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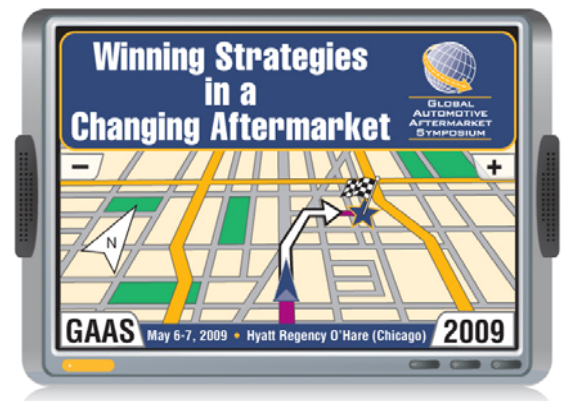
*News From The Global Automotive Aftermarket Symposium*

## “Winning Strategies in a Changing Aftermarket” Is Theme for 2009 Symposium in Chicago

Recognizing the challenges of the current marketplace, the theme for the 2009 Global Automotive Aftermarket Symposium is **“Winning Strategies in a Changing Aftermarket.”**

The speakers and panelists being assembled for the 2009 program will look a variety of issues including the survival of the big 3 automakers, Internet business models in today's aftermarket, the impact of climate change on the auto industry and the aftermarket (see below), what today's aftermarket consumers are really thinking, the current state of the DIY market along with a five year forecast, factors to consider when outsourcing to the third world, and much more.

Visit [www.globalsymposium.org](http://www.globalsymposium.org) for the latest agenda details. ♦



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## John Wormald Will Look At Climate Change

Each year the Global Automotive Aftermarket Symposium tries to bring speakers to the stage with a truly “global” perspective. The 2009 Symposium will get that international point of view from Dr. John Wormald, who hails from the United Kingdom.

Wormald, is the managing partner of autoPOLIS, which he co-founded in 1993. He will address the subject **“The Environmental Crisis, The Auto Industry and the Aftermarket.”**

He is co-author of two major books on the industry, “Time for a Model Change – Re-engineering the Global Automotive Industry,” published by Cambridge University Press in 2004, and “Driving Over a Cliff – Business Lessons from the World's Car Industry,” published by Addison Wesley in 1995. He is also a regular chairman and speaker at international automotive conferences and a moderator and facilitator at automotive company events.

Wormald will attempt to answer a series of questions during his presentation:

- How real and significant are global warming and constraints on energy supplies?
- What does all this imply for the way we live and move ourselves and freight?
- What will this do to the aftermarket ?
- What actions should we be preparing now, to ensure the best outcome ?



*Dr. John Wormald*

*(Continued on page 3)*

## Applications Available for '09 Polk Inventory Efficiency Award

**R**. L. Polk & Co. is inviting all aftermarket organizations to apply for the 2009 Polk Inventory Efficiency Award. The Polk Inventory Efficiency Award recognizes and rewards outstanding process improvements relative to inventory efficiency in the automotive aftermarket. The purpose of this award is to educate, inspire and motivate the industry to address one of the largest problems we face.

To win, the initiative must pertain to a project within your North American operations. Eligible projects must also have been implemented within the past 30 months; have a measurable business impact; be innovative; and improve processes and/or collaboration.

Over the past four years, there have been some very impressive winners. In the Retailer/Distributor category, VIP Parts, Tires & Service was the 2008 win-

ner for utilizing its enterprise resource planning (ERP) system to provide seamless, next-day delivery on most special orders. NAPA Auto Parts received the award in 2007, Parts Depot was the award recipient in 2006 and O'Reilly Auto Parts was recognized in 2005.

In the Manufacturer category, Hastings Manufacturing LLC received the 2008 award for creating a real-time, state of the art order fulfillment process. Previously, Dayco took the honors in 2007, the Affinia Group received the award in 2006 and Federal-Mogul Corporation was honored in 2005.

The Polk Inventory Efficiency Award provides an opportunity to be recognized within the automotive aftermarket as an industry leader in managing inventory at all levels. Winners of the award receive:

- An engraved Polk Inventory Efficiency Award

- A video detailing the winning initiative
- The use of the Polk Inventory Efficiency Award in advertising for one year at no charge
- A \$1,000 donation in their name by Polk to the Global Aftermarket Scholarship Fund
- Prominent exposure in advertising, articles and news releases throughout the year

The submission deadline is February 27, 2009. Winners will be presented at GAAS 2009, May 6-7, in Chicago. Apply today, or nominate another aftermarket manufacturer, distributor and/or retailer that you believe has made improvements in inventory efficiency at <http://usa.polk.com/Industries/AfterMkt>

For questions or additional information, please contact Bryan Funke at 1-800-Go-4-Polk. ♦



## John Waraniak Will Present "Don't Waste This Crisis"

**E**veryone is feeling the pinch of the current recessionary climate. John Waraniak of SEMA looks at the current situation as an opportunity for well positioned companies to benefit from the slowdown.

Waraniak, the vice president of vehicle technology for SEMA, will explain his tangible ideas during his presentation, **"Don't Waste This Crisis,"** at the 2009 Symposium in Chicago in May.

