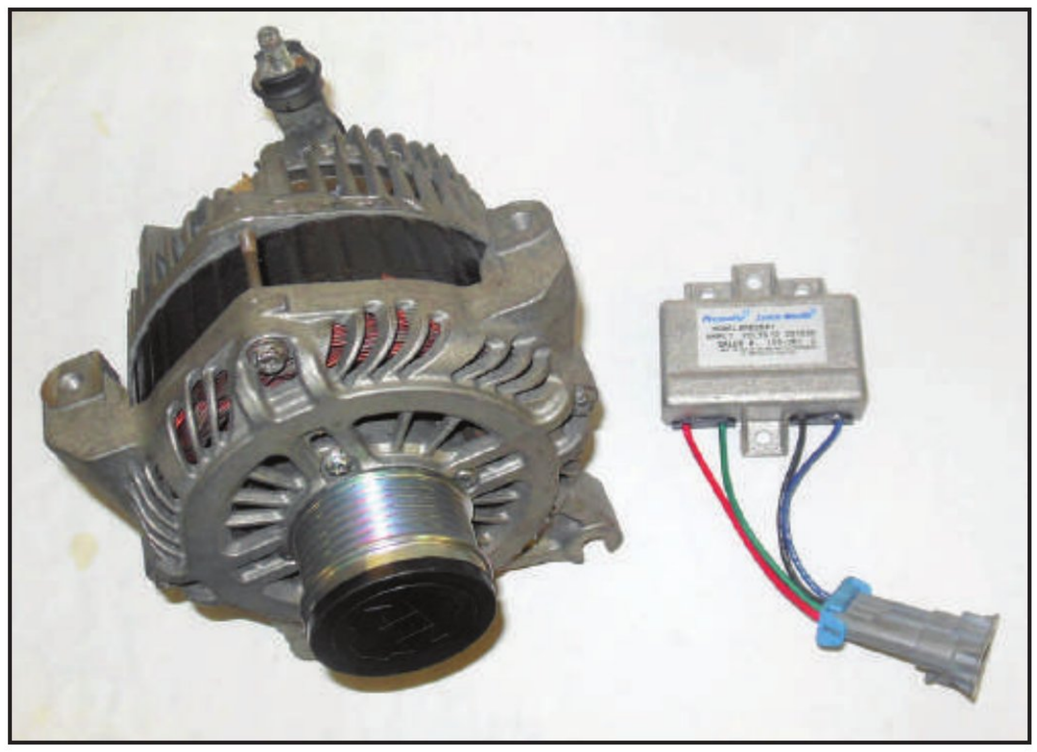


Figure 2 – The modified 11026 alternator to run with external 105-361 regulator

Their core was still available having been torn down, cleaned up and inspected. The regulator would not pass any test, and I was waiting for a new regulator to arrive. Further investigation of the bad regulator which I am glad it was not pitched into the trash bin showed it had been (fill in the blank)…modified, rigged, rearranged, messed with, or re-engineered! Meaning they had somehow connected the "Fr" terminal of the regulator to the field brush, thus making an external "Field" terminal to work with the 105-361 external regulator, which is "A-circuit". The "Positive" brush was connected to the +B internally as they usually are, and the regulator plug on the vehicle wiring had only ONE pin, which was now "Field", formerly the "Fr" pin. They had of course switched the connectors to be adaptable to

a 6-G type alternator, meaning going from a 330 plug (3-G) into a 336 (6-G) plug, but using only one wire.

So we rebuilt their original alternator with their own modified regulator which was basically now a brush holder with no circuit and no PCM involvement. Their old 105-361 checked OK also but since they had bought one, they replaced it anyway (*see Figure 2*). One can only imagine the size of the dealer's invoice on that job!

The lesson I learned from this was to be cautious of modified units in the future and investigate the application before trying to expedite the work by giving the customer an exchange unit. A lesson learned the hard way, to be shared here with my colleagues.

Delco PMGR Solenoid

As you well know, the Delco PMGR starters come in different versions while they may have the same Lester number. Lester 6449 is a good example. This makes stocking parts for them a little difficult as each version may have their own armature, brushes, bushing and drive particular to that specific family. But what they have in common are their solenoids. A typical 3-post solenoid (either standard or vented like a WAI 66-132 or 66-132V), will cover a large majority of the automotive applications for this starter family, regardless if they are PG260D, F1, F2, G, L, or M versions.

I rebuild these solenoid in-house using a new cap if the contacts are good enough to be dressed and reused. This may not necessarily be a very wise financial decision, but I like rebuilding the OE solenoids which in the long run allows me to perhaps maintain a better grip on quality. Besides, after all of these years, I truly enjoy the challenge of rebuilding crimped-cap solenoid of any kind!

While on vehicle, after many years of use, some develop a little hesitation, a little unusual noise (chatter) just before engagement, or occasionally draw a large amount of current that may or may not be followed by cranking. Shortly after such occurrences, the unit will permanently quit and needs to be replaced. At times you see failed cores that the drive seems to be free to move along the armature as if the fork is broken or missing.

A look into the solenoid in such cases, the problem is usually determined to be a broken, missing, or burned insulator over the contact bar (disc) that insulates it from the contact's stem (ground) (*see Figure 3*). In many cases I have seen this insulator break and fall off, making a direct contact from the disc to ground possible. High current surge grounding out through the disc burns the remaining metallic washer and then the starter quits. (*see Figure 4*).

At times the high current surge to ground is made through the plunger spring that melts and stops the fork from holding the dive back. This allows the drive to slide back and forth freely over the armature shaft, acting as a broken fork. So my advice is as soon as you determine that starter is occasionally drawing too much, or there is a sort of delay in cranking associated with unusual starter operation and varied cranking speed, do not hesitate to recommend a starter replacement as a total failure is quite imminent.

In closing, I admit I was very pleased with the turnout of the show, and am very happy to have met many of you face-to-face and chat. Until I see you again, keep up the good work.

