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Inside Reports

Keystone Says New Term Loan Is Fully Subscribed	Page 3
Modern Sales Co-op Has Joined The Network	Page 4
WAIGlobal Exercises Option To Buy Shanghai Facility ..	Page 4
ArvinMeritor Is Going Back To Meritor Inc. Name	Page 4
Transtar Industries Tweaks Its Distribution Model	Page 4
Obituary: Richard Berman, Dorman Chairman/CEO	Page 5
AAIA Announces Retirement Of VP Lee Kadrich	Page 5
Third Generation Ascends To Presidency Of Cardone	Page 6
Ride Control/Gabriel Makes Two VP Announcements	Page 6
Neapco Announces Executive Team Appointments	Page 6
<i>Perspective: Kadrich Did His Job With Professionalism ..</i>	Page 8

DORMAN CHAIRMAN/CEO DIES; BROTHER NOW CHIEF EXECUTIVE

Following the Jan. 29 death of **Richard Berman**, its chairman and CEO, **Dorman Products** has announced that Richard's brother, **Steven Berman**, has assumed the role of CEO and chairman of the board of directors. Steven has been with the Colmar, PA-based company since 1978, and has served in a variety of roles, including executive vice president, secretary, treasurer and, most recently, chief operating officer.

Richard Berman had been receiving medical treatment for an illness since at least the fall of 2008 and not available to provide full time service the company. (*Editor's Note: Richard Berman's obituary can be found on Page 5*).

CONSUMERS GOING ONLINE FOR VEHICLE REPAIR INFORMATION

With cost-conscious Americans keeping their cars longer, consumers are expecting to need repair or maintenance work in 2011. According to **The NPJ Group**, a market research firm, more than 61 percent of consumers participating in its *2011 Aftermarket Outlook Survey* indicated that they will have a professional do all the work. That's up from 56 percent a year ago. And, of the DIY consumers, 34 percent said that they expect their DIY activity to be the same or less in 2011 than it was in 2010. *[Continued on Page 2]*

RANK GROUP ADDING THE FRAM, PRESTONE AND AUTOLITE BRANDS TO ITS AFTERMARKET HOLDINGS

The **Rank Group**, a New Zealand private investment firm that few people in this industry had ever heard of until recently, is now going to be a major player in the automotive aftermarket. After buying **UCI International** (a.k.a. **United Components Inc.**) for \$375 million in January, Rank now has a deal in place to acquire the **Honeywell Consumer Products Group** (CPG) for \$950 million in cash. The Honeywell deal, which is subject to regulatory approval and customary closing conditions, is expected to close in the third quarter of 2011.

This would bring under Rank's umbrella a variety of leading aftermarket brands, including **Airtex Products**, **Champion Laboratories**, **Wells Manufacturing** and **ASC Industries** from UCI; and **Fram** filters, **Prestone** antifreeze, **Autolite** spark plugs and **Holts** car care products from Honeywell CPG.

The CPG business, which is headquartered in Danbury, CT, and has more than 2,000 employees, had 2010 sales of roughly \$1 billion. Honeywell has stated that it is selling CPG because "it doesn't fit with our portfolio of differentiated, global technologies." **Honeywell has been trying to find a buyer for CPG for some time now.**

SCHNITZER/PICK-N-PULL BUYS FERRILL'S AUTO/PULL A PART

Schnitzer Steel Industries (Portland, OR) has entered into a definitive agreement to acquire substantially all of the assets of **Ferrill's Auto Parts Inc.** of Seattle, which does business as **Pull A Part**. This acquisition of three self-service facilities will become part of Schnitzer's auto parts business and operate under the **Pick-n-Pull** brand.

"This transaction continues the expansion of our auto parts business into a new market and establishes a platform for continued growth in the greater Seattle and western Washington region," said **Tamara Lundgren**, Schnitzer CEO.

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CONSUMERS GOING ONLINE FOR REPAIR INFORMATION . . . [Continued from Page 1]

This comes at a time when, according to NPD's survey, 52 percent of consumers intend to keep their car five years or more. And, even consumers with vehicles 10 years old or older will keep their cars another five years, on average.