Waraniak leads SEMA's advanced vehicle technology strategy, programs and initiatives. His role is to help members understand the challenges, develop solutions and capitalize on the business opportunities presented by today's complex vehicle systems and technologies.

He is a proven industry leader who has worked for automotive, motorsports, aerospace and consumer products companies for more than 20 years. With specific expertise in systems engineering and product development, Waraniak serves as the primary contact for SEMA members to reach automakers and suppliers on vehicle architecture and systems integration issues. He is also responsible for developing SEMA's technology briefings and connecting SEMA members to the benefits of OEM-Aftermarket collaboration and technology transfer. Waraniak works directly with SEMA's OE Relations Department representing the association's members and the automotive specialty-equipment industry with OEMs, industry associations and academic institutions.

Prior to joining SEMA, Waraniak held executive positions with a range of companies, including TATA Consultancy Services,



*John Waraniak*

Johnson Controls, General Motors, Hughes Aircraft, Northrop and No Fear. His visionary and entrepreneurial leadership skills played an integral role in helping these companies develop and implement innovative strategies for adapting best business and technology practices and achieving lean product-process development for growth and improved profitability. ♦

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## New Service Available to GAAS Scholarship Alumni

During its 12-year existence, the Global Automotive Aftermarket Symposium (GAAS) has awarded more than 1,400 scholarships to meet its goal of helping students take their first steps in the automotive aftermarket industry. Now, through its scholarship Web site, GAAS offers its scholarship alumni a new service that can assist them in networking and beginning their aftermarket careers.

The GAAS Scholarship Web site, [www.automotivescholarships.com](http://www.automotivescholarships.com), now offers past scholarship recipients the opportunity to post a personal profile in the new "Scholarship Alumni" section. This profile can include contact information,

Eli Allgood, 2008 GAAS Scholarship recipient and designer, has volunteered to be an example. Allgood's listing can be found by going to [www.automotivescholarships.com](http://www.automotivescholarships.com) and following these steps:

- Click on the Scholarship Alumni link at the top of the home page
- In the Search window, check the "seeking employment" box and click the "GO" button.
- Allgood's listing is shown, along with all other GAAS scholarship alumni seeking employment

Employers may click on Allgood's link to view his profile and resume, and to contact him.

"If anyone is looking for an outstanding young designer, Eli could be your candidate," said Pete Kornafel, chairman of the GAAS Scholarship Committee. "We hope this new Alumni section will provide an additional service to scholarship recipients, and be a

first step toward building a community of these outstanding young professionals in our industry," he added.

To respect personal privacy, each scholarship alumnus must "opt in" to this new service. They can log-in at the "Alumni Sign Up" link on the home page, update their profile and, if they opt in, check the

box to make their profile visible. The listings have been populated from 2004 to 2008. Scholarship recipients from 2003 and earlier who want to be listed, or anyone whose listing is inaccurate or missing should e-mail Pete Kornafel ([pete@carquest.com](mailto:pete@carquest.com)).

To be eligible for a GAAS scholarship, applicants must be enrolled full-time in a college-level program or an ASE/NATEF (National Automotive Technician Education Foundation) certified automotive technical program. Graduate programs and part-time undergraduate programs do not qualify.

The GAAS scholarship also is unique in that recipients who graduate from their program and show proof of employment as technicians in the automotive aftermarket for at least six months after graduation can receive a second matching grant.

GAAS Scholarship applications for 2009 are available online at [www.automotivescholarships.com](http://www.automotivescholarships.com). The deadline for submitting 2009 scholarship applications is March 31, 2009.

The annual investment to help develop future aftermarket industry leaders is primarily funded through proceeds from the Symposium.

Additional scholarship funding comes from industry contributions from individuals, companies and foundations. Contributions can be made to the GAAS Scholarship Fund, c/o Susan Medick at AAIA, at 301-654-6664, or [susan.medick@aftermarket.org](mailto:susan.medick@aftermarket.org). ♦



[www.AutomotiveScholarships.com](http://www.AutomotiveScholarships.com)

an "about me" area, a photo and a resume.

On their profile page, GAAS scholarship alumni also can check the "seeking employment" box. Employers seeking young professionals for their organizations can search the "Scholarship Alumni" section to recruit new employees.

## John Wormald Will Look At Climate Change (cont.)

(Continued from page 1)

autoPOLIS is dedicated to analyzing the structures of the global automotive industry, identifying the forces that shape it, and exploring the resulting industry dynamics. Based on this knowledge, the firm provides strategic analysis and advice to companies in the world automotive industry, including vehicle manufacturers, components suppliers, vehicle and parts distributors, service providers, fi-

nancial institutions and government agencies.

Wormald's work ranges right across the industry, from the introduction of a test fleet of fuel-cell-powered urban buses in Saõ Paulo to the service and repair outlets in Europe. He has a particular interest in the whole downstream sector of the industry, covering both the sales and the maintenance of motor vehicles. In this context he wrote a major report for the European

Commission on the link between sales and service, as part of the review that preceded the 2002 Block Exemption Regulation. He also delivered a report to the European Parliament on the use of copy parts in vehicle crash repair.

He was previously with Booz.Allen & Hamilton, Renault, The Boston Consulting Group and ICI, and holds degrees from Oxford, Harvard and INSEAD. ♦