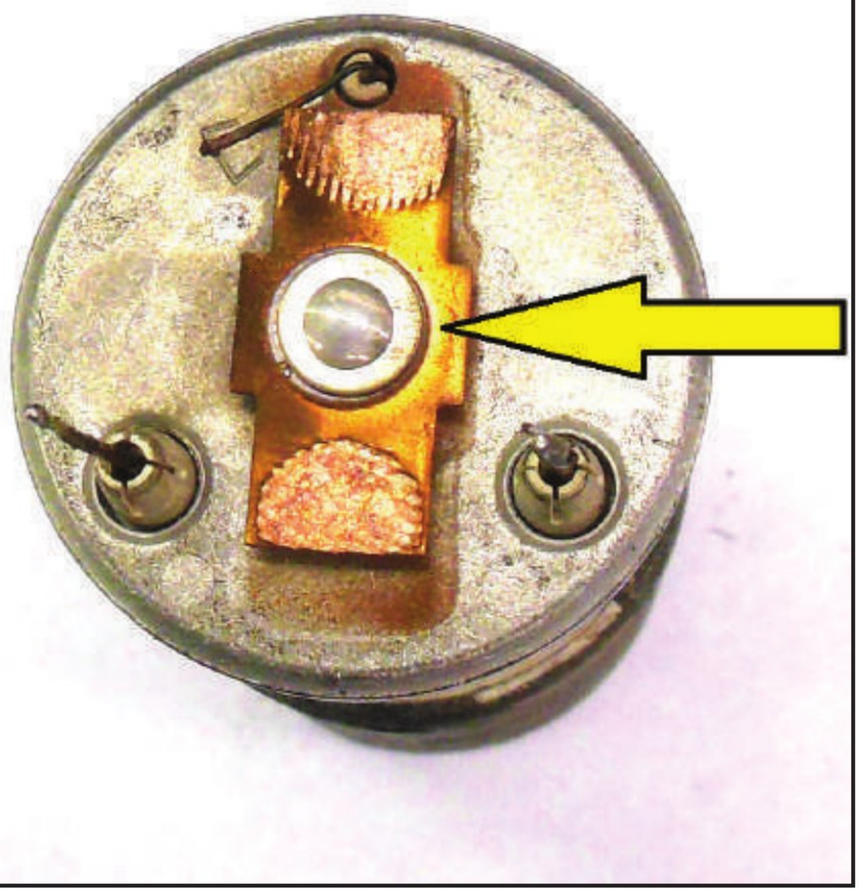


Figure 3 – A good insulator still in place and functioning.

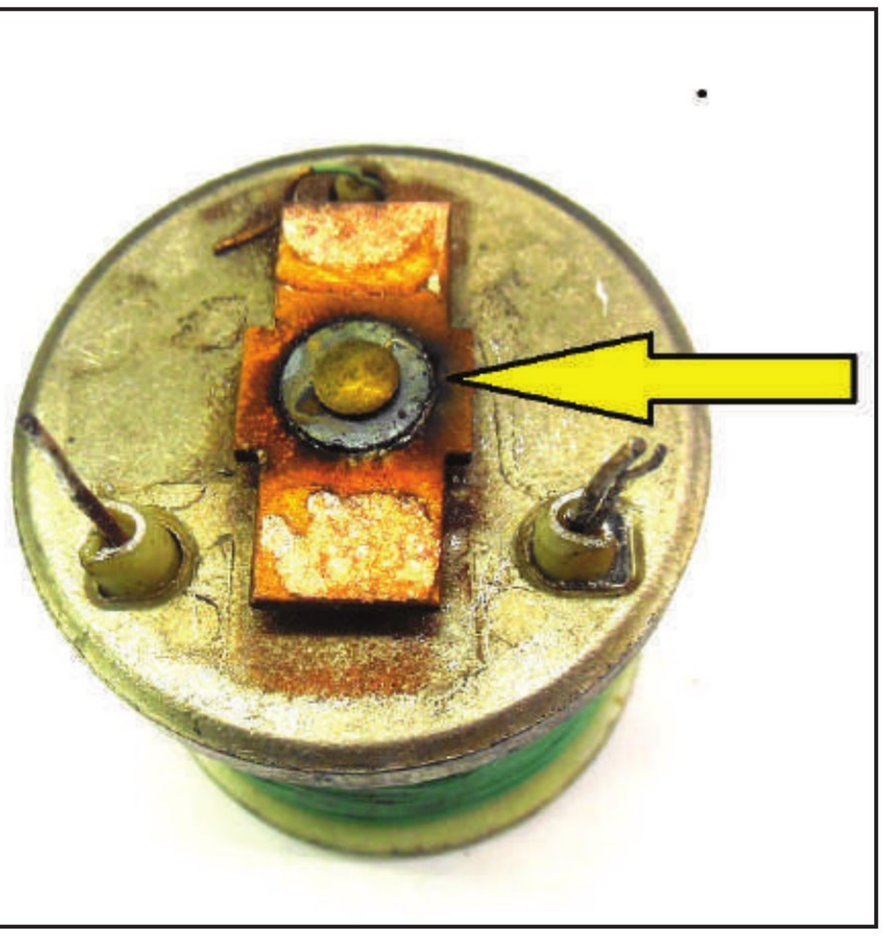


Figure 4 – Missing insulator and the resulting burned and grounded contact bar

COMMON SENSE — AFTER THE SALE
Connect With Your Customers



BY BOB THOMAS

When it comes to business transactions, for any type of enterprise, nothing is more important than knowing what each customer actually needs and ultimately expects from you and your business. However, that is not always as simple as it sounds. Good communication and complete understanding are not always easy to attain and making assumptions can get you into trouble real fast.

To begin with, most customers do not know exactly what they need when they walk in your door. And if they do, they may not be proficient in explaining that need to you. But make no mistake about it. Your product and reputation are dependent upon what they think or believe **after the sale.** So you must spend time before the sale to learn what they really want or need. Investing that time up front not only improves the chance of a successful transaction but for your customer, it instills confidence in you and your business. It takes patience on your part to accomplish that.

To be successful, you cannot rely entirely on the words that a customer uses because many times, your customer does not actually understand their problem, let alone what might be causing it. If they do manage to verbalize their needs, you have to remember that you are hearing what they "believe" they need, which could very well be wrong. You may feel that their shortcomings are their own fault, not yours, and maybe that is true. But irregardless, you and your product will ultimately be judged by your customer's level of satisfaction **after the sale.**

One of the reasons that I ventured into this business of rebuilding electrical parts was the lack of scientific knowledge in this industry. I saw that as great opportunity in the late 1970's, when alternators were new and few of those working in the auto repair business had a clue about how they actually worked. Most of my competition was good at taking things apart and putting them back together again quickly. If it failed the bench test they changed parts until it worked. If it failed to work on a vehicle but functioned adequately on the bench, they considered it to be the customer's problem. That kind of attitude had long term detrimental affects on not only their businesses but the rebuilding industry as a whole.