To learn how to repair their cars, consumers have historically turned to friends and family, repair manuals, and mechanics, but the Internet is growing as a how-to source for repairs. NPD's aftermarket survey found that 42 percent of respondents who plan major repairs in 2011 said that they would look to the Internet, including YouTube and social media outlets, to learn to do the work.

That's slightly less than those who indicated that they will use a repair manual (46 percent) and exactly the same as those who will ask a mechanic (42 percent). The single-largest source of information was friends and family (57 percent). Store personnel came in at 16 percent.

David Portalatin, industry analyst for NPD's aftermarket unit, said that, for companies seeking ways to assist consumers and promote DIY activity, the Internet will be an important tool in 2011.

CANADIAN TIRE ADDS ADDITIONAL WEATHER INTELLIGENCE SERVICES

Canadian Tire Retail is expanding its use of **Planalytics' Business Weather Intelligence** services. The Toronto-based retailer uses Planalytics' **Consumer Insights** platform to analyze and manage the influence that weather has on demand levels for several product categories. Now Canadian Tire is expanding its use of Business Weather Intelligence services by adding a number of product categories, including windshield wiper blades.

"Canadian Tire stores sell a wide range of leisure, automotive and household products that are significantly impacted by weather," explained **Fred Fox**, president and CEO of Berwyn, PA-based Planalytics. "Planalytics' ability to quantify, by product and by market, how much weather will increase and decrease consumer demand enables Canadian Tire to more effectively plan its business and serve its customers."



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KEYSTONE SAYS NEW TERM LOAN IS FULLY SUBSCRIBED

Exeter, PA-based **Keystone Automotive Operations** has announced that the \$120-million first lien senior secured term loan arranged by **Goldman Sachs Lending Partners LLC** has been fully subscribed. This new term loan is a key component of the company's previously disclosed recapitalization plan (or restructuring support agreement), which, upon consummation, is expected to reduce Keystone and its parent company's outstanding indebtedness by roughly \$295 million and enhance its ability to compete.

The company has been working for some time to address its high degree of leverage.

As you may recall, Keystone has reached agreement with affiliates of **Platinum Equity LLC** and **Littlejohn & Co. LLC** — which, together with the company's management, hold more than 67 percent of Keystone's senior subordinated notes due 2013 — on the terms of a recapitalization transaction and a \$60-million rights offering to be backstopped by Platinum Equity and Littlejohn.

In addition to the new term loan described above, the transaction includes a new asset-based revolving credit facility (ABL loan) that is already committed to by **Bank of America, N.A.** The proceeds of these two loans, together with the aforementioned rights offering and cash on hand, would be used to repay Keystone's existing ABL revolving credit facility and senior secured term loan facility. Under the terms of the transaction, Keystone's existing \$175 million in senior subordinated notes would be converted into new equity.

If this cannot be accomplished through an out-of-court exchange offer, the agreement allows for a prearranged or prepackaged plan of reorganization under Chapter 11 of the U.S. bankruptcy code.

According to Keystone, the transaction provides that all trade suppliers will continue to be paid in full for all goods and services provided to the company. Keystone says it expects to continue to operate in the ordinary course of business throughout the recapitalization process and does not anticipate any significant interruption to its business. As of Jan. 29, Keystone had more than \$43 million in cash on hand to support its business operations. That's down about \$1 million from the start of the year.

NORTHWOOD UNIVERSITY, AAIA LAUNCH BUSINESS CONFIDENCE INDEX

AAIA and **Northwood University** have partnered in creating a business confidence index to record AAIA members' feedback and insight about the current and future course of the industry. Results will be calculated monthly and reported through the AAIA *SmartBrief* e-newsletter. Member responses will be used solely in the aggregate and for the purpose of providing empirical information. The index will be derived from member responses to the following questions:

- How would you rate your overall confidence in the economic prospects facing your business over the next 12 months, compared to the previous 12 months?
- How would you rate your overall confidence in the economic prospects facing the economy as a whole over the next 12 months, compared to the previous 12 months?

RECORD Q4 SALES, EARNINGS FOR CUMMINS' DISTRIBUTION BUSINESS

Columbus, IN-based **Cummins** reported record sales and earnings from its distribution business in the fourth quarter of 2010. Sales rose 44 percent to \$699 million, with the distribution unit reporting increases in all product and service segments: engines, power generation, parts and service. Meanwhile, segment earnings before interest and taxes (EBIT) came in at \$82 million, which was up from \$67 million a year ago.

