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GENERAL AUTOMOTIVE LAUNCHES DIRECT IMPORT PROGRAM

The Orlando, FL-based **General Automotive Co.** has launched a new direct import program for undercar products including brake drums and rotors, wheel hubs, and U joints for domestic, Asian and European makes. General says that its program will be "very competitively priced" in order to compete with similar programs in the marketplace. All product lines can be sold through the **OE Source** private brand or through a private-label program. **Dan Valladao**, the president and CEO of General Automotive, said this is an example of how his company's new joint venture, **General Automotive China/ Taichi Automotive**, allows General Automotive to expand into new product lines that are "both of the highest quality and extremely price-competitive."

MPA TOUTS FENWICK FINANCING

Torrance, CA-based **Motorcar Parts of America (MPA)** has announced that **Fenwick Automotive Products** of Toronto has obtained a new senior secured credit facility with **M&T Bank**. According to a statement issued by MPA on Nov. 22, "this financing validates the strength of Fenwick Automotive's presence in the automotive aftermarket and paves the way for a new alliance with our organization." [Continued on Page 4]

NEW ZEALAND GROUP AGREES TO BUY UNITED COMPONENTS; UCI DUMPS ITS PLANNED IPO

Ten days after filing with the SEC to price its anticipated initial public offering, it has been announced that **UCI International Inc.** (a.k.a. **United Components Inc.**) is in a deal to be sold to a New Zealand private investment group. UCI has now informed the SEC that it no longer intends to pursue an IPO at this time.

The Evansville, IN-based company had planned to sell more than 13.33 million shares of its common stock for between \$14 and \$16 per share — an offering that could have garnered UCI as much as \$200 million, according to Reuters. The company filed its registration statement for the IPO back in July. However, the statement has not been declared effective by the SEC and no securities have been issued or sold under the registration statement.

Instead, UCI has entered into an agreement and plan of merger with an affiliate of the **Rank Group**, whereby Rank will acquire all of the outstanding shares of capital stock and other equity interests in UCI for \$375 million. Rank also will assume the net indebtedness of UCI and its subsidiaries, estimated at \$605 million. Each outstanding UCI stock option will be cancelled and cashed out in the merger based on the spread between the exercise price and per-share merger consideration. [Continued on Page 2]

EXTANG PARENT COMPANY BUYS ADVANTAGE TRUCK ACCESSORIES

THI has acquired **Advantage Truck Accessories (ATA)** and **Torza Inc.** Financial terms of the transaction were not disclosed. Ann Arbor, MI-based **THI** — the parent company to the **Extang**, **Truxedo** and **Undercover** tonneau cover brands, as well as the **Redrug** line of bedliners — was formed in 2007 by **Kinderhook Industries LLC**, a New York-based private equity firm. **ATA**, based in Elkhart, IN, is known for its tonneau covers, such as the **TorzaTop**, **Surefit** and **Hard Hat**. **Jeff Fink** will continue in his role as general manager of **ATA** and **Torza**. This transaction was initiated by the **Capstone Financial Group** (Hilton Head Island, SC), which represented **ATA**.

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NEW ZEALAND GROUP TO BUY UNITED COMPONENTS . . . *[Continued from Page 1]*

The agreement does not include any post-closing indemnification obligations or any provision for adjusting the amount payable to stockholders (whether for working capital or otherwise). The merger and the merger agreement have been approved by the UCI board of directors and stockholders of UCI holding a majority of total shares entitled to vote.

The agreement does prohibit UCI from soliciting proposals related to alternative business combination transactions.

The transaction is anticipated to close in the first quarter of 2011. In the event of termination of the agreement, Rank may be required to pay UCI a termination fee of \$100 million.

