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NO F-M OFFER MADE FOR DELPHI; LENDERS REACH DEAL TO ACQUIRE

Delphi Corp. (Troy, MI) did not receive any bids as an alternative to the **Platinum Equity** proposal of June 1. Several news outlets had reported earlier this month that a number of outfits, including **Federal-Mogul Corp.**, were considering making a run at Delphi. However, Delphi did not receive any of these bids by the court-ordered deadline of July 10.

Lenders are able to make a "credit bid," a debt-for-ownership deal, until July 17. And, according to a *New York Times* report, Delphi has reached just such a deal with its bankruptcy lenders that would supplant the agreement reached last month with Platinum. This transaction reportedly calls for **General Motors** to take back Delphi's steering business and some plants.

DRAG RACING FILM IN THE WORKS

Two fans of drag racing who grew up living and watching the sport have plans to create a documentary that captures the raw essence of the sport and its heroes. **Traci Hrudka**, who was "raised" at **Mr. Gasket**, and **Steve Cole**, a veteran automotive journalist who now runs **Write Words** (a consulting firm), are the catalysts behind the movement to not let history slip away in this sport.

[Continued on Page 2]

UNI-SELECT IS SELLING PALMAR TO UAP INC., ROBERT THIBERT

Uni-Select has announced plans to sell its Canadian heavy-duty group, **Palmar**, as the Boucherville, QC-based company works to refocus on its core auto-parts distribution business.

The heavy-duty replacement parts, tools and accessories part of the business will be sold to **UAP Inc.**, which is a wholly-owned subsidiary of **Genuine Parts Co.** UAP's heavy-duty operations consist of **TW** distribution centers, as well as **Traction** and **Cadel** stores across Canada. The heavy-duty wheels division will be sold to **Robert Thibert Inc.**

"Over time, our heavy-duty group deployed efforts to grow market share in Canada but did not attain the desired level of profitability," explained **Richard Roy**, the president and CEO of Uni-Select. "With the downturn in the transport industry, we have come to the conclusion that it would be in the best interest of Uni-Select to focus on its core activities related to the distribution of automotive replacement parts and accessories. These transactions are in keeping with the guidelines of our strategic plan. **We intend to continue our growth through acquisitions in both Canada and the United States.**"

According to Roy, the purchasers have expressed their interest in retaining a majority of Palmar's employees. The transactions, which are subject to customary closing conditions, are expected to be completed by Aug. 17.

OBITUARY: ARTHUR PAGE, AGE 86, FORMER N.A. WILLIAMS PRESIDENT

Arthur Page, a legend in the auto parts business, died June 25 at the age of 86. Born and raised in Atlanta, Page retired as the president of the **N.A. Williams Co.** in 1987 after 35 years with the Atlanta-based rep firm. His retirement was spent moving cattle in Montana and in pursuit of big game. At his memorial service on June 27, he was eulogized by **O. Temple Sloan** and **Neal Williams**. Page is survived by his five children, ten grandchildren and six great-grandchildren. He was preceded in death by his wife, **Sue**, in 1986.

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ISC LAUNCHES AN AFTERMARKET BRAND AND LICENSING PROGRAM

International Speedway Corp. (ISC), a racetrack owner/operator and motorsports events promoter, has launched a new automotive aftermarket brand and license platform named after the **Daytona International Speedway**, which is one of its facilities. Daytona Beach, FL-based ISC is working with **BrandAdventure** of Charlotte, which is led by aftermarket and racing industry veteran **Steve Boguski**, to develop the **Daytona Elite** program.

“The Daytona Elite platform will be positioned around high-end premium products across a wide variety of categories in the automotive aftermarket,” explained **Daryl Wolfe**, ISC vice president and chief marketing officer. “It not only establishes an instantly credible brand name but also provides direct marketing opportunities for our partners. These manufacturers will have the ability to leverage our at-track assets to activate around motorsports events at our 13 motorsports facilities across the country.”

The program will provide multiple brand applications to potential licensees, from a fully branded program to a product endorsement. ISC expects to announce its first partner in this program in the coming weeks.