Cummins' distribution business includes wholly-owned and partially-owned distributorships engaged in wholesaling engines, generator sets and service parts, as well as performing service and repair activities on the company's products and maintaining relationships with OEMs.

COMMERCIAL VEHICLE GROUP HAS PURCHASED BOSTROM SEATING

The **Commercial Vehicle Group** (New Albany, OH) has acquired substantially all of the assets of **Bostrom Seating**, a seat supplier to the North American heavy truck, aftermarket, bus and specialty vehicle markets. Bostrom, a division of **Accuride Corp.**, has one owned manufacturing facility in Piedmont, AL, that employs roughly 135 people and an engineering office in Wixom, WI. Total cash consideration for the transaction was approximately \$8.80 million.

MODERN SALES CO-OP HAS JOINED AUTO. DISTRIBUTION NETWORK

Modern Sales Co-op (Barrie, ON) — which has three warehouses serving more than 300 member locations throughout Canada — has joined the **Automotive Distribution Network**, giving the Germantown, TN-based group a stronger distribution pattern in the Canadian market. **Don Skuce**, the president of MSC, said the Network will help his outfit benchmark product lines and programs to ensure competitiveness. “The Network also offers a wide range of marketing programs that will help us enhance our existing offerings while providing us with the flexibility to customize them accordingly to meet the needs of our members and maintain our brand identity and our distinction as being the most diverse co-operative in Canada,” Skuce explained.

ARVINMERITOR IS GOING BACK TO BEING NAMED MERITOR INC.

Shareowners have approved a name change from **ArvinMeritor Inc.** to **Meritor Inc.** In late March, the Troy, MI-based company is planning to launch its name officially, which will include a change to its ticker symbol. Chairman, CEO and President **Chip McClure** said the company is taking this action because the Meritor name is recognized by commercial vehicle and industrial customers around the world. “With our recent sale of the body systems business, this change makes sense,” he explained, adding that changing the name back to Meritor “gives us the opportunity to leverage the strong reputation we’ve developed.”

CARLISLE MOVING FRICTION UNIT

The **Carlisle Companies** has announced that — following its December acquisition of **Hawk Corp.** — the new global headquarters for **Carlisle Brake & Friction** (a new segment) will be located in the Cleveland suburb of Solon, OH, which is the former headquarters to Hawk’s **Wellman Products Group**. Additionally, Hawk’s headquarters in downtown Cleveland will be closed with personnel relocated 20 miles southeast to Solon. Carlisle Brake & Friction integrates Hawk with the company’s pre-existing **Carlisle Industrial Brake & Friction** business. The new segment’s brands include Wellman Products, **VelveTouch**, Carlisle, **Hawk Performance**, **Japan Power Brake** and **Field Pro**.

PEP BOYS TAPS JMPR FOR PR

Pep Boys has selected **JMPR Public Relations** (Woodland Hills, CA) as its agency of record to handle public relations outreach and media initiatives for the Philadelphia-based auto parts and service chain. For 2011, the firm will focus on raising Pep Boys’ overall business profile and highlighting the company’s upcoming 90th anniversary. JMPR also will work with individual Pep Boys locations.


WAIGLOBAL EXERCISES OPTION TO PURCHASE SHANGHAI FACILITY

WAIglobal has purchased its 45,000-square-foot building in the Shanghai Waigaoqiao Free Trade Zone. WAI and **Transpo** have leased the building since 2003, and exercised their option to purchase because of recent growth and expansion activities.

“This purchase solidifies our long-term strategy to control the manufacturing of our own products and to keep pace with our growing sales, particularly complete alternators, starters and automotive electronics,” said **Jeff Sween**, president and CEO of the Exton, PA and Fort Lauderdale, FL company. “This building, along with two separate leased warehouse facilities in Shanghai, allows us to further expand our manufacturing capacities.”


