

## FROM THE PUBLISHER

BY ROB MUNRO, AERA TREASURER

# From one engine professional to another

As a shop owner who's been a member of AERA for 14 years and served on the AERA Board of Directors for seven years, participating in the development of the new publication called **Engine Professional** (EP) and watching it evolve from just an idea to a printed publication, used by both the machinist and the employer, has been one of excitement and anticipation!

Shop owners are always searching for new tooling, ways to solve rebuilding problems, seeking help to resolve business issues, and researching new technologies. EP is an example of a resource specific to the industry that can help support the best practices in your business. EP will give us the opportunity to provide professional development to the machinist and the shop owner by utilizing the management tips provided without even leaving the shop! This transfers into strengthening such a solid technical base that the 'job,' so many of us had to turn away because of a lack of information or knowledge of where to resource it, can be machined in house, keeping the profit in your company.

Today's marketplace dictates that businesses need to respond immediately and accurately to everything that walks through the door. Gone are the days of, 'I'm a machinist. I can build it or just figure it out.' The consumer insists that the professional machine shop knows all about every engine built and the problems that may occur. The 24/7 mentality of how to access information has changed the way machine shops do business and how professionals stay current. EP is another resource that will provide the direction, clarification and support we've all been waiting for!

Undoubtedly, EP will provide something different for every type of business. The goal is to help identify engine machine shop issues from a shop owner's perspective that can be applied on a day-to-day basis. It will inform us with content on machining/assembly problems, new technical bulletins, business related issues to the shop, expanded columns on the software we use, technical assistance with PRO-SIS, Shop Financial Analyzer, and Shop Management Solutions to help resolve everyday business problems. These topics just scratch the surface for what is to come!

The engine building business is specialized. Shops that are willing to invest in the equipment, tooling, information, as well as take the time to attend industry seminars, network with industry peers, and adapt are the ones that will survive. The more reference material we can have at our disposal, the better we can meet our customer demand and find ways to make our jobs easier and more profitable. **Engine Professional** is one of the tools that I'm looking forward to using and invite you to do the same! ■



Rob Munro is President of Valley Speed Machine Shop in Kamloops, British Columbia, Canada. Valley Speed is a custom automotive machine shop specializing in mid-performance, marine and light-duty diesel. Rob is currently Treasurer of the AERA - Engine Builders Association, having completed a term as AERA's Board as Chairman. Prior to that, Rob was AERA's first and second Vice Chairman, as well as a Board Director for three years.