

# THE GREENSHEET

## Automotive Week

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### BLOOMBERG REPORT SAYS PEP BOYS LOOKING FOR A BUYER ONCE AGAIN

On Friday, Jan. 21, Bloomberg News reported, citing “two people with knowledge of the matter,” that **Pep Boys** has hired **Bank of America Corp.** to explore strategic options, which could include a sale of the Philadelphia-based parts and service chain.

Rumor of Pep Boys once again being up for sale sent the company’s shares soaring upward — reaching a high of \$15.96 before closing Friday’s trading at \$14.15 for a 14.85 percent increase on the day.

Pep Boys said the **New York Stock Exchange** had contacted the company about the unusual market activity in its common stock. In response, the company said its policy is not to comment on unusual market activity. Members of the media and analysts were quick to pounce on the fact that Pep Boys didn’t deny that it’s considering a sale of the company. *[Continued on Page 2]*

### REMY INT’L CONSIDERING AN IPO

**Remy International** may be going public this year, according to a Jan. 24 Bloomberg News report. The business and financial news service quotes Remy president and CEO **John Weber** as saying that an initial public offering of the Pendleton, IN-based company’s stock is being considered. Remy also is open to a merger or acquisition, according to Bloomberg, as a means to generate money for its growth initiatives. *[Continued on Page 4]*

### O'REILLY, FLEETPRIDE, STRAUSS RECEIVE HEALTH CARE WAIVERS

The U.S. Department of Health & Human Services has granted retail heavyweight **O’Reilly Automotive**, parts and service chain **Strauss Auto** and truck parts supplier **FleetPride** a year-long waiver from some of the requirements in the 2010 health care reform legislation. The approval means the companies — along with 219 other approved applicants as of Jan. 13 — find themselves free from the restrictions of Section 2711 of the Public Health Service Act, which says “a group health plan and a health insurance issuer offering group or individual health insurance coverage may not establish lifetime limits on the dollar value of benefits for any participant or beneficiary.”

O’Reilly Automotive, Strauss Auto and FleetPride appear to be the only major aftermarket companies on the list. Most of the applicants — including the six biggest as ranked by number of enrollees — are insurance companies or union-affiliated health plans. *[Continued on Page 3]*

### DORMAN SENIOR VP IS RESIGNING

**Fred Frigo** has informed **Dorman Products** (Colmar, PA) that he will be resigning as the company’s senior vice president of operations to “pursue other personal and professional interests,” according to a Jan. 25 filing with the SEC. His resignation will be effective Dec. 31, 2011. Frigo joined Dorman in 1997 as director of operations and was promoted to senior vice president in 2003. Prior to joining the company, Frigo was a plant manager for **Cooper Industries (Federal-Mogul)**, where he was responsible for the **Wagner** brake plant in Boston and, following that, the Wagner lighting operations in Boyertown, PA.

### ZUCCHERO OUT AS CARQUEST CIO

**Joe Zucchero**, the chief information officer at **Carquest/General Parts International** since 2005, has apparently parted ways with the Raleigh, NC-based company, where, since 2008, he had also served as president and chief operating officer of its **Carquest Technologies LLC** subsidiary. Carquest representatives did not return calls seeking comment on the departure or who, if anyone, now fills the roles Zucchero held. *[Continued on Page 6]*

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## PEP BOYS REPORTEDLY LOOKING FOR A BUYER YET AGAIN . . . [Continued from Page 1]

So, who could be a buyer? Tony Cristello and Allen Hatzimanolis of BB&T Capital Markets took a look at this in a report dated Jan. 24. Right off the bat, the analysts said they don't foresee any strategic buyers that would be interested in Pep Boys . . . Not Advance Auto Parts. Not AutoZone. Not O'Reilly Automotive, Monro Muffler Brake, the Genuine Parts Co. or Carquest.

"Although, it's possible that an international buyer could have some interest similar to when Sumitomo acquired TBC in 2005 for purposes of distribution or when Japan's Autobacs Seven acquired Strauss Auto (similar model to Pep Boys) out of Chapter 11 in 2007," Cristello and Hatzimanolis admitted in their report.