TRANSTAR ADDS DISTRIBUTION

Walton Hills, OH-based **Transtar Industries** has added hard parts specialty locations in Portland, OR; Lancaster, PA; and Charlotte, NC, that are designed to carry a wider range of hard parts — parts for late-model and import applications — for distribution to the company’s 59 branches. The goal of this new arrangement is for Transtar to be able to provide all of its branches with access to any hard part in the company’s inventory within one day.



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OBITUARY: RICHARD BERMAN, DORMAN PRODUCTS CHAIRMAN AND CEO

Richard Berman, chairman and CEO of Colmar, PA-based **Dorman Products**, died Jan. 29 at the age of 54, following a long illness. Berman's three-decade legacy at the replacement parts and automotive hardware company he founded was marked, colleagues said, by his unceasing efforts to truly understand the market at all levels and make Dorman better for that knowledge.

Berman had been chairman and CEO since its inception in 1978, though, three years ago, he stepped away from full-time duties to treat his illness. "We are all deeply saddened by the death of my brother, partner and best friend," said **Steven Berman**, Richard Berman's brother and Dorman's chief operating officer, in a statement. "As the company's steward, he created a culture of contribution in which hard work and collaboration comes naturally. There is an incredible vitality in our company that is directly attributable to Richard's leadership."

Steve Cox, a director of sales at Dorman, described Berman as a leader who never stopped walking the important paths in his business and felt as comfortable speaking with a company president as he did with an installer at a shop anywhere in the country.

"Richard would take every opportunity he could to actually get all the way down and make time for the ultimate user of our parts, the installer," Cox said. "If Richard was at a marketing group function, he would pass on golf, and he would get hooked up with a local rep, and he would go out and make installer calls. He knew that they were really the source of our next great product idea." And, Cox said, that attitude set a tone felt throughout the company.

Cox also noted that it was at Berman's direct invitation that he joined Dorman himself. Cox had been a 10-year customer of the company when, in fall 2004, he walked into Dorman's booth at the **Automotive Warehouse Distributors Association** trade show and mentioned that he needed a job. "He put me together with his vice president of sales at that time ... and I started to work for them in January of 2005," Cox recalled.

Bill Hanvey — director of business development at **Schaeffler Group USA** and a former Dorman vice president of marketing — also remembered Berman taking to the road on his own. "He would make hundreds of installer calls himself," Hanvey said. "He would take his spiral-bound notebook that he kept in his shirt pocket, and he would fill it with notes and come back to the product group. It was his close association with the people that were putting the parts on the cars that enabled success at Dorman."

Hanvey also called Berman "the most unpretentious man I'd ever met," and offered an anecdote of the mid-2000s, when the company was leaving behind the **R&B Inc.** name under which Berman had founded it. "I was responsible for the transition to Dorman Products, which had a better brand name in the industry," Hanvey recalled. "And he (Berman) was very supportive. He was willing to forego the name of the company he had started in order to get better brand recognition in the marketplace. There was no ego involved in his business decisions."

In addition to his brother, Steven, Berman also is survived by his wife, **Sharyn**; children **Joshua, Matthew, Zachary, Alexander** and **Nicholas**; and brothers **Fred** and **Marc**.

AAIA ANNOUNCES RETIREMENT OF GOVERNMENT AFFAIRS VP KADRICH

Lee Kadrich, AAIA vice president of government affairs and trade, has retired after 29 years. Kadrich also served as staff liaison to the AAIA government affairs committee and was executive director of two AAIA membership segments, the **Auto International Association** (AIA) and the **Heavy Duty Distribution Association** (HDDA). Prior to AAIA, Kadrich was vice president of government affairs and trade for the **Automotive Parts & Accessories Association** (APAA), which he joined in 1981. He also served as a legislative assistant for Rep. **F. James Sensenbrenner** (R-WI).

Kadrich is a former chairman of the **U.S. Auto Parts Advisory Committee** (APAC), where he worked on U.S.-Asian auto parts trade issues. He also served for many years on the industry trade advisory committee (ITAC 2) for automotive equipment and capital goods that advises the U.S. Commerce Department and the U.S. Trade Representative on trade policy matters affecting the industry.

