



Global Perspectives

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January/February 2007

News From The Global Automotive Aftermarket Symposium



Senior Economist at Federal Reserve Bank of Chicago Will Provide Keynote At GAAS 2007

How can aftermarket companies enhance business value in a global economy? That is among the questions economist **William A. Strauss** will address as he looks at **“Survival in a Global Economy...Winners and Losers”** on Tuesday, May 8, during his keynote address at the 2007 Symposium in Chicago.

Strauss is a senior economist and economic advisor in the economic research department at the Federal Reserve Bank of Chicago, which he joined in 1982. His chief responsibilities include analyzing the current performance of both the Midwest economy and the manufacturing sector for use in monetary policy. He also produces the monthly Chicago Fed Midwest Manufacturing Index, organizes the Bank’s Economic Outlook Symposium and its Auto Outlook Symposium. He also conducts several economic workshops and industrial roundtables throughout the year.

He has taught economics and statistics as an adjunct faculty member both for Loyola University, Chicago and Webster University, Chicago. He currently teaches at the University of Chicago, Graham

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*William A. Strauss
Federal Reserve Bank of
Chicago*

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Diana Ross Song With Aftermarket Connection

Diana Ross is famous for a song called “Do You Know Where You ‘re Going To?” It was the theme song for the 1975 movie “Mahogany” and a #1 hit on the charts.

When **Steve Handschuh**, executive director of AASA, was asked to put together a panel discussion for this year’s Symposium the Ross song kept going through his head because he feels it aptly describes the challenges inherent in today’s aftermarket.



*Steve Handschuh
AASA*

“We have truly become a global industry and changes and transitions are happening at almost blinding speed,” said Handschuh. He explains that a panel of industry leaders at the manufacturer, warehouse distributor, retailer and service and repair levels have been assembled and will attempt to address the following questions, including:

- What will be the long term impact of the rapid escalation of global sourcing from low cost countries by the aftermarket’s “power buyers”?
- How have customer demands changed and what does this mean for our industry’s traditional supply chain?
- If net invoice price is the only thing that matters, who will supply the value added elements once considered essential and which are now being systematically stripped from selling prices at all levels?

(Continued on page 2)

Deadline For 2007 Polk Inventory Efficiency Award Approaches

R.L. Polk & Company is still looking for more submissions for the company's Inventory Efficiency Award. The award recognizes and rewards outstanding aftermarket companies for process improvements relative to inventory efficiency.



Any initiative that has had a significant impact on the inventory management and efficiency of the organization and/or the aftermarket industry is eligible for consideration. The following criteria

will be considered:

- Projects/initiatives should have been implemented within the last 30 months
- Projects/initiatives must have a measurable business impact
- Projects/initiatives should be innovative

Previous award winners include Parts Depot Inc., Affinia Group Inc., O'Reilly Auto Parts, and Federal-Mogul Corporation.

To nominate any automotive aftermarket company, including manufacturers, retailers and distributors, visit www.polk.com and navigate to the Aftermarket Industry section. Access the submission form and a Word document will open. Enter your information directly on

the form by typing and tabbing through the fields or print it out and fill it out by hand.

If you have typed your information electronically, save the document to your computer hard drive and e-mail the document as an attachment to aftermarket@polk.com.

If you have printed the form and filled it out by hand, please mail to:

R.L. Polk & Co.
ATTN: Polk Inventory Efficiency Award
26955 Northwestern Highway
Southfield, MI 48033

Award nominations must be received by **Friday, March 2, 2007**. The Award will be presented at the 2007 Symposium at the Hyatt Regency O'Hare in Chicago, Illinois on May 8-9, 2007. ♦

Popular GAAS Speaker To Look At The Service & Repair Battle

Dennis DesRosiers is one of the best known researchers in Canada and throughout North America. DesRosiers, who has appeared at previous Global Symposiums, has been a popular speaker that delivers relevant information about the state of the marketplace.

DesRosiers will tackle **"It's A New Ballgame: Which Team Is Winning The Service And Repair Battle?"** during his presentation on Tuesday May 8 from 1 pm to 1:40 pm.