**BB&T's prediction is that, if Pep Boys was to be bought, the buyer would be a private equity group, "perhaps looking to merge the assets of Pep Boys with another auto aftermarket holding company."** The issue, however, with Pep Boys — the BB&T report states — remains a structural one in that the company's approximately 560 Supercenter locations (at 20,000-plus square feet each) lack critical market density and sales productivity.

"A potential solution (currently in process) could be found in the development of a hub-and-spoke model, in which Pep Boys would acquire a number (likely north of 2,000) of service stores over time and use its larger Supercenter locations for distribution," Cristello and Hatzimanolis contend in their report. "While this process would take a number of years (perhaps seven to ten), we believe that this is the only way in which the Pep Boys model could be restructured successfully. That being said, **while a multiyear build-out of spoke service locations may be the best option for Pep Boys, we are not sure that a private equity firm looking to consolidate the still very fragmented automotive service market would get the best return by buying Pep Boys and using its large Supercenters for in-house distribution.**"

"Pep Boys still has great brand equity, but we just find it difficult to believe that a private equity firm is likely to bring enough service stores in tow for a potential asset combination with Pep Boys to justify the substantial investment in its current Supercenter formats," the analysts conclude.

Nonetheless, BB&T can't rule out the possibility of a private equity buy out of Pep Boys.

**This isn't the first time Pep Boys has been put up on the block.** Back in 2006, the company's board of directors engaged Goldman Sachs, its long-term financial advisor, to explore strategic and financial alternatives for Pep Boys. The process concluded later that year with no potential investors coming forward with an offer to purchase the entire company.

**What's different today?, BB&T asked in its report. "In our minds, Pep Boys has always been considered for sale, particularly given the very activist board/shareholder involvement associated with the company.** The last 'official' time we can recall Pep Boys exploring strategic options it was a much different company: poorly run with limited strategic vision, bad inventory mix and a model that, in our opinion, was simply structurally flawed. If there was any point in time where private equity or a strategic buyer should have been interested, it was then," Cristello and Hatzimanolis wrote.

## MEYER DISTRIBUTING ANNOUNCES MEMPHIS, TN CROSS-DOCK

**Meyer Distributing**, an automotive specialty products company based in Jasper, IN, has added a new location in Memphis, TN. This new cross-dock will have a direct feed from Meyer's Jasper hub distribution center and will allow the company to provide early morning route delivery to the Memphis metro area four days per week.

"The new Memphis cross-dock is lined up strategically with our busy Dallas, TX shipping lane and will provide the Memphis metro area with the industry's highest level of service," said **Jason Braun**, executive vice president. "The new Memphis dock is just one of many in the plans for 2011 as we continue to expand our logistical network to better serve our customers."

## POLK INVENTORY EFFICIENCY AWARD NOMINATIONS OPEN

Applications are now being accepted for the 2011 **Polk Inventory Efficiency Awards**, which honor aftermarket retailers and distributors, as well as manufacturers, that excel in inventory and supply chain efficiency. The awards are presented during the **Global Automotive Aftermarket Symposium (GAAS)**. For more information, visit [www.polk.com](http://www.polk.com). Entries are due March 4.

## O'REILLY, FLEETPRIDE, STRAUSS RECEIVE WAIVERS . . . [Continued from Page 1]

With 9,722 enrollees, O'Reilly — which employs 48,000 people, according to its website — is among the top 10 percent of approved applicants: 88 percent of the groups have 5,000 or fewer enrollees, and half enroll 500 or fewer. Still, there are major dropoffs in the numbers near the top of the list, which is led by the United Federation of Teachers Welfare Fund (351,000), CIGNA (265,000), Aetna (209,423) and BCS Insurance (115,000).

O'Reilly spokesman **Mark Merz** referred calls to company vice president of human resources **Phil Thompson**, whom he called “the driving force” behind O'Reilly's application. Thompson did not return messages left seeking comments and clarification on what factors O'Reilly cited in applying for the waiver.