FILM TO DOCUMENT THE HISTORY OF DRAG RACING . . . [Continued from Page 1]

Hrudka is chairman of **Quarter Mile Entertainment LLC** (QME), the official entity for the program, and **Project 1320** is the name of the endeavor (there are 1,320 feet in a quarter mile). The documentary will cover 1948 through 1989. “The year 1948 was when organized drag racing began, and 1989 was when electronics began taking over the sport,” Cole explained. “We want to get to as many surviving pioneers as we can to get their oral histories and how the sport grew and evolved.”

Hrudka said this project has been on her mind for the past two to three years. “We want to chronicle the renegades who always wanted to go faster and faster,” Hrudka said. “The story has never been told. It is a Disney story. We need to enlighten the future generation of what this is all about: Good old American elbow grease. And this is history, which is an education.”

They have been soliciting movies and testimonies from individuals and companies about the early days to use as background material.

QME has contracted with **Stephen Krystek** of **SyntheticHuman Pictures** in Phoenix to produce the film. Support has already come from **SEMA**, **PWA**, the **Petersen Automotive Museum**, **ProMedia Publishing** CEO **Stephen Wolcott** (**National Mustang Racers Association** and the **National Muscle Car Association**), **Don Garlits**, and **Mike Lewis**, senior vice president of **Don Schumacher Racing**.

A website has been created, project1320.com, for people or companies that would like to contribute. The “Friends of Project 1320” program will soon launch, which will allow individuals to help produce this film. Fans can join for \$36.95.

The QME board of directors consists of Hrudka, Cole, **Harry Hibler**, Garlits and **Wayne Wolfe**. Filming and production plans are being finalized, with production to start by late-summer.

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NEW SEARCH TOOL TO HELP SOURCE AND SELL HARD-TO-FIND PARTS

Ole Stein has been in the parts business since 1957, starting in the retail end and moving on to working inventory with dealerships. Finding parts was his business ... and still is. "I have had personal frustrations in locating parts, that being parts for my car, truck, chainsaw, lawnmower, tractor, TV and dishwasher," Stein said. "Having performed physical parts inventories for 25 years, I know the parts I never located are sitting on a parts shelf somewhere, and hopefully **CheckaNumber** will serve to locate most inventories out there. CheckaNumber makes it easy to find parts within a specific zip code."

Stein is the CEO of **Bintelsoft Inc.**, which has created a search engine for car parts called CheckaNumber.com. He started the company along with the help of **Suresh Appukkuttan**, who handles the IT functions.

Part of the motivation for starting the company was his background in working with dealers' inventory. With many dealers closing down, they must liquidate their inventory, and that can include accessories, shelving, tools, shop equipment, computers, phones, furniture and even the buildings themselves. "From the feedback I have had from dealers, they all want to get on it," Stein said. "But, **it is also open to anyone who wants to sell parts, and that includes the aftermarket.**"

"Basically, anyone with part numbers can get on the program," Stein explained. "It is also open to the public, who can register as a buyer. You can search by part number or part description. The program sets up a transaction between the buyer and the seller, similar to **Craig's List.**"

The seller has to get his inventory online, which Stein's company can help with. The Brentwood, CA-based company currently has a free trial offer for companies that want to get their parts online. After that, there is a one- to two-cents charge for each parts line listed, depending on if it is billed by the month or the year. How the billing is handled may be subject to change in the future, according to Stein.

FLEETPRIDE ACQUIRES FLEET SUPPLY OF TALLAHASSEE

The Woodlands, TX-based **FleetPride** has completed its acquisition of **Fleet Supply of Tallahassee**. The transaction includes an 11,300-square-foot warehouse and machine shop. "Previously, FleetPride was serving the southern Georgia and northern Florida markets through our Dothan, AL branch," said **Pete Painter**, vice president and regional manager – southeast region. "With the Tallahassee acquisition, we can now more readily provide the best customer service, expanded product inventory, and faster delivery to all of our existing (as well as new) customers in the Florida panhandle and its surrounding markets."