As our world has evolved since, vehicles and their component parts have become even more technical. We have gone from diodes and transistors to modules throughout the vehicle that communicate with one another using tiny wires and a language based entirely of two characters - X's and O's. Few people who walk through your door today, or call you on the phone, understand how any of this works and the vast majority do not care to know. They may think they



understand what they need based on advice from a friend and that advice could be right or wrong.

Today, your customers are more likely than ever to convey the wrong message to you, which can quickly lead you to misconceptions. From there it can go downhill fast toward total dissatisfaction on their end. If you believe that the lack of communication is their problem, not yours, then guess again. In their dissatisfied mind, you are wholly responsible.

The point here is that you, the seller, has an obligation and duty in the buyer's mind, to provide advice and guidance on every sale. Some customers may ask you point blank for it, but they all expect it in silence. In order to fulfill that expectation, you must establish a dialog. The secret to successful communication is simple - ask questions, lots of them. And how you ask those questions is equally important. You cannot just tell a customer that they are wrong if you want to keep them. You have to explain how their particular part works, what went wrong with it and why. That is an art in itself that I'll describe at another time.

Some sales may seem to be cut and dry. The starter or alternator is non-functional and the customer needs to have it rebuilt or replaced. But if the alternator or starter shows signs of of misuse, you need to explain that up front, tactfully – not accusingly. This helps your customer to avoid making the same mistake again and allows you to avert an unhappy customer with a warranty claim a week or month later.

In the hustle and bustle of a busy business day, it is not always easy to spend precious extra time with a customer, who may well not be sure that he knows what he needs. But in the long run, you are far better off taking as much time as it takes to insure that both you and your customer are on the same page.

Remember that your business and reputation depends entirely on one thing. That is your customer's impression **after the sale.**

ERA REBUILDER UNIT LABELS



All labels are printed in bright color on a heavy heat-resistant stock with high-bond adhesive backing. They are laminated with a clear layer that is resistant to oil, gas and water. They will give your products a professional look that will set them apart from the competition. Labels are affordably priced and can be ordered right off of the ERA website or by calling the ERA office at: 636-584-7400. All prices include free shipping.



REBUILT BY A PROUD MEMBER
Size: 1" diameter
Sold in sheets of 81
$15.00 1 sheet
$12.35 3 sheets
$9.00 6 sheets or more



DO NOT STRIKE
Size: 1.5" x 3.0"
Sold in sheets of 18
$6.50 1 sheet
$5.20 3 sheets
$4.20 6 sheets or more



WATER DAMAGE MAY VOID WARRANTY
Size: 1.5" x 3.0"
Sold in sheets of 18
$6.50 1 sheet
$5.20 3 sheets
$4.20 6 sheets or more



START ONLY FROM SEAT
Size: 1.5" x 3.0"
Sold in sheets of 18
$6.50 1 sheet
$5.20 3 sheets
$4.20 6 sheets or more

AT WITS END
Overcharging Mechanical Regulator



BY BOB THOMAS

Some time back a former garage customer contacted me for help with the charging system on an older vehicle, a 1954 Ford pick-up. The truck, I was told, belonged to a pawn shop owner who used it about once week to pick up and deliver items that would not fit in his car. At times, he admitted the truck might sit for a month. I was told that it was a "beater" - not a restoration project. The generator was not charging and the system was still 6 volts, positive ground. The garage owner's parts supply dealers had all told him that this once common 6-volt Ford generator was no longer available.

I told my friend (when I was in business, all customers who bought frequently and paid well became friends) that I'd be glad to help if he was willing to bring the generator and regulator to my home, about a 70 minute drive from where his shop is located. He did just that the following evening. I motor-tested the generator first and it failed. There was no sense in going any further.

We discussed what would be required to convert the electrical system to 12 volts with an alternator against the cost of rebuilding the generator and possibly replacing the regulator. The next day he called and said that the pawn shop owner chose to stick with the generator because it was cheaper than a conversion. The advantages of more reliable starting, brighter headlights and cheaper batteries into the future were insignificant. The owner said the truck started fine on six volts and he never drove it at night. That is how this project got started.

The generator I should add was a clean-looking "factory" reman, complete with a well-known name on the label. I suspected poor brush contact or open armature bars based on the lack any significant amperage draw during the motor test.

What I found was that one brush spring was a Ford **starter** brush spring. Whomever assembled it must have realized that a starter spring would put too much pressure on a generator brush because the attempted modification put almost no pressure on the brush at all. In fact, it was barely touching the commutator of a pristine rewound armature. The field coils were practically new too. With new generator brush springs and brushes, one 6203 bearing and a little cleaning, a perfectly working generator emerged.

Now to test the voltage regulator, an aftermarket American Bosch that had obviously been on the truck a lot longer than the reman generator. The paint was beginning to peal off the cover but the contacts and coils "looked" great. Hooked up to the generator on the bench, the regulator's cutout seemed to be working perfectly but the voltage quickly rose above 8 volts at a high RPM when under no load. No problem, I thought to myself, having adjusted many mechanical regulators successfully. But that is when my luck seemed to run out on a project that was going oh so well.

For the way this truck was being used, short runs only once a week or less, my target voltage was 7 volts or slightly higher. At low to medium shaft speeds, the regulator could be adjusted to hold steady at 7 volts. But no matter what I did, I could not get the voltage to hold at high speed. Under no load, voltage rose quickly above 8 volts or more. Figuring there was something wrong with the regulator, I tried a brand new (Made in USA) voltage regulator, which was probably made in the same factory as the old American Bosch. It behaved exactly the same way. In desperation to isolate the cause, I inserted a fiberboard insulator between the voltage relay contacts, which in my mind should have opened the field circuit. But that had no effect either because of, I would eventually figure out, a resistor on the bottom of the regulator. It essentially bridges the voltage relay contacts (*see Figure 1*), which was allowing a small level of field current to flow from the armature terminal to the field.