Kadrich was the AIA Person of the Year in 2006 and a recipient of the 2006 **Northwood University** Automotive Aftermarket Management Education Award. (*Editor's Note: See Gary's "Perspective" on Page 8 for more on Kadrich.*)

THIRD GENERATION ASCENDS TO PRESIDENCY OF CARDONE INDUSTRIES

Michael Cardone III has been promoted to president of **Cardone Industries**, becoming the third generation of the Cardone family to serve as president of the Philadelphia company. He succeeds **Frederick Vanstone**, who has been appointed vice chairman of the board. **Michael Cardone Jr.** continues to serve as chairman and CEO.

Michael Cardone III most recently was executive vice president of sales and marketing, as well as chief of staff, where he led global strategic planning. He also served as director of world trade, marketing manager of the pumps division and manager of market development. Among his accomplishments are the startup of Cardone Industries businesses in Europe and Mexico.

Cardone Industries also has added a new member to its executive team: **David Wohleen**, as chief operating officer. He is a former vice president and general manager of the **General Motors Delco Electronics Division** and vice chairman of growth markets, research and development for **Delphi Corp.** (his most recent position).

RIDE CONTROL LLC/GABRIEL MAKES TWO VP ANNOUNCEMENTS

Troy, MI-based **Ride Control LLC** — which operates in both the aftermarket and OEM segments under the **Gabriel** (in the United States and Canada) and **GRC** (in Mexico) brand names — has appointed **Mike Lipski** as its vice president of sales and marketing and **Jim Neelley** as its vice president of finance.

Lipski, who joined the company in 2008 as director of aftermarket sales, is now responsible for aftermarket and original equipment sales, as well as business strategy and marketing for Ride Control LLC in the United States, Canada and Mexico. His background includes two years as director of sales for **D&M Holdings**, a supplier of branded and unbranded OEM audio systems; two years as the OEM and aftermarket recreational sales and new business development manager for **River Park**; and 11 years with the **Ford Motor Co.** in a variety of aftermarket electronics sales, product development, product management and special projects roles.

Neelley has been with the company since 1982. Most recently, he was director of finance.

RICK DAUCH NAMED ACCURIDE CORP. PRESIDENT, CHIEF EXECUTIVE

Evansville, IN-based **Accuride Corp.** has named **Richard F. (Rick) Dauch** as the company's president and CEO. Dauch succeeds **Bill Lasky**, who has served as Accuride's interim president and CEO since 2008. Lasky has also served as chairman of the board since 2009 and will continue in that role.

Dauch joins Accuride from **Acument Global Technologies**, a mechanical fastening systems company, where he had served as president and CEO since 2008. Prior to Acument, Dauch was executive vice president of worldwide manufacturing for **American Axle & Manufacturing**. He is the son of American Axle co-founder, chairman and CEO **Richard E. Dauch**.

WEINZAPFEL NAMED JASPER VP OF ENGINE MANUFACTURING

Jasper Engines & Transmissions has named **Matt Weinzapfel** as its vice president of engine manufacturing. As such, he oversees the remanufacturing processes of the gas engine and diesel engine divisions, as well as the Jasper authentic custom drivetrains division. Weinzapfel, who has been with the Jasper, IN-based company since 1994, previously served as diesel division manager.

Taking over Weinzapfel's previous duties as diesel division manager is **Ryan Dooley**. His previous posting was as manager of the diesel fuel room, where he established the company's fuel components program. Dooley has been with Jasper since 1997.

NEAPCO ANNOUNCES NEW EXECUTIVE TEAM APPOINTMENTS

Neapco Holdings has appointed **J. Robert Mangini** — one of four operating owners of the Belleville, MI-based company — to the new position of chief operating officer. Additionally, **James Geisendorfer** has been named to the new position of vice president of global OE automotive sales and marketing for Neapco Holdings, and **Keith Sanford** is now the president of **Neapco Components**, an operating unit responsible for Neapco's component business in the United States and Canada.

HOLLEY ANNOUNCES ROBIN LAWRENCE AS DIRECTOR OF SALES

Bowling Green, KY-based **Holley Performance** has named **Robin Lawrence** as its director of sales. Lawrence previously was a marketing representative and factory-sponsored racer with **GM Performance Parts**. He also has owned and operated a speed shop specializing in high performance power adders and EFI tuning, and has been a drag racer for nearly 30 years. Lawrence also has been a technical writer for such automotive performance magazines as *5.0 Mustang* and *Chevy High Performance*.