With this acquisition, FleetPride now has nine locations in Florida. In total, FleetPride has some 190 locations across 39 states.

ALLIANCE LAUNCHES A PARTS CATALOG FOR MEXICO

The **Aftermarket Auto Parts Alliance** (San Antonio, TX) has selected Rye Brook, NY-based **WHI Solutions** to develop **ALLeCat**, an exclusive private-label electronic parts application catalog for the Alliance's 10 Mexican shareholders. ALLeCat is believed to be the industry's first electronic parts catalog for Mexico market applications. It was built using WHI's **Nexpart eCatalog** technology.

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AUTOPACIFIC STUDY NOTES CONSUMERS' DESIRE TO KEEP CARS LONGER

A recent study conducted by the automotive research firm **AutoPacific** shows a significant increase in the number of people planning to hold onto their cars and trucks. Nearly 59 percent of the 32,000 new car acquirers indicated that they would not be shopping for a new vehicle for four years or more. **Four years ago, that number was below 45 percent.**

George Peterson, president of Tustin, CA-based AutoPacific, explained that, while rapid replacers don't seem to be changing their pattern, people who previously bought a new car every one or two years have significantly scaled back their purchasing, and those who before bought every three to four years are now waiting at least an additional year. "We'll not be seeing the frequent replacement pattern brought about by strong incentives and financing programs that made it easy and financially reasonable over the last decade for consumers to get into a new car frequently," Peterson said. "This may also tell us that consumers will be putting a higher priority on vehicles with a reputation for quality and durability that meets not only their short-term needs, but also their long-term expected needs."

When Will You Acquire Your Next Vehicle?

	2009	2008	2006	2005
6 Months to 1 Year	1.49%	2.54%	2.54%	3.61%
1 to 2 Years	5.68%	10.29%	9.95%	7.82%
2 to 3 Years	11.79%	15.59%	17.16%	16.21%
3 to 4 Years	21.00%	25.34%	27.24%	26.32%
More Than 4 Years	58.97%	44.76%	43.55%	46.04%

Note: Survey was not conducted in 2007.

STANDARD MOTOR PRODUCTS ABLE TO REPAY \$32.10 MILLION IN DEBT

Long Island City, NY-based **Standard Motor Products** (SMP) has repaid at maturity all remaining outstanding 6-3/4 percent convertible subordinated debentures due in 2009. That's roughly \$32.10 million in aggregate principal, plus all accrued and unpaid interest. The payment was financed through SMP's existing credit facility. "Over the past year, we have undertaken aggressive debt-reduction efforts to increase our cash flow and reduce debt," said CFO **James Burke**. "Our reduced borrowing needs allowed us recently to amend our credit facility to reduce the facility to \$200 million, while allowing us to extend the maturity date to March 20, 2013."

PERMATEX LAUNCHES VIDEO GAME AD CAMPAIGN FOR NO TOUCH

Hartford, CT-based **Permatex**, a division of **Illinois Tool Works**, has launched an in-game campaign for its **No Touch Seriously Wet Extreme Tire Shine** product within a variety of race games for Xbox 230, PS3 and PC platforms. The campaign features billboards positioned track-side and in urban locations within each game. The opportunity was developed in conjunction with strategic video game partner **Engage In-Game Advertising** and Permatex's marketing partner, the **Mintz & Hoke Communications Group**.

NEWS BRIEFS . . . ASC Industries — a business unit of **United Components Inc.** (UCI), and a manufacturer of ASC and **Airtex** water pumps — has been awarded top priority line vendor status by the **Independent Warehouse Distributors** (IWD) group of Branford, CT. . . **Transamerican Auto Parts** (Compton, CA) has acquired the winch product website **GoWarn.com** and launched a redesigned version of the site. GoWarn.com has been a vendor of Warn winches since 2000. . . Chicago-based **JC Whitney** now provides a one-year guarantee on most of its parts and accessories. This includes parts bought online and through JC Whitney's various general and vehicle-specific catalogs. . . **San West** (San Marcos, CA) has opened a new **Buggy World** location in Fallbrook, CA, for the distribution of buggies and aftermarket off-road recreational parts. The dealer agreement allows partner **Eagle Eye Fabrications** to carry, sell and represent Buggy World products. Additionally, Eagle Eye Fabrications and Buggy World will be developing aftermarket suspension kits, turbo kits and accessories for all manufactured products that Buggy World sells. . . Comedian **Bill Engvall** will be the featured entertainer at the **SEMA Show** awards banquet, which will be held Nov. 5.

