

Business Is Booming For Diesel Parts Supplier

Matt Graves says there are two groups of people who own 6.0L Ford Powerstroke engines. "One group has experienced problems already and the other group will have problems in the future. We're here to serve both of them with a wide range of replacement parts, even complete turnkey new engines in a crate."

Graves works for Performance Machine and Manufacturing, a Tennessee company formed in late 2010 and already experiencing amazing growth. A diesel mechanic who discovered problems in his own Powerstroke started the company. "One of his solutions was to upgrade the EGR, add ARP head studs, and improved head gaskets. The modifications worked so well that we started making some of the parts and putting together Total Solution Kits," Graves says. Now the company has a 200,000 sq. ft. facility in Tennessee and 6 distribution centers in other parts of the U.S.

"One side of our business does re-works right here at our facility," Graves says. "When people are towing and the exhaust pressure and temperature rise, that's when the EGR system will break. They'll get a check engine light, and if they don't fix it, the head gasket will blow and white smoke will pour out the back."

Graves says the company has a dozen trucks in their lot all the time waiting to be worked on. They also sell parts online

through the company website.

"Anyone who knows about diesel performance has heard of the problematic EGR system in 6.0L Ford Powerstroke engines," Graves says. "We offer a complete kit designed by diesel guys for diesel guys, with all the parts needed to completely replace the factory EGR system, head gasket and head studs. It provides improved engine reliability, improved fuel mileage, lower EGT's and improved horsepower."

Kits are available for the 2003 through 2007 6.0L Ford diesel and the 6.4L 2008 to 2010, including the F-250, F-350, F-450, F-550, Econoline and Excursion vehicles. Complete kits include the top plate, base plate, coolant re-route pipe, the high flowing mandrel bent exhaust up-pipe, mounting hardware and detailed installation instructions. Graves says, "Experienced diesel mechanics can install this kit without any problems. If questions do come up, our tech help line is available to help." Complete solutions for a 6.0L Ford start at \$1,049.99.

Performance Machine also produces an upgraded EGR Delete kit. It replaces the factory EGR cooler, which has small tubes inside that are prone to break. This causes coolant and exhaust to mix and eventually damages the engine. Graves says, "Performance Machine makes coolers that are more reliable and maintenance-free. Our design uses T304 stainless steel tubing and



Performance Machine provides a wide range of replacement parts for Ford Powerstroke 6.0L diesel engines, even complete new turnkey engines in a crate.

billet aluminum block off plates to replace the failure-prone design used in most OEM EGR systems." The EGR delete kit is \$209.95 and comes with a lifetime warranty.

The company also supplies a coolant filtration kit for 6.0L Powerstrokes. "The factory engine blocks have residual sand in the casting that can make its way into critical engine components," Graves says. "Our coolant filtration kit helps keep the coolant clean and free of debris." The kit comes with a billet aluminum filter housing and a new radiator return line made of silicone. It has the coolant filter line tied directly into it and is joined together with brass ferrules, which eliminate the need for hose clamps. Performance also supplies a short section of 3/4-in. heater hose so the existing heater supply hose doesn't have to be modified. The

retail price is \$139.95.

"We know what the market needs because our team is in the market," Graves says. "People around here work these trucks hard pulling horse trailers, hay wagons – real heavy stuff. We have all makes of diesel trucks pull into our lot every day. Our replacement engines are about half the cost of an OEM and with these improved parts on them there's no reason they shouldn't run for a million miles, just like over the road semi-tractors." 6.0L Powerstroke crate engines start at \$4,495.

Contact: FARM SHOW Followup, Matt Graves, Performance Machine and Manufacturing, 5890 Industrial Park Dr., Lenoir City, Tenn. 37771 (ph 877 408-3256; www.performancemachinemfg.com).

Mobile Lift Picks Up Big Rigs

If you've got big rigs to service, you'll like this mobile column lift from Nussbaum, a renowned German company.

"The cost is about \$25,000, and it can run on single-phase power," says Alan Heier, owner of Heartland Automotive Equipment and distributor for Nussbaum.