SOURCE INTERLINK NAMES JOHN BODE EXECUTIVE VP/CFO

Source Interlink Companies (Bonita Springs, FL) — the media group that publishes, among other things, *Motor Trend*, *Automobile*, *Import Tuner*, *Off-Road* and *Four Wheeler* magazines — has appointed **John Bode** as its executive vice president and CFO. Bode most recently was senior vice president of corporate strategy and finance, where he was responsible for such initiatives as the company's reorganization, the divestiture of its CD and DVD distribution business, and the acquisition of GrindTV.com. He has been with Source since 2002.

NEWS BRIEFS . . . Meritor Inc. (Troy, MI) saw sales from its aftermarket and trailer business increase 1.4 percent to \$225 million for the three months ended Dec. 31, 2010. However, earnings before interest, taxes, depreciation, and amortization fell 24 percent to \$13 million. . . . More than 600 customers, and 170 of its own employees, took part in the 48 training sessions offered at the 51st annual **Cavalcade of Customs** held last month in Cincinnati. The custom car show and training expo was sponsored by **KOI Auto Parts** and **Federated Auto Parts**. . . . **Spectra Premium Industries** (Boucherville, QC) on Feb. 1 launched its "Checkered Flag" fuel delivery promotion, which awards technicians and counter personnel cash back for qualifying fuel delivery purchases and sales. Qualifying Spectra Premium products include fuel tank assemblies, fuel modules and hanger assemblies. The promotion runs in the United States until March 31. . . . The **Eaton Corp.** board of directors has approved a two-for-one stock split to occur at the close of business on Feb. 28 for shareholders of record as of Feb. 7. Eaton shares will begin trading on a split-adjusted basis on March 1. . . . The 2011-'12 *Mahle Original Filter Catalog* includes, for the first time, a full range of light- and medium-duty filtration products for all applications, including European, Asian and domestic vehicles. . . . **FCS Automotive International** has signed an **Evokat** ACES and PIES subscription agreement with Wake Forest, NC-based **Illumaware**.

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PERSPECTIVE . . .

LEE KADRICH DID HIS JOB WITH PROFESSIONALISM AND PRIDE

As I have said many times, and despite what may be portrayed on cable television especially in the political arena, successful journalists are not necessarily experts; they just are very curious people who are smart enough to know who the real experts are. And, they keep those experts as close contacts.

For any journalist, having reliable sources who are earnest, direct, honest and with total credibility is something that is valued beyond question.

Back in 1984, with only a few months of aftermarket experience under my belt and a total lack of knowledge of how the industry works, I had a story to produce on counterfeit parts — a serious problem even three decades ago — and needed to contact several industry experts to discuss the current status and what was going on to deal with the problem in the aftermarket. My editor gave me some industry leads, and one of the first folks I talked to in detail concerning the issue was **Lee Kadrich**, on the staff of what was then the **Automotive Parts & Accessories Association (APAA)**, which later merged with the **Automotive Service Industry Association (ASIA)** to create the **Automotive Aftermarket Industry Association (AAIA)**.

What I remember most is how helpful and patient Lee was, taking the time to both educate the novice that I was on how the aftermarket worked, why this was a critical issue to his member companies and the industry in general, and to guide me on who else I might discuss the issue with and the type of questions I might benefit from asking. I had to talk to him several times, and each time he was the same: helpful, patient, gracious.

For me, that was impressive both because it was of extreme benefit to me personally but also quite beneficial to his association's member companies who he represented in this context quite well. And, over the next 27 years, I always remembered what a gentleman Lee Kadrich was — gracious, knowledgeable and eager to enthusiastically represent his member companies.

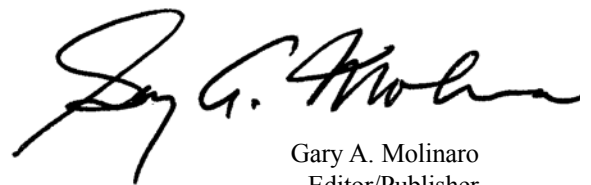
Last week, it was announced that Kadrich would be retiring after 29 years, leaving his AAIA vice president of government affairs and trade position, as well as serving as staff liaison to the AAIA government affairs committee and executive director of two AAIA membership segments: the **Auto International Association (AIA)** and the **Heavy Duty Distribution Association (HDDA)**.