GOING DIGITAL



Both the 2010 editions of the *Aftermarket Factbook* and the *Aftermarket Factbook & Lang Annual* are now completely digital. While these publications retain both their traditional design and content, added value is provided through many enhanced features such as key word search and direct links to spreadsheets and Web sites. As a researcher, we know you will appreciate the higher levels of productivity as well as the new reading experience.



Aftermarket Factbook Member Price: \$200 Non-Member Price: \$450	Aftermarket Factbook & Lang Annual Member Price: \$650 Non-Member Price: \$1,300
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OBITUARY: JOHN BALLARD, LONG-TIME NORTHERN STATES REP, 73

John Ballard, owner of the Bloomington, MN-based rep firm **Ballard & Associates**, died on July 4. He was 73. Ballard started his career with the **New Britain Machine Co.**, where he worked for 14 years. He later became a national sales manager for the automotive division of **Parker Hannifin**, where he also worked for 14 years. During his time with Parker Hannifin, Ballard relocated to Minnesota. In 1983, he started Ballard & Associates, which covered the states of North Dakota, South Dakota, Minnesota, Wisconsin and Iowa. Ballard traveled the northern states for well over 20 years — the last four of which were spent with the **Nevins Sales Co.** of Minneapolis.

Pat Doubek, partner at Nevins Sales, remembers Ballard’s positive attitude, which not only showed through in his business dealings but also later in life when he was dealing with cancer. “Talking to John, you would never know that there was anything wrong,” Doubek said. “And, that was the same way in business. He was very positive — always looking at the bright side, not the negative side of things.”

“**Greg Nevins**, my partner, described John as a bulldog. He wouldn’t take no for an answer, and he would find something that his companies could help the customer with,” Doubek added. “He would just stay with something until a positive result occurred.”

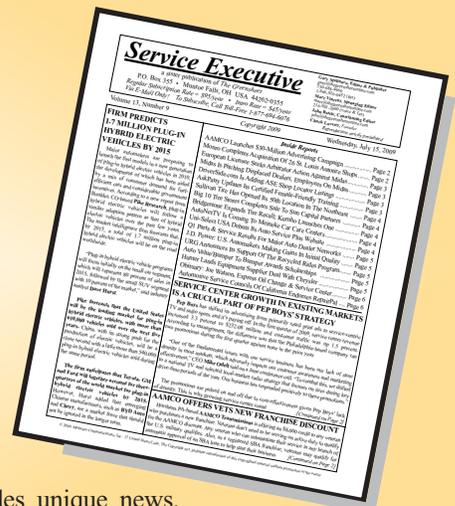
As a manufacturer’s rep, Ballard worked with a number of tool companies, including Akron, OH-based **Ken-Tool**. **Beth Skove** spent 21 years with Ken-Tool, including time as vice president of the company. Skove is currently the publisher of *TechShop — Equipment, Tools & Supplies* and *Tomorrow’s Technician*, both of which are **Babco** publications.

Skove considered Ballard a good personal friend, as well as a professional businessman. “He was always a gentleman. As a woman traveling with men in the business, I could always count on him. He was a great guy and a class act. He had a great business sense and helped me a lot in my own personal business development,” she said. “He was the kind of sales person you want to represent your company, because he had very high standards and worked hard.”

Ballard is survived by his wife, **Anne**; their two children, **John Jr.** and **Virginia**; and granddaughters **Amanda** and **Chelsea**.

If You Are Not Reading Service Executive, Here’s What You Missed In The 7/15/09 Issue...