The lift system is controlled by oil-immersed pumps and 2 hp motors on each of the four columns. Hydraulic cylinders seat with lock nuts to prevent moving when the motor stops. Each column can lift up to 16,500 lbs., depending on the model.

Customers love the portability of the system, Heier says. The sturdy, 960-lb. columns can be stored in the shop when they aren't needed. To use them, park the vehicle on concrete (not asphalt or gravel), and wheel

the columns in place with a pallet jack. Adjust the forks to fit snugly on any tire size from 13-in. to 24 1/2-in., and lift the vehicle up to 64 in. from the ground.

It's all about safety, Heier says. Lifting a vehicle by the tires is the safest method. The Nussbaum lift system can be used for all kinds of jobs from vehicle inspection to repair to maintenance on cars, trucks, ag equipment and skid loaders, compared to systems that require different lifts for different size vehicles.

Lifts include a 3-year parts and 1-year labor warranty.

Contact: FARM SHOW Followup, Heartland Automotive Equipment, 1962 N. 1000 Rd., Eudora, Kan. 66025 (ph 800 884-0808; www.nussbaumheavyduty.com).



Nussbaum mobile column lift system is controlled by oil-immersed pumps and 2 hp motors on each of the 4 columns. Each column can lift up to 16,500 lbs.

Big Dairy Equipment For Small Herds

Small-scale dairy operators can now get commercial quality processing and handling equipment. Kleen-Flo Dairy Equipment supplies butter churns, cheese vats, pasteurizers, bulk tanks and more, all designed to handle small quantities of milk.

"I used to own the Choreboy milking equipment company and was bored stiff after I retired," recalls Ron Napier, Kleen-Flo. "A friend suggested I make butter churns for people with a few cows or goats. Then I added cheese vats and pasteurizers. I just respond to what people want."

Napier runs his business out of his home. He uses several different fabricators in the U.S. and internationally. He works with them to get equipment that meets the required codes, but is small scale in size. Butter churns start at a 12-gal. volume. He makes small, automated container fillers, including a butter cup filler, yogurt filler and more. The equipment is priced to match the quality standards it meets.

A yogurt filler designed to fill a single size carton, whether 4, 6, 8 or 32 oz., is priced at \$17,500. One designed to fill multiple size

cartons is priced at \$22,500. A 35-gal. cheese vat is priced at \$3,900.

"A lot of small scale equipment is inexpensive, but it's cheaply made," says Napier. "Mine is made with heavy, 10 gauge stainless steel and dimple plated. I sell really good quality."

He advises against buying used equipment when starting out. It will likely require more knowledge to get it in shape and keep it maintained than will new equipment.

Napier continues to adjust his equipment offerings to meet customer needs. He's adding reverse osmosis equipment to allow the production of higher solids fluid milk and, with the addition of a vacuum pan, the production of firm (Greek-style) yogurt without additives. He's also introducing a hermetically sealed, 3-A compliant milk separator, homogenizers for ice cream and bottled milk, and equipment to make ice cream mixes. He's working on multi-purpose equipment, such as a 3-in-1 bulk tank, pasteurizer and processing tank for making cheese, yogurt or other cultured products. He expects a small model to be priced at around



Kleen-Flo offers processing and handling equipment for small-scale dairy producers, including this 25-gal. butter churn (left) and square cheese vat.

\$19,900.

"Most small operators have limited room, and this will replace three different pieces of equipment," says Napier. "It's still on the drawing board, but I'm working with a fabricator who makes equipment for large food processors and pharmaceutical companies."

While Napier intends to continue serving small-scale operators, his focus is no longer

just on low-cost, entry-level operations as it was originally. He has expanded to include producers processing up to 1,000 gal. of milk daily with special attention on sheep and goat owners.

Contact: FARM SHOW Followup, Kleen-Flo Dairy Equipment, 10180 S. 100 E., Lynn, Ind. 47355 (ph 765 874-1292; kleenflo@frontier.com; www.kleenflo.us).