Rank is a New Zealand-based private company that invests across a variety of industries. It is controlled by **Graeme Hart**, who is reputed to be richest person in Australasia. Among Rank's most notable subsidiaries is **Reynolds Group Holdings**, which is one of the largest packaging companies in the world — most widely known for its Reynolds Wrap aluminum foil. Rank also recently closed on its acquisition of former **Tenneco** subsidiary **Pactiv Corp.** for roughly \$4.40 billion. Pactiv is perhaps best known for its line of Hefty trash bags.

UCI'S AUTOMOTIVE AFTERMARKET SALES ROSE 4 PERCENT IN Q3

Evansville, IN-based **UCI International Inc.** (a.k.a. **United Components Inc.**) reported \$241.49 million in net sales for the third quarter of 2010. This was up 5.5 percent over the previous year. Automotive aftermarket sales, which comprised roughly 87 percent of UCI's net sales in the quarter, increased 4 percent. **Within the aftermarket channel, retail sales rose 7.3 percent, traditional sales increased 2.9 percent and heavy duty sales were up 8.5 percent.**

OES channel sales decreased 14.5 percent. Management attributed the drop-off to the timing of replenishment orders by its OES channel customers. OEM channel sales were up 16.4 percent because of a recovery in new car sales, as well as recent new business wins.

By product line, filtration sales increased 3.3 percent to \$91.20 million; fuel delivery system sales rose 15.1 percent to \$70 million; and vehicle electronics sales increased 11.5 percent to \$45.40 million. Cooling system sales fell 10.7 percent to \$34.90 million as the product line experienced sales growth with existing customers, yet the increase was more than offset by market share losses. However, it's worth noting that UCI's fuel delivery system sales have been positively impacted by market share gains, according to UCI.

Overall gross profit increased 12.2 percent to \$61.99 million largely because of higher sales volume. Gross profit, as a percentage of sales, improved from 24.1 percent to 25.7 percent year-over-year. Net income, however, decreased 46.5 percent to \$4.37 million due, in part, to an \$8.70-million loss on the early extinguishment of debt.

EX-CLOROX UNIT BEGINS LIFE AS AN INDEPENDENT WITH A NEW NAME

The **Clorox Co.'s Global AutoCare Business** — sold to an affiliate of **Avista Capital Partners** for roughly \$780 million back in November — is now operating as an independent company under the name **Armored AutoGroup Inc.** The company employs more than 160 people and is headquartered in Danbury, CT, with additional corporate offices in Pleasanton, CA, and manufacturing facilities in Painesville, OH, and the United Kingdom. The Armored AutoGroup has direct operations in the United States, Canada, Australia and the United Kingdom, and distributor relationships in approximately 50 countries.

“As an independent company, Armored AutoGroup is well-positioned to build upon the strength of the **Armor All** and **STP** brands by focusing on product innovation, strengthening our partnerships with retailers and executing our international growth strategy,” said Chairman and CEO **David Lundstedt**.

HONEYWELL IS SELLING ITS ON-BOARD SENSOR PRODUCTS BUSINESS

Honeywell has reached a definitive agreement to sell its automotive on-board sensor products business to **Sensata Technologies**, a Dutch company, for \$140 million. The business being sold makes a variety of sensors sold to auto manufacturers and automotive suppliers around the world, including cam and crankshaft, transmission, vane, vehicle pressure, position and wheel speed sensors. The transaction, subject to regulatory approvals, is expected to close early in 2011.

KEYSTONE AUTOMOTIVE OPS. ABLE TO INCREASE Q3 SALES, CUT LOSSES

At a time when discretionary spending remains suppressed, **Keystone Automotive Operations** (Exeter, PA) was still able to report \$123.31 million in net sales for the third quarter of 2010. This was up 5.7 percent year-over-year. “While we consider this to be a modest increase, it represents the third consecutive quarter of year-over-year increases for our top line,” CEO **Ed Orzetti** told analysts on a recent conference call. “Additionally, we believe that we have continued to gain share in 2010 while maintaining good pricing disciplines.”