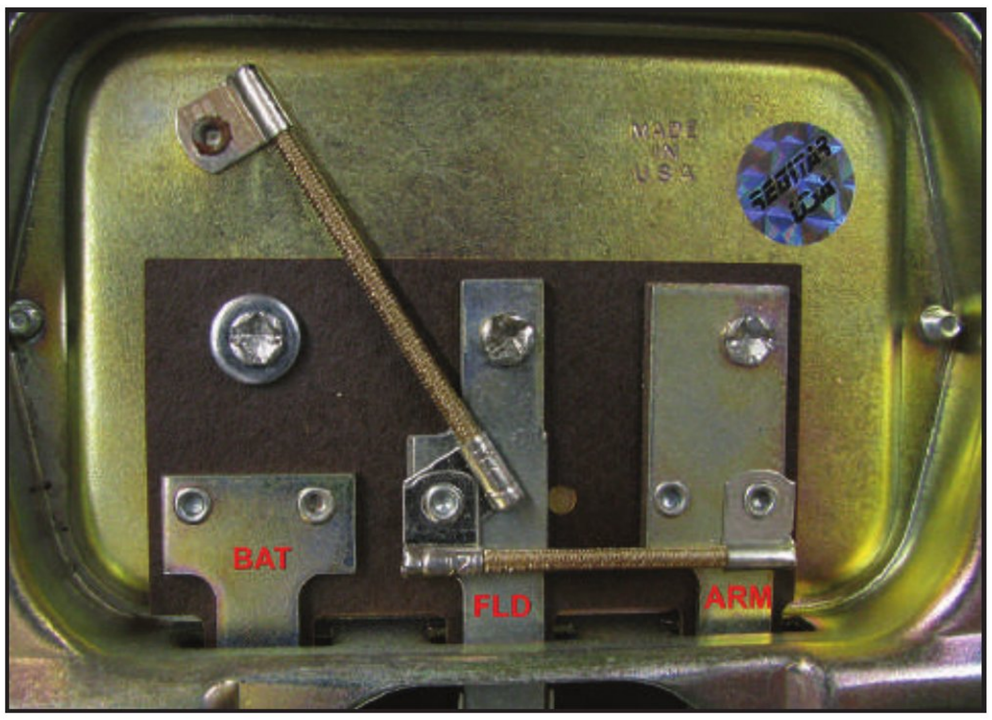


Figure 1 – These resistors are important in all mechanical regulators. They reduce arcing by providing an alternate path for arcing voltage.

That resistor is there to provide an alternate path for current when the contacts open, sort of a voltage shock absorber. It minimizes contact arching and prevents a complete collapse of the magnetic field in the generator's poles. The second resistor in the photo, between armature and field, also provides an alternate path to minimize arcing. Without these resistors, the voltage relay's contacts would not last very long.

This led me to falsely believe that the overcharging had something to do with field coils or rewound armature. What else is left?

A little further testing proved that a five amp load was just enough to keep the voltage from climbing. So the question then was would this truck's ignition system provide enough of a load? I believed there was a good chance that it would, but I could not be 100% sure with the truck so far away. Wishing and hoping has never been on my acceptable list. That is when I decided to convert the regulator's control relay using an electronic regulator. The problem, I thought, would be finding an electronic 6 volt, B-circuit, positive ground electronic regulator.

But all electronic voltage regulators, standing alone, are isolated ground. They have a ground connection that is usually negative but any of them can be converted to positive ground by swapping the insulated positive and negative ground for insulated negative and positive ground. **But that also changes the polarity of the field control**

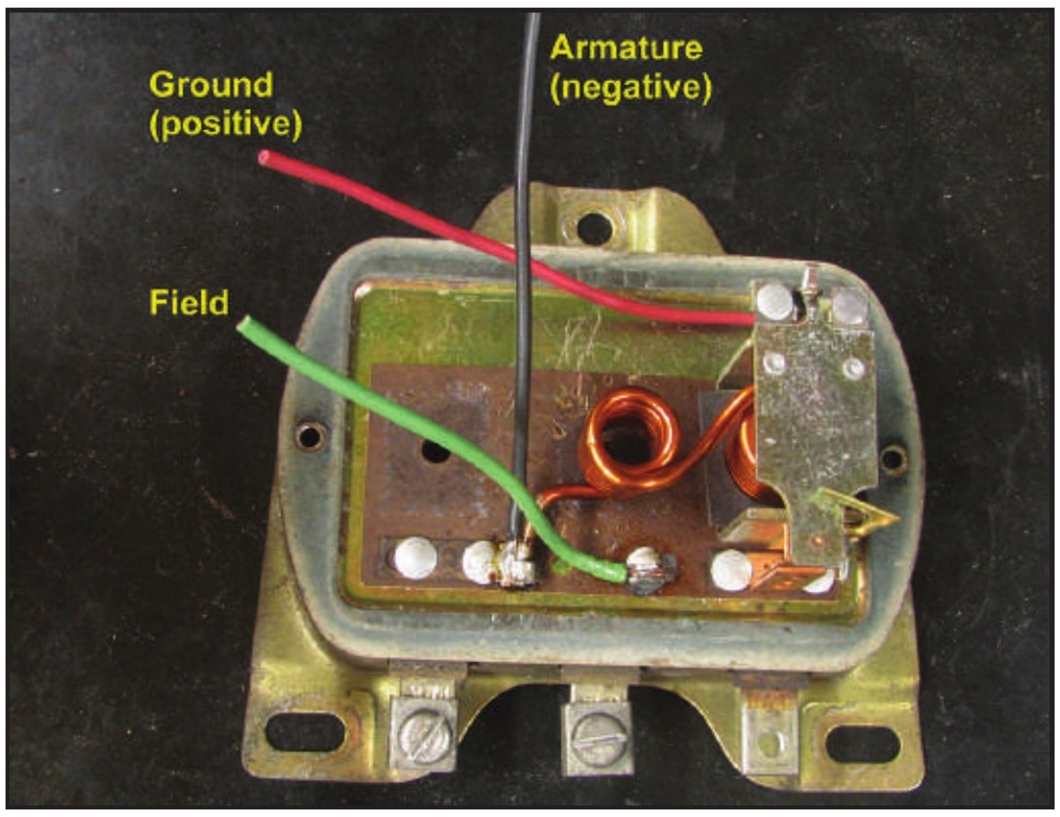


Figure 2 – Here we are preparing a positve ground regulator to install a negative ground electronic regulator.