**Strauss president Joe Catalano said the company's waiver will save costs, though not through avoiding actual coverage increases.** “We're self-insured, and our health program is considered an A-rated plan,” he said. “Our insurance company actually advised us to do it . . . mainly because we've already complied with most of it (the new legislation), and this allows us to save a lot of the administrative costs” associated with the changes. **The waiver, he continued, means the federal government has told the company: “Basically, you can leave your program as it is for at least the next 12 months.”**

The waiver only applies to the coverage of 401 Strauss employees in store management and office personnel, Catalano noted, because most of the company's 1,100-employee roster is unionized and under a separate insurance plan.

Texas-based FleetPride, which employs 2,300 people at its branches across the country, declined to comment on its health care policies and the waiver.

According to the Department of Health & Human Services, applications for the one-year waivers are reviewed individually and take into account whether or not a premium increase is large or if a significant number of enrollees would lose access to their current plan because the coverage would not be offered in the absence of a waiver. The year-long waiver went into effect Jan. 1, and approved applicants, the department notes, are subject to record retention and audit requirements. — *John Booth*

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GS0111-2H



## FLEETPRIDE ANNOUNCES ACQUISITIONS IN MISSOURI, NEW MEXICO

The Woodlands, TX-based **FleetPride** has acquired the assets of two New Mexico and two Missouri operations from **Page Brake** of Salt Lake City, a parts distributor serving the heavy-duty aftermarket in the Rocky Mountain region. The acquisition includes locations in Albuquerque and Aztec, NM, as well as **Gooch Brake & Equipment Co.** locations in Kansas City and Joplin, MO.

FleetPride is currently operating in Albuquerque and has combined its existing operations, located on Candelaria Road, into the newly-acquired facility on Second Street. The Aztec acquisition represents a new market for FleetPride. "Aztec offers a strong compliment to our existing operations in Farmington, NM," said **Lee Stockseth**, chief operating officer. "Both locations will work in tandem to better serve local, regional and national customers in and around a 150-mile radius of San Juan County."

FleetPride first entered the Joplin market in November, and this latest acquisition is intended to compliment the company's existing operations. "We now have a substantial parts and drive-in service operation," Stockseth said. "FleetPride's ability to quickly source hard-to-find parts and extensive product inventory will help us earn additional business from Joplin's heavy-duty truck industry."

The Kansas City acquisition represents the company's second expansion into this market. "We feel the two locations in this market allow us to more effectively service our diverse customer base," Stockseth explained.

Employment offers were extended to all employees at the four locations.

## REMY CONSIDERS AN IPO, CLOSES RIGHTS OFFERING . . . [Continued from Page 1]

Meanwhile, Remy has announced the consummation of its common stock rights offering. Remy also announced that it had received the requisite 66-2/3 percent common shareholder vote approving the rights offering and a proposed amendment to its certificate of incorporation to allow the company to redeem its Series A preferred stock and Series B preferred stock at its option.

Pursuant to the terms of the rights offering, Remy offered shares of common stock at a price of \$11 per share to existing holders of common stock as of Nov. 12, 2010, who certified to the company that they are accredited investors or institutional accredited investors. Eligible shareholders exercised rights for roughly 19.7 million shares of common stock, resulting in proceeds of approximately \$217 million, including cancellation of roughly \$93.5 million worth of shares of preferred stock. At the end of the offering, Remy will have approximately 31.6 million shares of common stock outstanding.

At a special meeting held Jan. 19, the board of directors decided to cancel any over-subscription rights based on the success of the initial offering. Additionally, the board declared a dividend on the remaining shares of Series A and Series B preferred stock to stockholders of record on Jan. 20, 2011, and called for a notice of redemption of the remaining Series A and Series B preferred stock to be redeemed Jan. 31, 2011.

**John Weber**, Remy's president and CEO, said in a prepared statement that management is excited by the support shown by investors and the market. "Their enthusiasm for Remy has allowed us to generate sufficient proceeds from the initial rights offering to redeem all preferred stock. Upon completion of the preferred stock redemption, Remy's new capital structure will consist of only bank debt and common stock," Weber explained. "Remy now has a very efficient capital structure, which will allow us to compete effectively and aggressively grow our business both organically and strategically."