The 5.7-percent uptick in sales resulted primarily from double-digit increases from Canada and from Keystone’s export and other developing markets business. Single-digit increases were reported in the Midwest and West Coast, as well as from national accounts, which the company defines as customers that participate in retail markets on a national or multi-region basis. The Northeast was flat year-over-year. A low single-digit decline was reported by Keystone’s dropship fulfillment operations, which is shipping via third-party delivery primarily to residential locations.

Meanwhile, the company’s gross profit rose 9.8 percent to \$39.48 million and gross margin expanded from 30.8 percent a year ago to 32 percent for the three months ended Oct. 2, 2010. Management attributed these increases to higher sales volume and improved sales mix. This helped Keystone reduced its year-over-year net loss from \$7.48 million to \$5.81 million.

“While our market has shown some signs of recovery, it continues to lag the broader industry. This is largely due to continued elevated levels of unemployment, which translates directly into lower consumer spending on discretionary items, including the ones that Keystone sells,” Orzetti said on the call. “The near-term projections for levels of unemployment are not optimistic, as unemployment levels are expected by many to remain in the current range of 9-10 percent. Additionally, the continued mix of new vehicle sales has not been particularly favorable to our market.”

For these reasons, Orzetti said Keystone’s management remains cautious regarding the timing and the extent of a recovery in its market. “Keeping these factors in mind, we’re pleased with our relative performance through the third quarter of 2010,” he said.

However, with an eventual recovery in its market, Orzetti contends that Keystone is “uniquely positioned” for profitable growth. “We’re pleased with the continued financial performance we’ve been able to achieve through the very difficult economic challenges of the last few years and through what might be optimistically referred to as the early stages of a recovery,” he explained. “We’ve done this while building a solid and leverageable foundation for the future, both in terms of brick and mortar and human capital. Consequently, we look forward to the future with a great deal of confidence.” — *Marc Vincent*

KEYSTONE EXPLORING THE POSSIBILITY OF RESTRUCTURING ITS DEBT

Exeter, PA-based **Keystone Automotive Operations** disclosed in a Nov. 15 filing with the SEC that it is exploring the possibility of restructuring its debt obligations and that it has engaged financial and legal advisors to assist in considering “all available alternatives in that regard.” **This is being done because of Keystone’s “high degree of leverage.” As of Oct. 2, 2010, under its credit agreement and the notes, the company had total indebtedness of \$390.10 million and \$39.40 million of borrowing availability as defined by the revolver, subject to customary conditions.**

Keystone warns that there can be no assurance that the company will be successful in restructuring the debt obligations or that any restructuring taken will not impair the rights of debt holders. No further information was given in the report, and management declined to comment on this matter during its third-quarter financial report conference call.

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OBITUARY: VENLO WOLFSOHN, ASSOCIATION LEADER/RACING WRITER

If it had a motor or could be raced, **Venlo Wolfsohn** probably took an interest in it. The executive director of the **International Truck Parts Association** had ties across the industry and spent decades writing about and sharing his enthusiasm. Wolfsohn died Nov. 13 following a long battle with cancer. He was 83. A longtime resident of Bethesda, MD, Wolfsohn died in an assisted living facility near relatives in Elizabeth City, NC.

ITPA spokesman **Scott Tetz** said Wolfsohn never stepped down from his role as “patriarch” of the association, even as his health declined over the past 18 months. “Venlo managed all aspects of the ITPA: convention planning, emceeding meetings, annual dues, monthly bulletins and record keeping,” Tetz wrote in a tribute. “Not only was every detail attended to, he did so with incredible style and grace. Even after difficult board meetings, Venlo used humor to defuse tense situations.”

Lee Kadrich, executive director of the **Heavy Duty Distribution Association**, called Wolfsohn a multi-talented person with a rich history in the industry, going back through all his racing involvement. “He was a great industry advocate, very hardworking for his members and just a wonderful personality,” Kadrich said. “A real character: He was ageless.”