I have talked about it here before, but, too often, the most heralded in our society or even in our industry are those who make the most noise or those who draw the most attention toward what they do. Most of the time, **the real work, the real progress, the real service occurs quietly but effectively. And, for those who worked with Lee Kadrich over the past 29 years, they know he got it done on behalf of the industry he represented.**

Lee Kadrich is a gracious man who listens more than he talks, does more than is asked and always left me feeling like he truly appreciated spending time with me. On the surface, he was not the type who created a lot of buzz, a lot of excitement, but he got the job done with professionalism and pride. That is rare these days and truly valued by anyone in this industry. And, as a journalist, I respect the time given by a busy person with major responsibilities in his lap.

Lee Kadrich has always been one of my favorite people in this industry, and I will miss him at industry gatherings and during industry events.

My only complaint? Why does he get to retire while I continue to work!



Gary A. Molinaro
Editor/Publisher

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District Sales Manager for our Richmond, VA market. Reporting to the Regional Sales Director, the District Sales Manager (DSM) will have primary responsibility for all reseller channel customer activity including total sales results in an assigned multi-state territory. This position is responsible for both acquisition and maintenance of dealer participation in reseller programs. Travel is required. A company vehicle or allowance will be furnished.

District Sales Manager (DSM) for the Washington market through our Seattle and Spokane distribution centers. Reporting to the Regional Sales Director, the DSM will have primary responsibility for all reseller channel customer activity including total sales results in an assigned multi-state territory. This position is responsible for both acquisition and maintenance of dealer participation in reseller programs. 40% travel is required and a company vehicle is furnished.

Interested candidates should send a resume indicating which location and with salary requirements to: susan.caster@exide.com or fax: 678.566.9439.

EOE M/F/D/V

03-05

CONTROLLER

Growing international automotive and truck climate control manufacturer / distributor, operating multiple divisions and based in Fort Worth, Texas seeks fully experienced controller for an immediate opening. Applicant must have a minimum of 10 years experience as a controller and or CFO, including a bachelor's degree in accounting or related field (master's degree preferred). Must have distribution experience, as the business has heavy inventory transactions. Importing experience is desired. Position requires vendor product payments to be made in multiple currencies. Applicant must be able to work independently without daily supervision and be extremely organized. Position has 3 direct reports, A-R, A-P and billing/invoicing, plus an outside IT consulting firm. Reporting to the Company President, other duties include HR, cost accounting, budgeting, cash flow preparations & analysis. Candidate must be fully capable of generating timely monthly and quarterly financial statements in accordance with GAAP (along with balance sheets). Ideal candidate must be proficient in Microsoft Outlook, Excel and Word. Applicant must have Quickbooks Enterprise experience and knowledge of Acctivate or other inventory management software. Salary is commensurate with experience along with excellent fringe benefits.

For more information please visit our web site at www.annexac.com.

For consideration, please submit cover letter, resume and salary history for the past ten years to acctposition@annexac.com. Also, include contact information for three personal references. No phone calls or faxes accepted..

03-05

DIRECTOR OF MARKETING

Aftermarket Auto Parts Alliance, Inc. is seeking a highly qualified and experienced individual to fill our lead Marketing position. The available position is responsible for directing our marketing efforts, including, managing our Marketing Staff, the Alliance Marketing Committee and various Alliance events. The position responsibilities would encompass supervision of our branded jobber and service center programs. Other position responsibilities would include product line marketing assistance with a focus on branding and promotions plus internet marketing efforts.

The ideal candidate must have a college degree, previous marketing experience, excellent analytical abilities, be proficient in Microsoft Office programs and have superior communication and organizational skills. Positive attitude and exceptional people skills are a must!