## JOHNSON CONTROLS' AFTERMARKET UNIT SALES UP 20 PERCENT

Milwaukee-based **Johnson Controls** reported record net sales of \$9.54 billion (up 13 percent) and record net income of \$375 million (up 7 percent) for the fiscal first quarter ended Dec. 31, 2010. The company's **Power Solutions** unit — its vehicle battery business — saw its sales increase 21 percent to \$1.56 billion over-year-year, reflecting higher aftermarket and OE unit shipments. Aftermarket unit sales were up 20 percent, which is attributable to market share gains in North America and Europe. Power Solutions segment income increased 20 percent to \$217 million in the quarter.

## TRAINING MANAGERS CONFERENCE REGISTRATION OPEN

Registration is open for the 2011 **Automotive Training Managers Council Conference**, which will be held April 11-13 at the Inverness Hotel & Conference Center in the Denver suburb of Englewood, CO. For more information, visit [www.atmc.org](http://www.atmc.org).

## OBITUARY: JERRY BARTON, FORMER GENUINE PARTS VICE PRESIDENT

Former **Genuine Parts Co. (GPC)** vice president **Jerry Barton** — who spent two decades in the automotive aftermarket and helped turn the **NAPA** hat into a brand icon — died Jan. 2 at the age of 73. Barton started his career in GPC's Atlanta distribution center as a college student in the late 1950s and was promoted to a sales manager position in New Orleans a few years later. "Jerry came up through the ranks, just like all of our people do," said GPC vice chairman and CFO **Jerry Nix**. "He was a general manager of a couple distribution centers, and then he was brought into headquarters as vice president of marketing."

It was there, in the early 1970s, that Barton worked with a Charlotte, NC, advertising agency on revamping NAPA's logo and attaching the brand identity to the hat. "They were just looking for something that a professional mechanic could wear to be seen as a professional," said Barton's son, **Jerry Lee Barton Jr.**

Thanks to television commercials featuring *Mannix* actor **Joseph Campanella**, in-store promotions and plastic replicas on vehicles, the NAPA hat made a lasting impression. "It truly became the (corporate) icon," Barton said. "It exploded even more than I think he hoped it would."

Barton eventually left the automotive market to lead GPC's hardware division, **Beck & Gregg**, and then departed the company to serve as president and CEO of Kentucky-based **Belknap Hardware**. He returned briefly to the automotive industry in the mid-'90s as president of Macon, GA-based auto parts distributor and retailer **Parts Central Inc.** He also did consulting work for **Cooper Automotive**.

"Jerry was a unique individual," said **MEMA** president and CEO **Bob McKenna**, who worked with Barton at GPC in the 1970s. "He had a real talent with people, and that's why he was always successful in what he did. He was charismatic and smart, and he was a bigger-than-life kind of personality."

Barton also founded the **National Association of Senior Concerns** (now called the **American Seniors Association**) in 2005. Barton is also survived by his wife of 54 years, **Patricia Hollis Barton**, and three other sons, **Stuart, Hollis** and **Bill**.

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## OBITUARY: BUTCH VANDERMOLLEN, WONDERLAND MARKETING VETERAN

**Butch VanderMolen**, director of inside sales at Jenison, MI-based **Wonderland Marketing**, died Jan. 16 at the age of 64 after a year-long battle with cancer. A 20-year veteran of the manufacturers' rep agency, VanderMolen joined the firm on the heels of a quarter-century career with **CSX Railroad** and established himself as an easygoing jack-of-all-trades, according to Wonderland CEO **Denny Mehling**. "He handled the telephones and did all the computer work, and did bulletins and anything that had to be done," Mehling said. "And, he was mild-mannered. Never wanted any confrontation and tried to resolve problems without any conflicts — a good man for his position."

Wonderland vice president **Jeff Helder** echoed that sentiment, adding that VanderMolen — despite not being a sales rep in the field — had developed an industry expertise that made him integral to the agency. "With many of our customers, on a day-to-day basis, he was the point man," Helder said. "And, he was a good guy and a good friend."