In a Nov. 17 *Washington Post* obituary, staff writer **T. Rees Shapiro** noted that Wolfsohn not only raced at local tracks for fun in the early 1960s, he turned his interest in all sorts of racing into a 22-year freelancing gig for *The Post*. “From 1960 to 1982, Mr. Wolfsohn wrote more than 600 stories for *The Post*,” Shapiro wrote, “covering the Indianapolis 500, events at the Marlboro Motor Raceway in Maryland and land-speed record attempts at the Bonneville Salt Flats in Utah.”

Wolfsohn’s reporting also included covering events from rowing regattas and motorboat races on the Potomac River to air races in Indiana.

Similarly, he put his voice to work across the automotive industry, with groups like the **Automotive Parts Remanufacturers Association** and the **Sports Car Club of America**. “I had known Venlo for over 30 years,” APRA President **Bill Gager** wrote. “(He) was quite a guy in the association business, always remembering that you can offer advice to the members of an association, but, in the end, it is their association. I’m very glad that Venlo crossed my path in this world.”

MPA SAYS FINANCING PAVES WAY FOR ‘NEW ALLIANCE’ . . . [Continued from Page 1]

As you may recall, MPA invested US\$1.89 million in Fenwick back in August. That loan is secured by a blanket lien on all of Fenwick’s assets. This investment is structured as a secured loan with an option to acquire substantial ownership of Fenwick. And, in connection with that loan, MPA has been granted an option to purchase treasury shares of Fenwick’s parent company for an aggregate purchase price of US\$9.45 million. The minimum percentage of shares subject to the option is 51 percent and could increase up to a maximum of 80 percent under certain conditions.

The option is exercisable from Aug. 24, 2010 to Aug. 25, 2012.

If MPA exercises the option, it also has a call right to acquire all the remaining shares of Fenwick’s parent company from its shareholders for between US\$3.40 million and US\$14.18 million, which varies based on certain conditions. This call right expires on Aug. 24, 2013.

And, according to **BB&T Capital Markets**, MPA has the option to walk away from Fenwick at any time and simply collect interest on its loan. By the sound of the aforementioned Nov. 22 press release, MPA doesn’t intend to walk away from Fenwick.

The combination of MPA and Fenwick represents an opportunity for MPA to expand beyond its alternator and starter business and leverage existing manufacturing expertise and distribution channels with an array of automotive products.

Fenwick is a manufacturer and distributor of new and remanufactured aftermarket auto parts, including steering components (pumps, gears and racks), brake calipers, master cylinders, hub assembly and bearings, clutches and clutch hydraulics, constant velocity drive shafts, water pumps, control arms and loaded struts.

Such a transaction could more than double MPA’s annual revenue with expected accretive earnings.

SCHNITZER STEEL IS GROWING ITS AUTO PARTS BUSINESS PICK-N-PULL

Schnitzer Steel Industries' auto parts business has acquired substantially all of the assets of **Waco U-Pull-It Inc.** in Texas; a facility in Stockton, CA, that will be developed into a specialty self-service facility; and property adjacent to one of its facilities in Portland, OR, that will allow for expansion of the existing operation.

"**Pick-n-Pull** continues to build its presence in Texas by adding an important location to our existing footprint of four retail stores in the Dallas/Fort Worth Metroplex and one in San Antonio," said **Tom Klauer**, president of Schnitzer Steel's auto parts business. "This acquisition marks our entry into the Waco market and supports our concentrated growth strategy in core regions.

"Our acquisitions in Stockton, CA, and Portland, OR, demonstrate our commitment to expanding our facilities in these attractive markets. In both cases, we intend to aggressively grow our capacity and retail operations. Pick-n-Pull will continue to actively pursue growth in both new and existing markets."