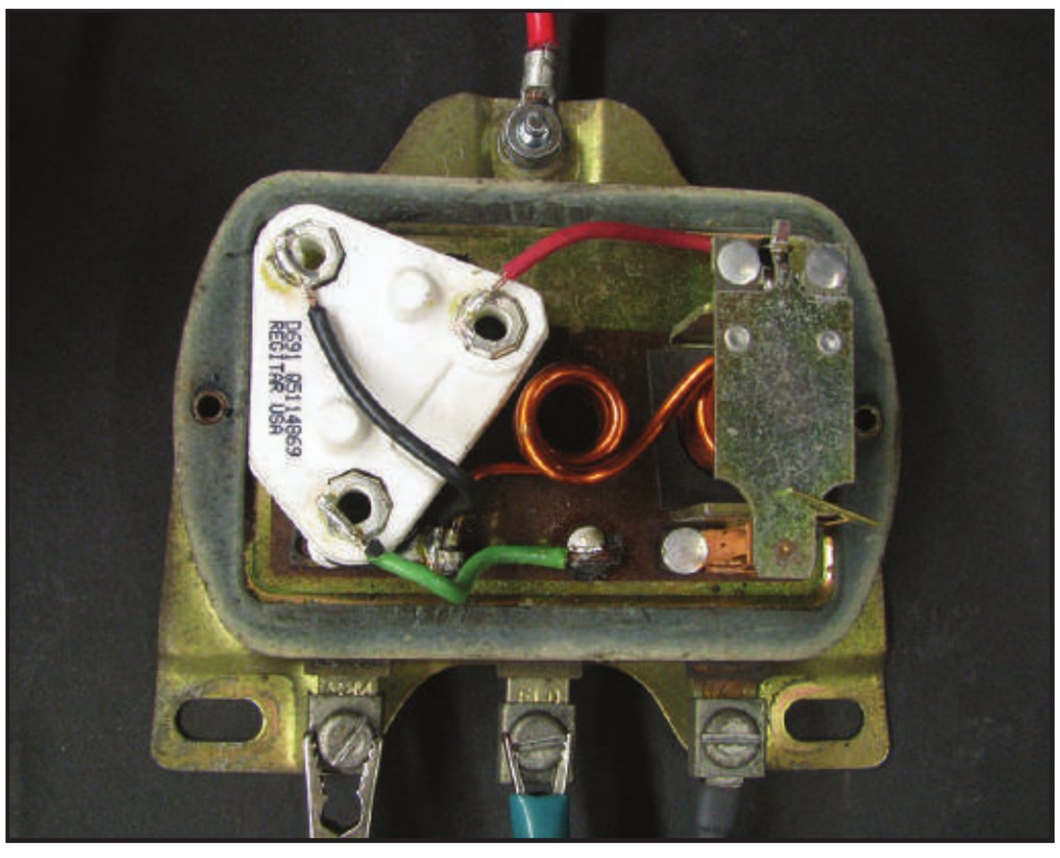


Figure 3 – Note that ground (red wire) is connected to the trio terminal and armature (black) is connected to electronic ground.

circuit. So a 6 volt, negative ground A-circuit regulator, such as the venerable 10SI-SE -6, can be used as a positive ground B-circuit regulator (*see Figures 2 and 3*).

Although I might have been able to save the amperage relay in this regulator, I removed it in light of expected light electrical loads . Had this conversion been for a different vehicle, I might have kept the amperage relay. It is there to protect the generator from charging at a high amperage rate for too long. The short, heavy-wire amperage coil was retained because the resistance of that wire is also part of the cutout's coil (*see Figure 4*). I retained the cutout and did not want to upset its balance. I removed the resistors on the bottom side of the regulator (*see Figure 5*) to prevent them from interfering with the electronic regulator.

The converted regulator operated perfectly at all speeds, even with no load. They were picked up, installed and put into occasional pawn shop service. But my inability to adjust the original regulator continued to bother me and this is not the end of the story yet.

Several months later, I received another call from my friend with the garage. The truck had come back with charging problems due to a badly deteriorated wiring harness at the regulator. It had not been delt with when the generator and regulator were re-installed. The frustrated owner, faced with harness repair work decided to spring for the 12 volt negative ground conversion after all. The friend had already changed everything over to 12 volts, but the one-wire alternator he had bought online complete with brackets would not charge on the pickup, even though he wired it directly to the battery. **The online seller offered him no help or guidance.**

He was embarrassed and apologetic when he called. I told him to bring me the alternator for testing. I was pretty sure that I knew what was wrong.

It turned on for me once the motor speed control on the bench was wide open. As suspected, this "premium 100 amp, self-exciting" 10SI was trio-excited and the truck's engine could not spin it fast enough, even with the tiny pulley that it came with. I popped the alternator apart, removed the trio and