A lifelong resident of the Grand Rapids area, VanderMolen is survived by his wife, **Diane**; children, **Darin** and **Emily Vander Molen** and **Lori** and **Mike Church**; and stepchildren, **Scott** and **Tracy LeClaire**.

## JOE ZUCCHERO NO LONGER THE CIO OF CARQUEST/GPI . . . [Continued from Page 1]

Although Zucchero could not be reached for comment, his departure seems to have been a recent one. A Google-cached version of his employment profile page on LinkedIn listed his Carquest positions as current as of Jan. 7. The page has since been updated to note that "Mr. Zucchero founded **Effetto Consulting Group** in January 2011. Effetto (Italian for impact or effect) helps its clients focus on getting the optimal positive impact from their IT investments." According to Zucchero's page, Effetto is in the Tampa/St. Petersburg area.

— *John Booth*

## AFFINIA APPOINTS JEFF BLOCHER VP OF SALES FOR WIX FILTERS

The **Affinia Group** (Ann Arbor, MI) has appointed **Jeff Blocher** as the vice president of sales for **Wix Filters**. Blocher, who previously was marketing brand manager for Wix, began his career with Wix in 1996 as a district sales manager located in Nashville. For the past 15 years, he has held various sales and marketing roles for the company, including Wix regional manager and **Carquest Filters** brand manager. In related news, Affinia has appointed **Lori Tremonti** as the vice president of global IT strategy and sourcing. Prior to joining Affinia, she served as IT strategic sourcing lead for **Accenture**.

## ADVANCE TAPS OUTSIDER FOR SENIOR VICE PRESIDENT, COMMERCIAL

**Bill Carter** will be joining **Advance Auto Parts** (Roanoke, VA) as its senior vice president, commercial in early April. He will report to **Jim Wade**, president, and will relocate to Roanoke. Carter most recently served as a partner at **Bain & Co.** in the Atlanta office, where he has worked for 11 years. As a member of the firm's global industrial goods and retail practices, he led growth strategy, operations improvement and organizational projects.

**NEWS BRIEFS . . .** Cleveland-based **Eaton Corp.** is celebrating its 100th anniversary. The company was founded as a small axle business in 1911. It has since grown to become a diversified industrial manufacturer with four business groups: electrical, aerospace, hydraulics and vehicle. . . . **Jay Timmons**, president and CEO of the **National Association of Manufacturers** (NAM), will be a speaker at the 2011 **AASA Vision Conference**, which will be held March 30 at the Hyatt Regency O'Hare in Rosemont, IL. Timmons will discuss the business, economic and manufacturing outlook for 2011. For more information on the conference, visit [www.aasavision.org](http://www.aasavision.org). . . . Sturgis, MI-based **Owens Products** — known for its running boards with applications for pickups, vans, SUVs and crossover utility vehicles — has renamed its **Extreme** and **Extreme XPL** toolbox series to **Owens Ellipse** and **Owens Ellipse XPL**. . . . **SEMA** is accepting nominations for its Hall of Fame. Nominations are being accepted until March 16. For more information, visit [www.semahof.com](http://www.semahof.com). . . . **HRE Performance Wheels** (Vista, CA), a manufacturer of forged alloy wheels, has opened a European division in Stuttgart, Germany to service enthusiasts, dealers and vehicle manufacturers in the European Union, North Africa and the Commonwealth of Independent States (CIS), including Russia. . . . The **APRA Heavy Duty Remanufacturing Group** (HDRG) has presented **Camerota Truck Parts** of Enfield, CT, with the Mike Hill Heavy Duty Remanufacturer of the Year Award. Camerota celebrated its 50th anniversary last year. . . . Des Moines, IA-based **Dee Zee Inc.** has selected the **Datalliance VMI** service as the foundation technology for its vendor managed inventory program. . . . The **Timken Co.** (Canton, OH) has updated its **Timkeninfo.com** electronic catalog and search functionality to, among other things, include a new distributor locator. . . . The **Affinia Group** is more than tripling its warehouse and distribution capacity in Minas Gerais, a region of Brazil, with the building of a new facility.