"These three transactions continue the expansion of the footprint of our auto parts business and demonstrate the disciplined execution of our stated strategy to develop scale in core supply regions to obtain scrap at its earliest stage of disposal," said CEO **Tamara Lundgren**. "We are expanding our network of retail Pick-n-Pull stores and continuing to expand in the high growth Texas market."

EXIDE TECHNOLOGIES COMBINING ITS AMERICAS BUSINESSES

Milton, GA-based **Exide Technologies** is combining its Americas transportation and industrial groups into one business. This integration will be effective Jan. 1. "We have already seen successes regarding cost savings, cross selling and facility optimization within our European operations following the initial consolidation of the two businesses there earlier this year," said **Jim Bolch**, Exide's president and CEO. "I am confident that we will see the same results in the Americas as we bring together two strong businesses and create a more formidable force within the markets we serve."

Bruce Cole, currently president of Exide's **Transportation Americas** unit, will assume the leadership of this new business as president of **Exide Americas**. **Mitchell Bregman** will no longer serve as president of the **Industrial Energy Americas** unit, effective Jan. 1. Exide disclosed in a Nov. 30 filing with the SEC that Bregman is expected to remain with the company "for a short period" to assist with the transition and other projects.

LKQ CORP. GETS INCREASED ACQUISITION FLEXIBILITY

Chicago-based **LKQ Corp.** has amended its credit agreement to increase its ability to use cash for acquisitions. This was done by eliminating the previous annual dollar limit. Additionally, the amendment provides increased flexibility for LKQ to deploy debt proceeds and increases the amount of letters of credit the company can issue. "Acquisitions are an important component to our growth strategy. This amendment provides us with the flexibility we need as we continue to execute our plan," explained CFO **John Quinn**. "Our banking partners acknowledged we had outgrown the prior agreement and, through their support for this amendment, recognized our acumen in identifying and integrating accretive acquisitions."

TENNECO WANTS TO REFINANCE

Lake Forest, IL-based **Tenneco** is seeking to amend its senior credit agreement to permit the company to refinance its \$500-million senior subordinated notes with new senior, unsecured indebtedness. According to a Nov. 22 filing with the SEC, Tenneco is seeking the amendment to enhance its flexibility with respect to the senior subordinated notes. The company does not expect to incur any fee in connection with the amendment.

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THE FIRST MCCURDY MEMORIAL SCHOLARSHIPS HAVE BEEN AWARDED

Three students have been selected as recipients of the first scholarships established in memory of **Larry McCurdy**, chairman of the board of the **Affinia Group**, who died in August. The first McCurdy scholarship recipients were selected from this year's applicants at the **Global Automotive Aftermarket Symposium (GAAS) Scholarship** website, www.AutomotiveScholarships.com. Each will receive a \$2,500 award for the 2010-'11 academic year.

Affinia established the memorial scholarship fund with the **University of Aftermarket Foundation** to honor McCurdy, who had been Affinia's chairman since its inception in 2004. The fund will award three \$2,500-scholarships per year to students in four-year programs preparing for aftermarket careers in engineering, business, accounting or other professional positions.

The **GAAS Scholarship Committee** has established a reviewer group for the 2011 McCurdy scholarships, which will be presented at the Symposium in May. Applications are now being accepted at www.AutomotiveScholarships.com/McCurdy.

AFFINIA GROUP AMENDS \$315-MILLION REVOLVING CREDIT FACILITY

The **Affinia Group** (Ann Arbor, MI) has amended its \$315-million senior secured revolving credit facility. The amendment reduces drawn and undrawn pricing on the facility; extends the maturity date; modifies the conditions to making certain dividends, distributions, restricted payments and investments; and modifies other provisions of the credit agreement. "We are pleased with the outcome of this amendment to our credit facility and with our lender group, who have supported the company and our initiatives," said CFO **Tom Madden**. "The move will lower our interest expense, while providing much greater flexibility for Affinia's continued global growth."