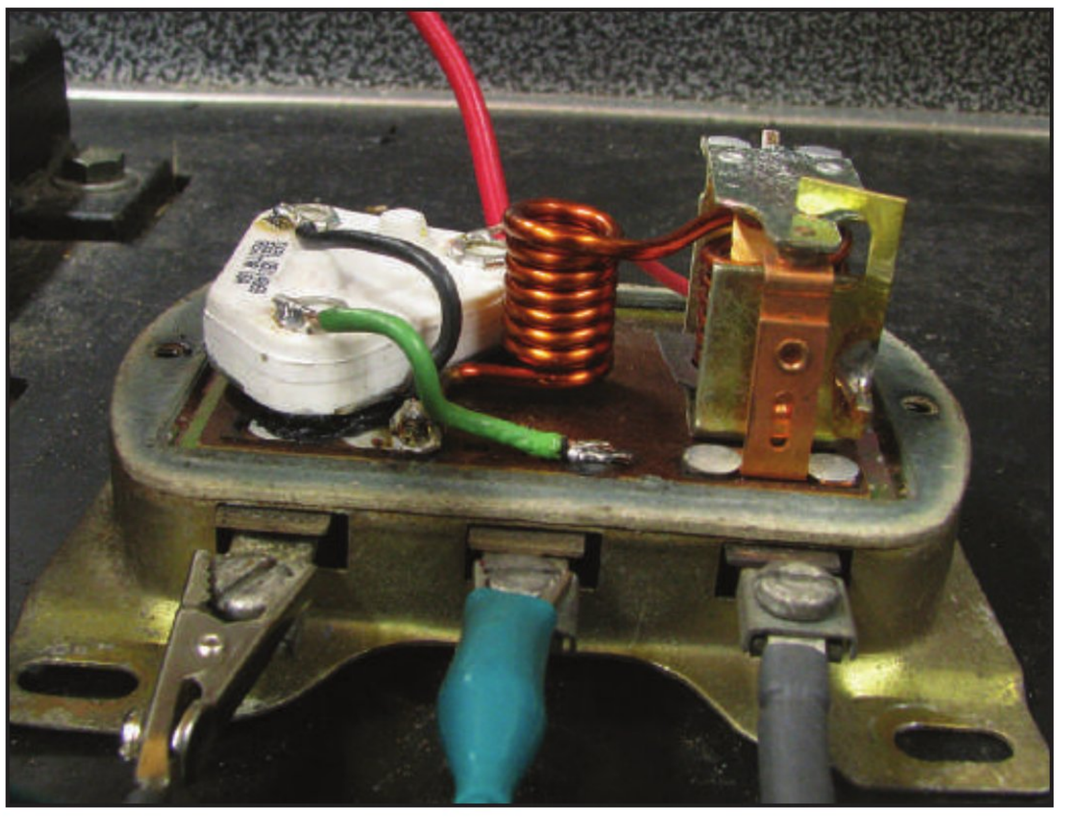


Figure 4 – Another view shows the converted regulator being tested while operating the generator.

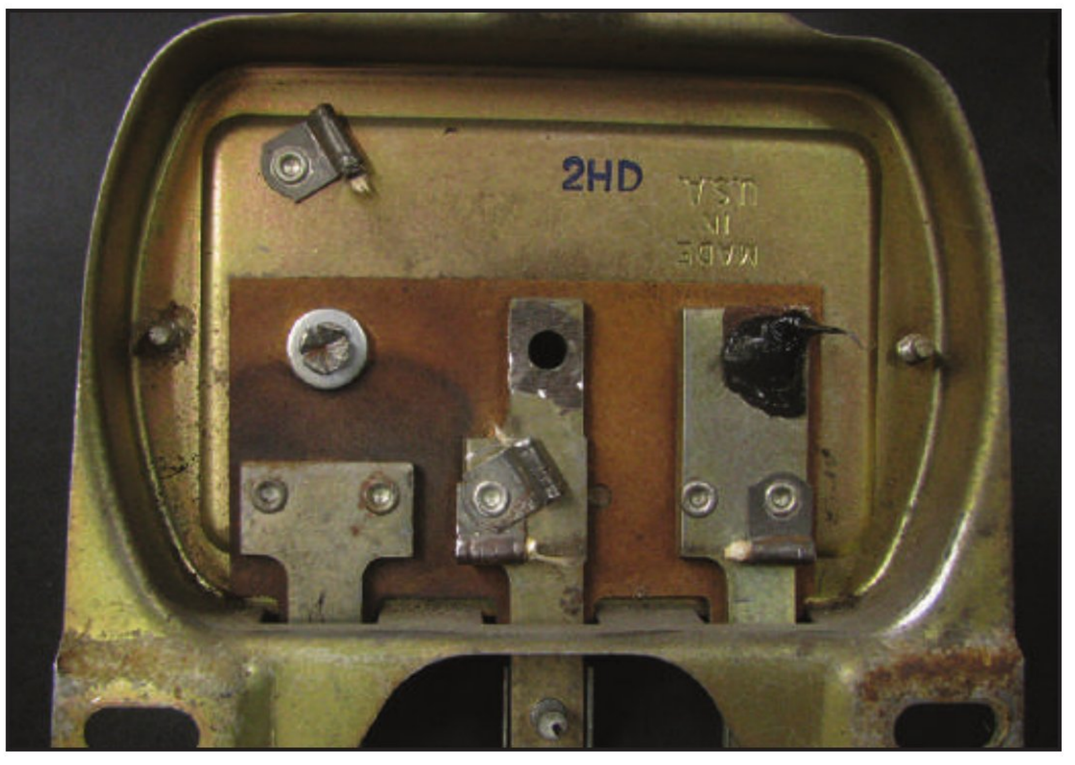


Figure 5 – The resistors on the bottom of the regulator should be removed when making this type of conversion.

regulator. Then I installed a 12 volt phase-activated regulator, put it back together and tested it. My friend was amazed at how quickly it turned on at low speed.

When he reached for his wallet to pay me, I refused his money. He had paid me for the rebuilt generator and regulator conversion. The wiring issue was not my fault but I've always taken care any customer (within limits) and the 10SI regulator that I used was a cheap price to pay for the amount of goodwill that I knew it would generate. The lesson of dealing with internet sellers was a bonus.

Then he asked me if I wanted them - the rebuilt generator and converted regulator, saying that the pawn shop owner didn't. Sometimes generosity pays an unexpected dividend. The next trip into the city, I dropped by his garage to say hello and picked up the generator, modified regulator and the truck's original generator brackets. But this is not the end of the story.

As the weeks and months passed I found myself still pondering what could be wrong with the Ford generator - convinced I was missing something right in front of me. As it turned out, happenstance provided a clue when my neighbor asked me to check his Peterbilt's starter before he removed it.

When I broke the bad news that he needed four new group 31 batteries, he told me that the GMC dealer in Jacksonville had 31's on sale for $69. He had already ordered four to pick up that evening. I knew that my 12 volt test bench battery needed replacing, having put it off since I retired, so I asked him to pick up one for me too.

While replacing that battery I checked the date on the six volt battery and discovered it was twice the age of the 12 volt. Was the cause of over-charging as simple as an old battery? If it had lost its ability to accept a charge, that was possible. So I replaced the six volt battery and retested the generator with the same mechanical regulator (*see Figure 6*). The excess voltage was a symptom that the battery had lost it's ability to accept even a minimal amount of current. With nowhere to go, that created pressure in the form of higher voltage.