# THUMBS UP/THUMBS DOWN

## FTC PUTS HONDA IN ITS PLACE FOR UNLAWFUL WARRANTY WARNINGS



We were certainly pleased to see the Federal Trade Commission's recent consumer alert titled "Auto Warranties, Routine Maintenance and Repairs: Is Using the Dealer a Must?" letting consumers know that new car warranties are in no way dependent upon the car dealer doing the service to maintain that protection. This FTC action was in response to complaints filed by a number of aftermarket associations regarding an August 2010 Honda announcement that stated "only by purchasing Honda Genuine parts through an authorized U.S. Honda dealer can you be assured of the replacement part's authenticity, reliability and compatibility." The FTC response details requirements under the Magnuson-Moss Warranty Act that make it illegal for vehicle makers or dealers to claim that a consumer's warranty is void or to deny warranty coverage simply because someone other than the dealer provided service. The FTC said that an independent technician, a retail chain shop or even the car owner can do routine maintenance and repairs on their vehicle, without jeopardizing that new car warranty. We certainly applaud the prompt action by the FTC and the unified and professional voices of the industry representing the kind of measured but strong action needed to address this obvious over-stepping by one automaker.

## EVEN THOUGH THE R2R WAR SEEMS TO OVER, THE SKIRMISHES CONTINUE



Like the proverbial bad penny, press releases concerning relatively minor movements regarding various Right To Repair efforts — most action is now at the state level — continue to come across our desk. This seems to be reflective of how issues are argued these days: a continuing, long-term marketing-style campaign that grinds away at an issue endlessly. I realize all parties have a lot already invested, and a number of influential industry members want this one to go in their favor — regardless of which side they are on — but we can always look forward to the day when this object is very small in our rearview mirror. Unless I'm missing something, this is more of an intellectual property fight and not a right to repair information issue. And, that's where the fight needs to take place.

## VEHICLE INSPECTION PROGRAMS GETTING ATTENTION NATIONALLY



There seems to be some legislative activity brewing at both the federal and state levels concerning vehicle inspection programs, and ASA is working hard to stay on top of this critical issue. In mid-January, U.S. Rep. Sheila Jackson-Lee (D-TX) introduced House Bill 229, the Michael Jon Newkirk Transportation Safety Enhancement Act of 2011, a bill that establishes national standards for minimum annual vehicle safety inspection programs at the state level. If the states do not meet the standards, they would lose specific federal transportation funding. Currently, less than half the states have vehicle safety inspection programs, and, of those programs, many have inconsistent standards. At the state level, ASA reports that in Mississippi, House Bill 151 looks to repeal Mississippi's annual motor vehicle safety inspections. MEMA and AASA have come out strongly against the measures in a mail campaign to Mississippi legislators. According to ASA, both Missouri and Pennsylvania have conducted studies demonstrating the importance of periodic motor vehicle safety inspections as a deterrent to vehicle accidents, injuries and deaths. This is obviously a mixed bag, but, both from a business point of view as well as a safety perspective, vehicle inspection programs are good for both consumers and shops.

## AFTERMARKET FOUNDATION SEEKING THOSE WHO NEED HELP



Back in mid-December, we got a year-end update from the Aftermarket Foundation, the charity dedicated to helping aftermarket industry members and their families in need based upon circumstances. Originally founded in 1959, the Aftermarket Foundation is a 501(c)(3) charitable organization. Overall, the Foundation has reported another successful year of operations, including an exceptionally successful fundraising golf tournament held at the Las Vegas Country Club. But, as reported, the challenges include both funding as well as finding those in need to help. As Bob Hirsch, president of the organization and chairman at Chicago-based Gold Eagle, said: "Unfortunately, many people in need are reluctant to come forward on their own to ask for assistance, and we, therefore, depend heavily upon others of our colleagues in the aftermarket industry ... to come to us and identify those of our industry family who may be in need but might be uncomfortable coming forward." For more information about how to help or how to get someone help, visit [www.aftermarketfoundation.com](http://www.aftermarketfoundation.com).

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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.