VIRTUAL AFTERMARKET EFORUM SPONSORSHIPS AVAILABLE

Sponsorships are available for the **Virtual Aftermarket eForum**, which is scheduled to return as a web-cast symposium and virtual trade show on Feb. 2. Exhibitor packages for the event start at \$2,500. In addition to the live event, the virtual trade show is open for repeat visitors for 90 days. Sponsor and exhibitor packages include a virtual booth, hosted content, design consulting and training, and leads management. Sponsors and exhibitors must be confirmed by Dec. 10. For more information, visit www.aftermarket.org/eforum or contact **Gina Lemon** of AAIA at gina.lemon@aftermarket.org or (240) 333-1048.

MEMA TECHNOLOGY COUNCIL ANNOUNCES NEW LEADERSHIP

Jim Schwinn, director of finance and information systems for the **Schaeffler Group USA**, is the **MEMA Technology Council** (MTC) chairman for 2011. The other officers are: **Fred Dingraudo**, chief technology officer at the **Affinia Group**; **Susan Ulrey**, executive director of sales operations and customer service for **Tenneco**; and (ex officio) **Ray Nicholas**, vice president of information technology at **Standard Motor Products**. Additionally, **Lisa Henkel**, manager of product data services for **Gates Corp.**, was selected to join the board as its newest member.

NATIONAL PRONTO ASSOCIATION ANNOUNCES ITS 2011 MEETING DATES

The **National Pronto Association** plans to hold its spring shareholders conference April 12-14 in Chicago. This event is structured as face-to-face meetings and is restricted to the Top 60-70 suppliers by volume. Invitations will be e-mailed in late December or early January. Pronto's fall shareholders conference and expo will be held Sept. 20-22 in Baltimore. The fall event is a table-top show and open to all suppliers.

VALLEY CLOSING ONE AND ADDING TWO NORTH AMERICAN FACILITIES

Rochester, MI-based **Valley Towing Products** is making changes to its North American supply chain. The company plans to close its current manufacturing facility in Lodi, CA, by the end of May. It has added a new manufacturing facility in San Luis Potosi, Mexico. Valley also has added a warehouse in Dallas. They join Valley's warehouse and distribution facilities in Columbus, OH, and Lodi, CA.

F-M EXECUTIVE TO CHAIR FUEL PUMP MANUFACTURERS COUNCIL

Jeff Richardson, drivability group manager at **Federal-Mogul Corp.**, is the new chairman of the **AASA Fuel Pump Manufacturers Council**. **Dan Caciolo**, senior product manager – engine management at **Continental**, serves as vice chairman. **Steve Gonzales**, product manager – fuel systems at **Denso Sales California**, is the outgoing council chairman.

AASA MARKETING EXECUTIVES COUNCIL NAMES 2011 LEADERSHIP

Scott Howat, director of corporate communications for the **Affinia Group**, is the new chairman of the **AASA Marketing Executives Council (MEC)**. He is joined by:

- First Vice Chairman – **Kevin Burton**, director of marketing and integrated business supply for the **Four Seasons** division of **Standard Motor Products**;
- Second Vice Chairman – **Robert Christy**, director of marketing for **Dayco Products**;
- Secretary – **Mark Sprague**, global manager, corporate marketing manager for **NGK Spark Plugs (USA)**; and
- Immediate Past Chairman – **Barry Harris**, global manager of products, cataloging and marketing for the **Timken Co.**

The MEC has spearheaded AASA's "Know Your Parts" campaign, which marked its one-year anniversary at **AAPEX** last month. The following members have agreed to continue serving on the MEC's "Know Your Parts" Task Force:

- Chairman: **Brian Tarnacki**, brand director at **Federal-Mogul**;
- **Brian Altenberger**, global channel, category and pricing director for **Delphi Product & Service Solutions**;
- Kevin Burton;
- Barry Harris; and
- Scott Howat.