- Firm Predicts 1.7 Million Plug-In Hybrid Electric Vehicles By 2015
- Service Center Growth In Existing Markets A Crucial Part Of Pep Boys’ Strategy
- AAMCO Offers Veterans New Franchise Discount
- Monro Completes Acquisition Of 26 St. Louis Autotire Shops
- European Licensee Seeks Arbitrator Action Against Midas
- Midas Is Pitching Displaced Dealers, Employees On Midas
- DriverSide.com Is Adding ASE Shop Locator Listings
- AskPatty Updates Its Certified Female-Friendly Training
- Sullivan Tire Has Opened Its 50th Location In The Northeast
- Big 10 Tire Stores Completes Sale To Sun Capital Partners
- Bridgestone Expands Tire Recall; Kumho Launches One
- Uni-Select USA Debuts Its Auto Service Plus Website
- Auto Value/Bumper To Bumper Awards Scholarships
- Hunter Lands Equipment Supplier Deal With Chrysler
- Automotive Service Councils Of California Endorses RepairPal



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LKQ PUTS WAGMAN IN CHARGE OF WHOLESALE PARTS OPERATIONS

Chicago-based **LKQ Corp.** has named **Robert Wagman** as the vice president of operations for its wholesale parts division. In this newly-created role, Wagman has oversight for LKQ's late-model recycled parts operations, its aftermarket parts operations, and its refinished bumper cover and wheel operations. Wagman previously served as LKQ's vice president of insurance services and aftermarket operations.

Wagman started in the industry as an account executive for **Copart Auto Auctions**, a processor and seller of salvage vehicles through auctions, where he worked from 1987-'95. From 1995-'98, he was the outside sales manager of **Triplett Auto Parts**, a recycled auto parts company that LKQ acquired in 1998. Since 1998, Wagman has handled LKQ's relationship with insurance companies and, since 2004, has handled its aftermarket operations. He was elected vice president of insurance services and aftermarket operations in 2005.

HONEYWELL VETERAN BRIAN HOLLIDAY JOINS THE NPD GROUP

Brian Holliday, formerly of **Honeywell International**, has joined the **NPD Group** as the director of retailer relations for its automotive business unit. He replaces **Bob Jennings**, who has been promoted to lead the retail business group for NPD's consumer technology business unit. In his new capacity with NPD, Holliday is responsible for managing the partnerships NPD maintains with aftermarket retailers and wholesalers throughout the United States. He is based in Danbury, CT, and works directly with NPD's automotive unit in Houston. Holliday was formerly general manager for Honeywell's global filtration business, where he was responsible for the growth of the company's **Fram**-branded filtration business. Prior to that position, he led the marketing team for Honeywell's **Prestone** brand and was responsible for the North American growth of the brand.

AUTO WAX APPOINTS SEAN STANIC DIRECTOR OF SALES

Dallas-based **Auto Wax**, a division of **Illinois Tool Works**, has appointed **Sean Stanic** as the director of sales for its global operations. In this capacity, he is responsible for the domestic and international sales of all Auto Wax products and services. An industry veteran, Stanic was most recently vice president of sales and marketing for **IPC Global Solutions**, and has held similar positions with **Siemens Automotive** and the **ITT Automotive Aftermarket Group**. Stanic currently serves on the board of **AAIA** and is a member of the **Automotive Sales Council**.

NEW VP FOR BOSCH'S NORTH AMERICA DIAGNOSTICS UNIT

Bosch has hired aftermarket veteran **Jim Graninger** as the vice president for its diagnostics regional business unit, North America. Graninger, who will formally begin in this position on Sept. 1, will be working closely with current Vice President **Guenter Weber**. Graninger comes to Bosch with more than 20 years of aftermarket experience. Most recently, he was the vice president and general manager of **Rexnord Industries** and, prior to that, served in several vice president roles with **Snap-on**, including its diagnostics business.