Please e-mail resumes to hrmarketing@alliance1.com

04-07

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18-20

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DISTRICT SALES MANAGERS

Exide Technologies is recognized as the premier provider of electrical storage solutions for the Transportation, Network and Industrial power markets worldwide. Headquartered in Milton, Georgia, Exide Technologies is embracing new technologies and new ways of doing business. With a 115-year history of growth and success, Exide is poised for strong growth in the future. Our strong management team is aggressively pursuing opportunities to enter new markets, expand business and grow sales. The evolving company culture is built on a commitment to quality, integrity and respect. In a fast-paced work environment where employees receive excellent compensation and benefits, the opportunities for professional growth and career advancement are significant. We are currently seeking a District Sales Manager for our Long Island, NY market. Reporting to the Regional Sales Director, the District Sales Manager (DSM) will have primary responsibility for all reseller channel customer activity including total sales results in an assigned multi-state territory. This position is responsible for both acquisition and maintenance of dealer participation in reseller programs. Travel is required. A company vehicle or allowance will be furnished.

Interested candidates should send a resume with salary requirements to:

susan.caster@exide.com or fax: 678.566.9439. EOE M/F/D/V

05-07

MANAGEMENT AND INSIDE INTERNATIONAL SALES OPPORTUNITIES AVAILABLE

DIRECTOR OF SALES. Global Company seeks a Director of Sales. This position will handle all international sales. Develop and implement sales, strategies and margin plans. Review market sales analysis to determine customer needs. This position will require travel up to 50% of the time. To be considered you **MUST** have both international experience as well as aftermarket automotive experience. **Please forward your resume along with salary history to openpositions11@gmail.com.**

INSIDE INTERNATIONAL SALES ASSOCIATE. Global company is seeking a qualified International Sales Associate. Must be able to exercise independent judgment and be able to handle policy level situations. Negotiate prices, terms and deliveries and other customer issues as defined. Obtains management approval on pricing issues. Must be able to travel up to 25% of the time. **ONLY THOSE WITH INTERNATIONAL EXPERIENCE WILL BE CONSIDERED. If interested please forward resume along with salary history to openpositions11@gmail.com**

03-05

DIRECTOR OF SALES AND MARKETING

Position with automotive parts manufacturer in Midwest. Department manager with overall responsibility for sales & marketing plans and activities, and personnel involved. Qualifications include minimum of 5 years marketing or promotion experience in aftermarket; extensive knowledge of the independent automotive aftermarket, plus the OEM replacement parts market; technical knowledge of automotive products and catalog systems; proven verbal and written communication skills.

Position offers the challenge of developing and achieving objectives, developing and administering promotions, and providing overall leadership. Position reports to division President. Some travel required. Competitive pay and benefits package.

Send resume and salary history/requirements to:

classifieds@thegreensheetonline.com {Subject Line must be DSM #03-11}

03-05

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ASSOCIATE PRODUCT MANAGER – Troy, MI

Delphi is a leading global supplier of electronics and technologies for automotive, commercial vehicle and other market segments. Operating major technical centers, manufacturing sites, and customer support facilities in 30 countries, Delphi delivers real-world innovations that make products smarter and safer as well as more powerful and efficient.

Responsibilities:

- Actively assist in leading North American product team & execute product line strategy.
- Product line experience in fuel products, thermal products or engine management required.
- Coordinate new product activities for aftermarket & Delphi divisions.
- Responsible for communicating & working closely with various functional groups to execute product planning and strategy.
- Analyze North American market trends, competitive programs, sales activities, opportunities, etc. to develop programs and pricing.
- Develop business plans & execute on time and within budget.
- Prepare routine presentations used to report product line progress.
- Visit customers to stay connected with their changing needs.
- Launch new part numbers according to established business plan.
- Meet sales and margin targets.

Requirements:

- 3-5 yrs of aftermarket product experience.
- Strong analytical skills.
- Strong project management skills with proven track record of successful execution.
- Demonstrated accountability.
- Strong hands-on knowledge of Microsoft Excel, PowerPoint & Word.
- Must be fluent in Excel Pivot Tables.
- Excellent communication and presentation skills necessary.
- Willingness to travel and support regional sales events as necessary.

Educational Requirements:

· Bachelor's degree - Automotive and/or Business degree
 Delphi rewards talent and results with a competitive total compensation package that's in keeping with a global industry leader.

For consideration, apply online at www.delphi.com/careers. EOE.

02-04

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