Additionally, an MEC task force developed AASA's new **Supplier Evaluation Standards**, an electronic questionnaire designed for aftermarket channel partners to use before reaching a buying decision in order to ascertain if potential suppliers provide full service and quality products. The following MEC Supplier Evaluation Task Force members have agreed to serve another term as the Supplier Evaluation Standards are released to the industry and continue to be refined:

- **Bill Dennie**, director of channel management at **Tenneco**;
- **Larry Fidance**, marketing manager at **Denso**;
- **Ted Hughes**, brand manager at **Mahle Clevite**;
- **Don McEntee**, vice president of marketing at **SKF**; and
- Robert Christy.

AFFINIA BRAKE & CHASSIS HIRES NEW R&D DIRECTOR

Heidi Rutz has been named as the director of research and development for the **Affinia Global Brake & Chassis Group** in Winchester, KY. She is responsible for disc brake pads, brake shoes, and heavy-duty brake block friction formulation and development activities. She also is the chief steward of the "Best In Brakes" friction product portfolio for **Raybestos** brakes, a member of the Affinia family of brands. Prior to joining Affinia, Rutz held product development positions at **Haldex Brake Products** and at **FRAS-LE**.

BEIRNE NAMED AWDA TREASURER

Richard Beirne of **United Auto Supply** (LaCrosse, WI) has been named treasurer of **AWDA**. Long-time treasurer **Tim Lee** of **Lang Distributing** will remain on the AWDA executive committee as treasurer emeritus. The AWDA treasurer is appointed by the board to an open-ended term. Lee has served for more than 12 years. Prior to becoming treasurer, Beirne served for many years on the AWDA board of governors, including a term as chairman.

PEOPLE WATCHING . . . Akebono Brake Corp.

(Elizabethtown, KY) has promoted **Alex Yagyu** to general manager of OES and independent aftermarket sales. Meanwhile, **Tommy Rivera** is now responsible for aftermarket sales in addition to his current role as product development director. . . . **The AAM Group** (Johnson City, TN) has added **Robin Williams** as program coordinator. Williams previously served the **Genuine Parts Co./NAPA** as a wholesale manager out of its Richmond distribution center. . . . **Joe Parker**, a former **Signal Extraprise Corp.** development manager, has returned to the Wexford, PA-based company in a sales capacity. . . . **Max Niemann** has been appointed to the **California/Nevada/Arizona Automotive Wholesalers Association's** Manufacturers' Advisory Council representing **Permatex**. His office is in Sacramento, CA.



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QUARTER MILE CAPTURED 14 HISTORIES FOR PROJECT 1320 AT SEMA

At this year's SEMA Show, the **Quarter Mile Foundation** was able to collect the oral histories of 14 of drag racing and performance aftermarket pioneers for its **Project 1320** documentary film series about the history of drag racing and the parallel growth of the performance aftermarket. Among those interviewed were:

- **Harry "Hand Grenade" Hibler** – racer, track operator and magazine publisher;
- **Louie Senter** – racer, track operator and manufacturer;
- **Joe Amato** – five-time NHRA Top Fuel World Champion and co-owner of **Keystone Automotive Warehouse**;
- **Linda Vaughn** – **Hurst Performance** icon and spokeswoman;
- **Jack "Doc" Watson** – Hurst Performance's "Shifty Doctor" and father of the Hurst/Olds;
- **Don Smith** – racer, track owner and warehouse owner;
- **Ed "Isky" Iskenderian** – "The Camfather," pioneering cam grinder;
- **Alex Xydias** – pioneering speed shop owner, dry lakes racer and off-road racing promoter;
- **"Speedy Bill" Smith** – Midwestern speed shop owner, circle track and drag racing car owner, and speed museum owner;
- **"Gentleman Joe" Schubeck** – racer and manufacturer;
- **Carroll Shelby** – road racer, automaker and manufacturer;
- **Joe Mondello** – racer, manufacturer and engine builder; and
- **Bob Airheart** – manufacturer and manufacturer's rep.