PEOPLE WATCHING . . . Ronnie Faison, former equipment superintendent for the North Carolina Highway Patrol, is now a technical consultant and official spokesperson for the new **Raybestos**-brand police braking system. In his new role, Faison's responsibilities include product development and testing, public speaking engagements, and appearing in Raybestos product spotlights and ads. . . . **Blooming Prairie, MN-based Minimizer** has promoted **Steve Hansen** to the newly-created position of national accounts manager, where he will focus on such tasks as large national accounts, buying groups and product training. Hansen has been with Minimizer for six years. Minimizer makes poly truck fenders, poly toolboxes, customized mud flaps, and bracket kits.

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THUMBS UP/THUMBS DOWN

AAMCO'S SUPPORT OF VETERANS A SIMPLE MATTER OF RIGHT THING TO DO



We enjoyed reporting in our July 15 issue of *Service Executive* the news that Horsham, PA-based AAMCO is offering an \$8,000 credit to any veteran who purchases a new franchise. Veterans who can substantiate their service in any branch of the U.S. military qualify, and, as a registered SBA franchise, veterans may qualify for automatic approval of an SBA loan to help start their business. This is an obvious win-win, and the kind of thing that deserves a pat on the back, as well as best wishes for a successful program for those who select the franchise opportunity.

CRANE CAMS SAGA CONTINUES TO LEAVE MANY UNANSWERED QUESTIONS



There is an interesting article in the July 12 issue of the *Daytona Beach News-Journal* by **Jim Witter**, senior business writer, that does an outstanding job of chronicling the demise of **Crane Cams**, a well-regarded brand in our industry.

This is one of the industry's sadder stories — for the employees, the family that started the company, the company that bought Crane Cams and those who have been involved since the doors were closed earlier this year. Even since the sale, the situation has become messier with the auction sale of assets sold to **S&S Cycle** of Viola, WI.

The story traces the following path:

- The company's founding in 1953 by **Harvey J. Crane Jr.**;
- Harvey Crane stepping down in 1977 as company president and CEO, with **Grayson Maule** taking over;
- Crane's formation of an Employee Stock Ownership Trust to ensure the company continues after Harvey Crane's involvement;
- Several other management machinations including Harvey Crane starting a new company that did cam analysis and design services;
- The 2006 sale of the company to **Mikronite Technologies Inc.**, a New Jersey company, who immediately sold the Crane facility and land to a subsidiary of **Stag Capital Partners** for \$6.6 million, then leased the facility from Stag;
- Then, in February 2009, the doors closed while employees awaited a re-opening and/or possible new owner, fueled by at least one company that announced a deal was done when it wasn't. The article then describes the mess that occurred off of the auction purchase by S&S Cycle involving promises from Mikronite that have never come to be.

For the aftermarket, this quality local reporting is a must-read and can be found at <http://tinyurl.com/l3kto8>.

MIDAS ACTIVELY TAKING DEALERSHIP CLOSINGS AS REAL OPPORTUNITY



Midas certainly deserves kudos for its specific efforts toward both customers, as well as potential staff, centered off car dealership closings. In the June 15 issue of *USA Today*, the company ran a full-page ad presenting itself to service customers as a viable alternative for vehicle service and maintenance. Parallel to that marketing effort, it also ran an ad in *Automotive News* touting franchise and employment opportunities aimed at displaced **Chrysler** dealers and their employees, as well as sending letters outlining franchise opportunities to Chrysler dealers facing closure while providing information about these opportunities on a special website, www.OnThisRoadTogether.com. This type of proactive programs can only benefit our industry, as well as the American consumers who need to hear the right aftermarket message.

STUDENT AUTO SKILLS PROGRAM DESERVES EVEN MORE OF OUR SUPPORT



I have always been enthralled by the **Ford/AAA Student Auto Skills** program, whose objective is to encourage talented young people to pursue careers as automotive service technicians. Back in the day, one of the most rewarding experiences in my career occurred when I was lucky enough to be a judge in the national finals — meeting these young people and the teachers who support their efforts to join the automotive service and repair field. And, I am pleased to see the list of aftermarket companies that still strongly support this worthwhile program. **NAPA, Snap-On Tools, SPX, ASE, Motor Magazine, Tomorrow's Technician** and **Mitchell 1** stepped up in 2009 and are current sponsors for the competition. By the same token, we are also disappointed the list representing aftermarket companies isn't longer. This deserves stronger support from our industry now.