DesRosiers will look at the heated competition for the service and repair business that continues to increase from dealerships across the U.S. and Canada. In his presentation, DesRosiers will provide an understanding of dealer demo-



Dennis DesRosiers
DesRosiers Automotive Consultants

graphics and geographic coverage versus those of the aftermarket and insights on which sector is winning the service and repair battle.

In addition to learning about the fundamental drivers of change, his presentation will include a five year forecast of aftermarket size and share.

Since the founding of his independent

consulting practice in 1985, DesRosiers has become Canada's leading automotive industry analyst and one of the foremost theorists in the North American automotive industry. He has brought change, innovation and boldness to the discipline of analyzing and interpreting automotive industry dynamics.

His analytic capabilities and interpretations of developments within the automotive industry are widely sought by a diversity of executives throughout the entire automotive supply chain as well as policy makers in government and financial institutions.

For more information on DesRosiers Automotive Consultants, including many reports and studies, visit www.desrosiers.ca ♦

Diana Ross Song With Aftermarket Connection (cont.)

(Continued from page 1)

- Why does little collaboration seem to be going on in our industry and if it's because of a lack of trust among supply chain partners, how do we get it back?

Panelists already confirmed include: **Rusty Bishop**, president, Federated Auto Parts; **Larry Magee**, chairman, CEO and president, BFS Retail & Commercial Operations, LLC (BFRC); **Peter Morse**,

president, Morse Automotive; and **Dave Mueller**, executive vice president, merchandising and marketing, Advance Auto Parts.

The **"Do You Know Where You're Going To?"** panel presentation will be held from 10:25 am to 11:25 am on Tuesday, May 8.

Visit www.globalsymposium.org for complete bios on all speakers. ♦

Early Bird Registration Deadline Almost Here

Don't forget to register before March 23 to enjoy GAAS 2007 Early Bird Registration discounts of \$200. Be sure to visit www.globalsymposium.org for complete registration details, including hotel registration information. Hotel rates of \$177 are guaranteed through April 3, 2007. Call the Hyatt at 800-233-1234 to make a reservation. ♦

Panel To Look At “Flat Aftermarket” With Technology Standards

Thomas Friedman’s book, The World Is Flat, has sparked conversations on how the world has changed and how a “flat” aftermarket can take advantage of new technology. There is no doubt that computer protocols have promoted the use of revolutionary work processes to transform the way business is conducted today.

“**Technology Standards For a Flat, Fast & Efficient Aftermarket**” is a panel discussion that will take place on Tuesday, May 8 from 4:25 pm to 5:30 pm. This presentation will look at how industry technology standards have produced productivity gains in the aftermarket and the utilization of a global workforce. Plus, panelists will look at what new work processes will be possible in the future because of industry protocols and how industry collaboration can enable even more productivity improvements.



Keith Pretty
Northwood University

Serving as panel moderator is **Keith Pretty**, president and CEO of Northwood University. He joined Northwood University on October 2, 2006 from Walsh College

where he served as president for seven years. Prior to Walsh, he was vice president for external affairs, general counsel at Western Michigan University and president and CEO of the Western Michigan University Foundation. In the private sector, Pretty held governmental affairs positions with Amoco Corporation and became senior Washington representative.



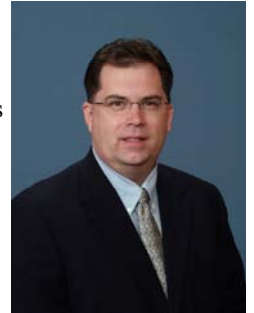
Andreas Assmann
TecDoc

he received training as a car mechanic and car electrician. From 1992 to 1999 he was a graduate automotive engineer at Cologne University of Applied Sciences. For the past two years, Assmann has served as a business economist for Hagen Distance – University of Business Economics.

Gary Nix is the director of marketing and product management at AP Exhaust Products, Inc. with responsibility for all aspects of product line content, sales programs, and marketing initiatives. A vet-

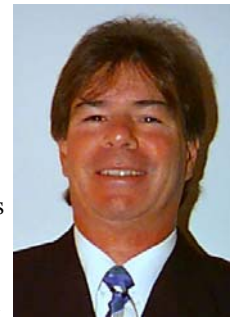
Since 1997, **Andreas Assmann** has been vice president of information management and consulting with TecDoc InformationsSystem GmbH. Assmann worked from 1987 to 1992 for General Motors (Opel / Vauxhall) and BMW where

eran of the aftermarket for 20 years, Nix has also held positions within global purchasing and engineering. In recent years a primary focus for Nix has been the development of product related data management systems to dramatically reduce the time to market for new products.