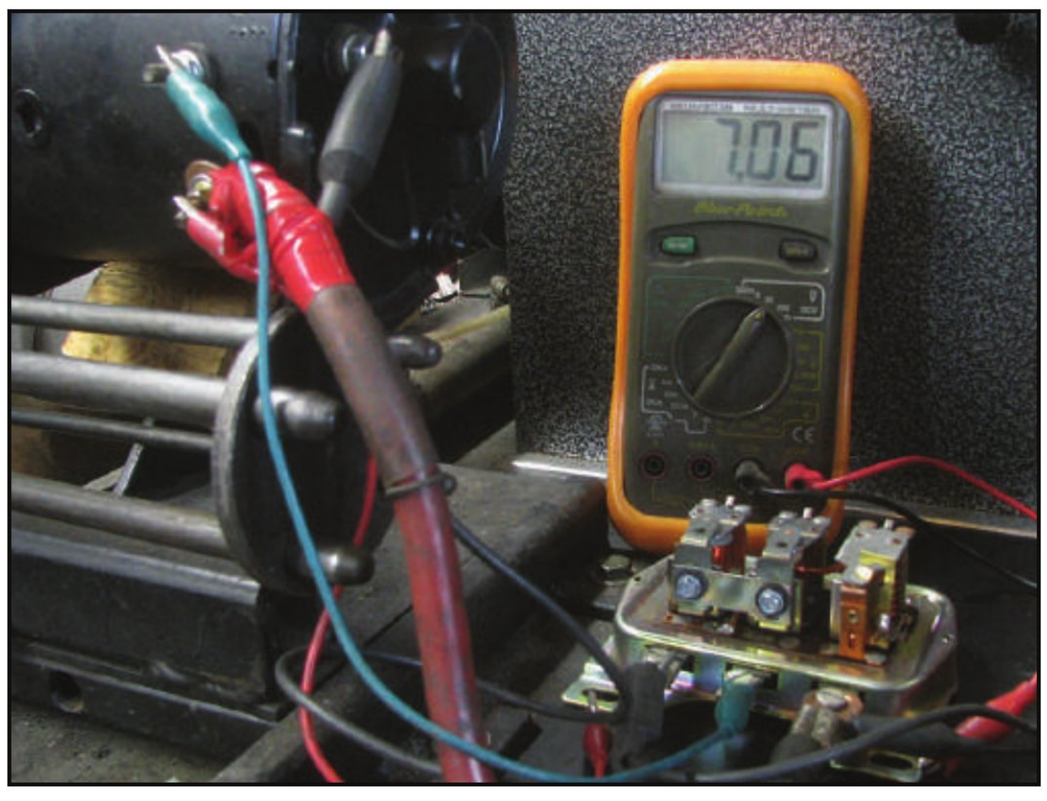


Figure 6 – Once the old battery was replaced, the problem was cured.



2018 ERA Trade Show



"Perfect schedule! Very good seminars. Tons of very useful information! Excellent number of prizes. If you don't attend the shows, you're losing a lot."
- Jeff Sensenig, Jeff's Starter Shop





"Clinics were well done and informative. Tours were very informative also."
- Rick Safriet, Turbo & Electric Sales & Service







"Enjoyed the accommodations, Embassy Suites and Montgomery, AL is beautiful. The show guide was a very nice addition. It enabled us to keep track of the events and put faces with names. Certainly the best ERA show that we, as an exhibitor, have experienced. Thanks to all the board members. Good job!"
- Jack Isom, IMI Performance Products

RAFFLE WINNERS



Rex Cottrell from Sagle Auto Electric won the ERA's 40" flat screen TV



Jerry Kieffer from Allstart Auto Electric won a 22SI and April Cottrell from Sagle Auto Electric won a 39MT from WAI



Ben Witte from TeVoert Auto Repair and David Wood from Wood Alternator & Starter won North Face jackets from Mahle Aftermarket



Connie Witte from TeVoert Auto Repair, Jerry Kieffer from Allstart Auto Electric and Robert Barding from Barding Starter & Alternator won branded merchandise from P&G Keene. David Wood from Wood Alternator & Starter won a $100 Target giftcard from International Winding Inc.



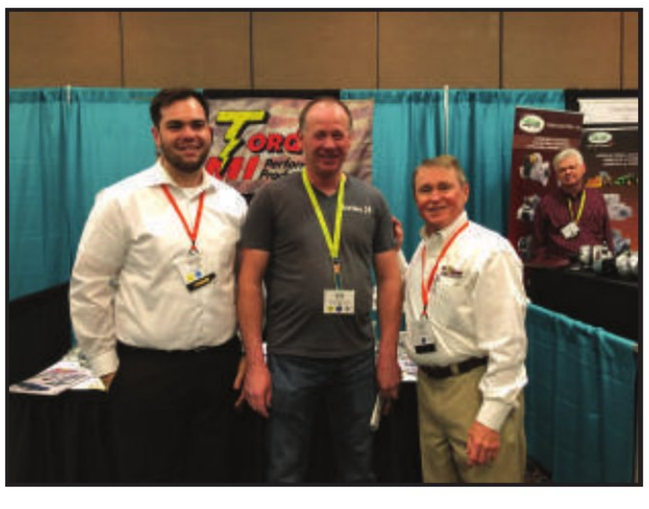
April Cottrell from Sagle Auto Electric won a $100 Kansas City Steak Gift Certificate from JIMCO



Ronnie Charnes from ACC Rebuilders and Mike Mackey from Mackey Auto Electric won $50 product gift certificates from Amsco Valley Forge



Larry Hagemeister from Hagemeister Enterprises and Kenny Turner from C.C. Battery won Bosch Stators from Alfa Auto Electrique



Ron Mitchler from Ron's Alternator & Starter won a 25002-002 G.R. Starter from Hi-Torque IMI Performance Products



Marc Gobeil from Armature G. Roy won a $50 product gift certificate from Standard Starter Drive



Mike Schroeder from Central Automotive Electric won a one year subscription to PartRef, and Chris Coleman won a $100 Best Buy giftcard from YouTech Group



David Wood from Wood Alternator & Starter won a 6/12 Volt 20 Amp Battery Charger from PLP Battery



Tom Barrett from Dakota Battery won a $50 product gift certificate and Jessica Myers from the ERA won a $50 American Express Giftcard from BPS Cores



Jessica Myers from the ERA, Keith Barding from Barding Starter & Alternator, and Rex Cottrell from Sagle Auto Electric won Golden Tickets (15% off) from J&N Electric



Brittany Berg from Berg Auto Specialists won a Bluetooth Scanner Tool and Erick Zenita from A1 Auto Electric won an AC/DC Clamp-On Multimeter from Wagner Alternators



Rick Miller from Adema Alternator & Starter, Keith Barding from Barding Alternator & Starter, and Robert Barding from Barding Alternator & Starter won Golden Tickets (15% off) from J&N Electric