Thumbs Up/Thumbs Down is a look at industry news, events and issues with a comment or two to put them into some context. We hope we can at least stimulate your thoughts and, possibly, on occasion, make you see things from a different perspective.

PERSPECTIVE . . .

FINANCIAL HEALTH OF PARTS SUPPLIERS CRITICAL TO OVERALL ECONOMY

I'm afraid I have to admit that I am as bad as everyone else when it comes to jumping to conclusions and often being misled by headlines. For example, my quick glance at the morning news the other day — well before I was fully awake or full of caffeine — had me looking at the news of **Chrysler's** TARP repayment and missing the critical portion that noted this was specific to **Chrysler Financial**, the former financing arm of automaker Chrysler LLC. Of course, the misread of the news had me dreaming of incredible recovery news.

Yet, specific to the carmakers, there is a long way to go. And a July 15 *Wall Street Journal* article clearly indicates that the future of the troubled automakers lies squarely on the wobbly shoulders of the parts suppliers. According to **Smart Cube Inc.**, a global research firm, 587,000 people are employed by these suppliers, and, with the recent rejection of pleas for an additional \$10 billion in aid, many of our brethren in the parts supply chain are facing enormous economic pressures.

Last week, car seat and electronics maker **Lear Corp.** sought Chapter-11 protection based on its crushing debt. And, many fear that is just the beginning for both parts makers who are exclusively OE suppliers, as well as those among us who sell to the carmakers as well as sell within the aftermarket. Additionally this week, **Ford** joined **GM** in opposing an \$80.1-million bonus package proposed in bankruptcy filing by its key auto-parts supplier, **Visteon Corp.** Visteon said Ford promised \$125 million to fund its reorganization if Visteon secured additional financing, and GM said it and other carmakers were in talks to provide that aid.

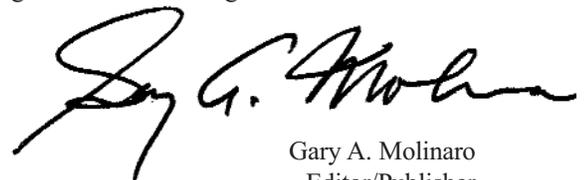
And, despite considerable lobbying by the folks at **MEMA** and others, the folks inside the Beltway seems to believe that, at this point in time, the best solution will come through the private capital markets and the efficient management of these parts makers. According to the *WSJ* piece, Lear recently lined up \$500 million in bankruptcy financing from **J.P. Morgan** and **Citigroup**, among others.

"The market is working" with respect to auto-parts suppliers, according to **Steven Rattner**, who headed the Obama administration's auto task force. "We can't help every company and every part of this industry. We only want to step in when the marketplace can't function." Rattner stepped down from his post this week and will be replaced by **Ron Bloom**, a former adviser to the **United Steelworkers** union.

The *WSJ* article notes that a \$56-billion program created earlier this year by the government has had a limited impact because the parts makers are not able to handle the participation fees of between 2 percent and 3 percent. Whether the Treasury Department will adjust those fees is still under consideration, but it seems the general feeling in Washington is to do as little now as possible and let things settle out as they should normally.

If this is not the soft landing hoped for, the overall automotive industry could be devastated. And it will not stop there, as our entire economy — especially the already hard-hit unemployment numbers — will feel the effect of multiple parts supplier failures.

For now, the lobbying continues and the situation will be closely monitored. Since we all have a stake in the outcome, let's hope the slow healing continues and solidifies the many parts suppliers sitting on such unsettled ground.



Gary A. Molinaro
Editor/Publisher

SALES REP

PRO-TECH, a manufacturer of Ignition Products, is seeking experienced Sales Representation in the following areas: Northern California, Texas, Pennsylvania and Chicago. Both full and part time positions are available. All resumes should be sent to Charles Dilkes at:
charles.dilkes@protechwire.com

27-29

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