Gary Nix
AP Exhaust

Nicholas J. Porrini is president of Technologue, a division of Motor Information Systems and the Hearst Business Media Group. Porrini has over 33 years experience in the automotive aftermarket. He is active in a number of industry associations and has been involved with standards for over 10 years. He is past chairperson of the ACES subcommittee and serves on the Board of the Aftermarket Foundation. ♦



Nick Porrini
Technologue

Senior Economist to Deliver Keynote Address (cont.)

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School of General Studies.

His research paper topics include analysis of the manufacturing sector, the auto sector, the Midwest regional economy, the trade-weighted dollar, business cycles, and Federal Reserve payments operations.

He has been quoted in the *Wall Street Journal*, *New York Times*, *Chicago Tribune*, *Chicago Sun Times*, *Crain’s Chicago Business*, *Business Week*, *Investor’s Daily*, *The Economist* and many other publications from around the country. Strauss has also been interviewed on numerous television and radio shows.

He is a past president of the Chicago Association of Business Economists and

currently serves as a member of the Advisory Council for the University of Illinois at Chicago’s Center for Economic Education.

Strauss earned a B.A. in economics and geography from the State University of New York at Buffalo and an M.A. in economics from Northwestern University in Evanston, Ill. ♦

Global Automotive Aftermarket Symposium

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REGISTRATION

Global Automotive Aftermarket Symposium
Tuesday, May 8 – Wednesday, May 9, 2007
Hyatt Regency O'Hare • Chicago

One form per person. If additional copies are needed, please reproduce this form.

Attendee Information

I am a member of: AAIA AASA AIA Canada APRA ASA
 ASAAA AWDA MAP MEMA SEMA TIA (Please check all that apply)

Name _____

Name on badge _____

Title _____

Company _____

Address _____

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Phone _____

Fax _____

E-mail _____

Job Function: Manufacturer Manufacturers' Reps
 Distributor Retailer Consultant Financial Analyst
 Other _____
 Check here if you have any special requests, dietary restrictions, or disabilities of which the staff should be aware. A staff person will contact you to discuss your needs more thoroughly.

Registration Fees

Early Bird (before March 23, 2007)

AAIA/AASA/AIA/APRA/ASA/ASAAA/AWDA/MAP/MEMA/SEMA/TIA Members

First Attendee\$695
 Additional Attendees\$595

Non Members

First Attendee\$895
 Additional Attendees\$795

Regular (after March 23, 2007)

AAIA/AASA/AIA/APRA/ASA/ASAAA/AWDA/MAP/MEMA/SEMA/TIA Members

First Attendee\$895
 Additional Attendees\$795

Non Members

First Attendee\$1,095
 Additional Attendees\$995

Payment

AmEx MasterCard
 Visa
 Check Enclosed - payable to F.A.I.R. (The Foundation for Aftermarket Industry Research) in U.S. funds.

Total Enclosed
\$ _____

Card Number _____

Expiration _____

Name on Card _____

Signature _____

Refund/Substitution Policy

Before April 3, 2007: Cancellations received in writing will be fully refunded, less a \$50 administrative charge.

Between April 3 and April 23, 2007: Cancellations received in writing will receive a 50 percent refund, less a \$50 administrative charge.

After April 23, 2007: There will be no refunds for cancellations. Attendee substitutions are accepted at any time.

Travel Accommodations

For reservations, contact the Hyatt Central Reservations at **800-233-1234** or the hotel directly at **847-696-1234**. Be sure to mention the Global Automotive Aftermarket Symposium to obtain the discounted group rate.

Rates: \$177 (single or double) plus tax. Rooms are guaranteed at this rate through April 3, 2007.

Discount Air Information: United Airlines offers discount airfare to the Global Automotive Aftermarket Symposium. Mention meeting I.D. code **#501UD** to your travel agent or phone the United Meeting Desk at 800-521-4041.

3 Ways To Register



Download Registration Form at:
www.globalsymposium.org



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301-654-3299



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