Additionally, **Robin Millar**, daughter of drag racing cartoonist **Pete Millar**, related her recollections of growing up in and around racing where her father raced and chronicled the sport with his witty and, at times, irreverent views of the leading characters of the sport.

NEWS BRIEFS . . . The **AAM Group** has surpassed 1,500 retail outlets affiliated with its **Parts Pro** and **Total Truck Centers** marketing programs. This follows an expansion program launched in May that resulted in the addition of nearly 1,000 stores. . . . **WORLD PAC** has opened a new facility in Kelowna, BC. . . . **Bosco International's** portable illuminators are now being carried by **Sears**. Additionally, **Bosco's Wristlite** LED utility set has been featured on the **QVC** home shopping network. . . . Albion, IL-based **Champion Laboratories** has launched social media sites for its **Luber-finer** brand on YouTube, Facebook, Twitter and LinkedIn. . . . The deadline for early-bird registration and hotel reservations to attend the **Women's Board 2011 Winter Meeting** ends Dec. 17. The event will be held Jan. 26-27 at Disney's Coronado Springs Resort in Lake Buena Vista, FL, in conjunction with the **MACS Convention**. For more information, visit www.carcare.org/womens_board. . . . "Aftermarket 2020: Compelling Insights for the Next Decade" will be the theme of the 2011 **AASA Vision Conference** to be held March 30 at the Hyatt Regency O'Hare in Rosemont, IL. The theme is tied to a new report that will be distributed to AASA's supplier members at the event. . . . An interesting item from last month's **International Big R Show**: A new study indicates that remanufacturing avoids between 38 percent and 53 percent of the CO2 that is generated from new production. This comes from Rolf Steinhilper of Bayreuth University in Germany. . . . **BWD**, **G&B Distribution**, **Ideal Brake**, **Needa Parts**, **Power Train Components (PTC)** and **Standard Motor Products** have joined **ShowMeTheParts.com**. Following these recent additions, ShowMeTheParts.com now includes more than 145 brands covering 1,992 product types. . . . **Kraco Enterprises** has signed with **Illumaware** (Wake Forest, NC) to deliver PIES data to **Advance Auto Parts** and others. . . . Sturgis, MI-based **Owens Products**, which is known for running boards, has introduced its own truck toolbox series. . . . North Canton, OH-based **ASC Industries**, a manufacturer of new aftermarket and OE water pumps, plans to add water pump/timing kits to its product offering to address vehicles that operate with timing belt-driven water pumps. The kits will come in both the **ASC** and **Airtex** brands. . . . **Carlisle Companies Inc.** has completed its acquisition of **Hawk Corp.** by means of a short-form merger. As a result, Dec. 1 was the last day Hawk Class A common stock traded on the **NYSE Amex**. . . . **Mastercraft Safety**, a Santee, CA-based maker of driving suits, window nets, and safety seating and restraint systems, has acquired **Bill Simpson's Impact Racing Products**, which specializes in helmets, gloves and shoes for the motorsports market. . . . Evansville, IN-based **Accuride Corp.** plans to add aluminum wheel machining and polishing equipment to its facilities in Erie, PA and Monterrey, Mexico.

REP NEWS . . . Troy, MI-based **Delphi** has recognized **Kitchin & Sons** (Richmond, IN) as its Sales Agency of the Year for the aftermarket. It has been Delphi's agency in the Midwest since 2001. Additionally, **Oil-Dri Corp.'s** automotive and industrial division has named Kitchin & Sons as its Automotive Rep Agency of the Year for 2010.

CORRECTION . . . A "Rep News" item in the Nov. 19 issue of *The Greensheet* incorrectly cited Manorville, NY as the location of **Glazier Sales Associates**. The firm — which has been recognized as the **Timken Co.'s** Manufacturers' Representative Agency of the Year — is actually based in Weston, CT.

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