Mike Schroeder from Central Automotive Electric, Nathan Unger from ASI Rebuilders, Mohammad Samii from Sammy's Auto Electric, and Mike Dietrich from Action Alternator & Starter won $50 Walmart giftcards from Dixie Electric



Robert Barding from Barding Alternator & Starter, Ronnie Charnes from ACC Rebuilders, and Ken Plourde from Guy's Electric Service won Golden Tickets (15% off) from J&N Electric



Ken Plourde from Guy's Electric Service won a 39MT Drive Compression Kit from CAE Pullers



Joe Mazzone from Buckeye Auto Electric won a 12 Volt Battery Jump Pack from Romaine Electric



Rex Cottrell from Sagle Auto Electric won a $50.00 Home Depot giftcard from D&V Electronics

"Great attendance. Great location. Great show!"
- Mike Tweed, Standard Starter Drive

"It is a pleasure seeing people I have called so many times and they have been so helpful, regardless of how simple the question."
- JC Rodden, Needs Creek Electrical Rebuilders



"It was my first ERA show and I really enjoyed it. The seminars were great, as well as the tours."
- David Wood, Wood Alternator & Starter



"Best show we have been to. Had a wide range of seminars and speakers. Seen different vendors this year. Had a great time in Montgomery learning about history. Thanks Regitar for all they did. See you next year!"
- Tom Barrett, Dakota Battery



"Always enjoy seminars because they are relevant to our day-to-day business!"
- Connie Witte, TeVoert Auto Repair





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Tech Help from Mohammad Samii



Do you need help testing an alternator or getting it to work as it should on a vehicle? Call the ERA Tech Help Line and talk to an industry veteran that has over 40 years of rebuilding and on-car experience. Mohammad Samii can help you to find the answers that you need to solve any rebuilding problem. No question is too difficult. "Sammy" has a formidable list of resources at his disposal and is backed up by a line of regular ERA Forum contributors. The ERA is there to help when you need it.

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"It was a great and interesting show!"
- George Khachkhechyan, Alfa Auto Electrique

"The ERA 2018 show was extermely well organized. Tours of Hyundai & Regitar were informative and interesting. The food and hotel were excellent. Thank you to the ERA & Regitar for a wonderful show!"
- Michael Schmitt, Litens Automotive Group



"Attendance, venue, schedule and food were fantastic. Thanks for all the hard work that made this the best show ever!"
- Dennis Jacinto, YouTech Group



"I enjoy the show. Thank you for your hard work to continue to grow the ERA. See you next year!"
- Dario Aguilar, East Orlando Remanufacture

"The show was excellent! The seminars were very informative and entertaining. The hotel and location were also superb. The meals and receptions were over the top! Thanks so much!"
- Erick Zetina, A-1 Auto Electric



"Excellent show. Had an awesome time!"
- Robert Barding, Barding Alternator & Starter

"We enjoy it every year. Keep up the good work!"
- John Coffman, Precise Rebuilders

"Great work! Big Crowd! Lots of information sharing!"
- Nick Staub, Romaine Electric



"I believe this year's show was the best attended and most informative in several years. The bus tours were extremely worthwhile. All of the seminars were excellent, especially Saturday's seminars featuring the motors and heavy duty markets."
- Bob Hopko, Mahle Aftermarket

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An award was presented to the Montgomery Chamber of Commerce and was accepted by Ron Simmons for their generous contributions, such as funding the tour buses.



Awards were given for ERA webiste video submissions. Recipients included Nathan Unger, Ken Plourde, & Glen McLaughlin.



Attendees enjoyed dinner on the river aboard the Harriott II, sponsored by Regitar USA.





An award was presented to the Tsai family and Regitar for their contributions to this record event.



Saturday night, attendees boarded a riverboat for a dinner cruise provided by Regitar USA in celebration of the trade show and Regitar USA's 30th anniversary



The Tsai Family

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Do you have any surplus tools, equipment or parts that you don't need and would like to sell? As an ERA member, you can list up to 25 words for free right here. It is just one of many ERA membership benefits.

Is there a topic or article that you'd like to see covered in the ERA Exchange? Call Bob Thomas and let him know about it – 904-673-7301. The ERA wants to help you!

MISCELLANEOUS

Would you like to know what other members think about a particular issue related to your rebuilding business? Go the the ERA's website – electricalrebuilders.org and check out the ERA Forums.

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TEST EQUIPMENT: D&V ALT-99 Alternator Tester, Electrocheck 83 HD Alternator Starter Load Testers, D&V JBT-3 Testers, Regulator Testers, Ground Fault Analyzers, Diode Testers: p.falk@straucon.com www.straucon.com

For sale lots of cores heavy duty, industrial, agricultural and import. Call with OE or Lester numbers 314-664-2101

3500 AND 3599 CORES. Contact Larry at Hagemeister Enterprises. 800-944-0494

LEECE-NEVILLE 24-VOLT (40MT size) starter cores. Paying $35.00 each. FOB Miami. Contact Howard at 305-633-1524 or email: hy@cmearma.com

Test Equipment for sale: D&V ALT99 Alternator Computerized Test bench: Master alternator profile comparison. Database storage. Test print out capable.Light usage, good condition. Please contact: troy.light@waiglobal.com.

Battery charger repair parts for all brands, batteries and battery chargers for all applications. PLP Battery Supply 800-642-3451 www.plpbattery.com

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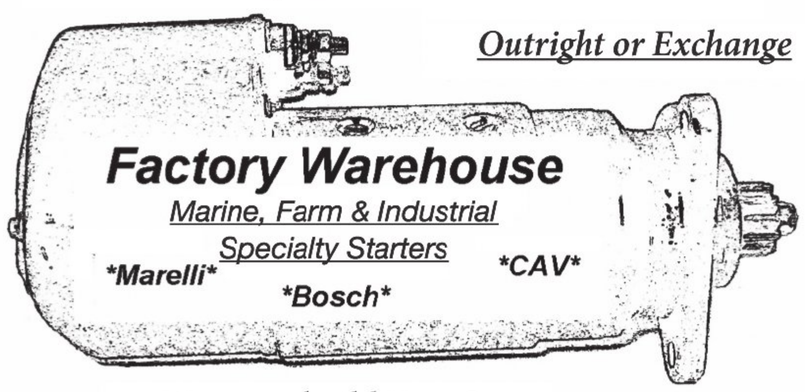
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