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- 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.
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## INDUSTRIAL ENGINEER – PR#770

Schaeffler Group USA Inc., a dynamic global automotive & industrial supplier, is seeking an Industrial Engineer to support our Valley City, OH distribution facility. This position will create and monitor productivity measures for warehouse jobs using time studies and accepted engineering standards. In addition, this position is expected to manage the slotting of parts into primary pick locations and regularly review and optimize system set-up to maximize productivity. This position is also responsible for leading regular Lean Process Improvement projects in the warehouse.

Qualified candidates will have a four year Mechanical or Industrial Engineering degree with strong knowledge and experience in a distribution facility or a manufacturing facility design processes. Qualified candidates will also have extensive knowledge of Lean Manufacturing. Qualified candidates must work well under pressure with multiple priorities and have good problem solving abilities, presentation skills and be able to demonstrate a sense of urgency in meeting customer expectations and delivering results. For immediate consideration, please submit your resume and salary history to:

### Human Resources – Shared Services

Schaeffler Group USA Inc.  
308 Springhill Farm Road  
Fort Mill, SC 29715  
Fax: 803-547-7996

You may e-mail resume to: [schaefflercareers@schaeffler.com](mailto:schaefflercareers@schaeffler.com)  
Subject of the e-mail must read: Industrial Engineer – PR# 770

**NO PHONE CALLS PLEASE!**

You will be contacted if selected for an interview.

No recruiters needed at this time.

*An Equal Opportunity/Affirmative Action Employer*

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**Focus Your Employment Search!**

*When you have a key position open, you want the best candidates available.*

*The Greensheet readers are the best and brightest in the industry — people who stay abreast of the issues affecting our industry. Leaders, achievers, pacesetters . . . people like you. The kind of people who you want contributing to the success of your business. And our ads gets results — not quantity but quality leads that make your employment search simpler and more effective.*

*The next time you are looking to advertise for a position available in your business, seek the effective value of an ad in *The Greensheet*.*

**For more information, classifieds @auto-week.com or (Toll-Free) 1-877-694-6076**

# Focus Your Employment Search!

*When you have a key position open, you want the best candidates available.*

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The next time you are looking to advertise for a position available in your business, seek the effective value of an ad in *The Greensheet*.

**For more information, classifieds @auto-week.com or (Toll-Free) 1-877-694-6076**

## 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.

**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](mailto:susan.caster@exide.com) or fax: 678.566.9439.**

*EOE M/F/D/V*

03-05

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## 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](mailto:classifieds@thegreensheetonline.com) {Subject Line must be DSM #03-11}**

03-05

## PRODUCT MANAGER – PR#720

**Schaeffler Group USA Inc.**, a dynamic global automotive & industrial supplier, is seeking a Product Manager to support our Valley City, OH Automotive Aftermarket division. This position will be responsible for product management duties related to their products, including pricing and range availability, as well as range extension. This position will lead new product launches and work with and in conjunction with the Category Manager to provide the details to substantiate the strategies.

Qualified candidates will have a four year degree in business, marketing, or a related field with 5 or more years experience in product management dealing with automotive aftermarket or related product lines. The ideal candidate will be an experienced marketer, with a track record gained ideally within the automotive aftermarket or a comparable distribution based sales environment. Qualified candidates will have experience with pricing and product management of products for a retail based environment, together with competent writing skills for the production of copy. Qualified candidates will also have experience working within a manufacturing or distribution environment. In addition, qualified candidates must have a proven track record in turning around, maintaining, or increasing product margins/market share and experience setting goals & objectives and developing plans for implementation. Experience with MS Office products and the ability to communicate with all levels of an organization is essential.

For immediate consideration, please submit your resume and salary history to:

### Human Resources – Shared Services

**Schaeffler Group USA Inc.**  
308 Springhill Farm Road  
Fort Mill, SC 29715  
Fax: 803-547-7996

You may e-mail resume to: [schaefflercarrers@schaeffler.com](mailto:schaefflercarrers@schaeffler.com)  
Subject of the e-mail must read: Industrial Engineer – PR# 720  
NO PHONE CALLS PLEASE!

You will be contacted if selected for an interview.  
No recruiters needed at this time.

*An Equal Opportunity/Affirmative Action Employer*

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## WORLD PAC REGIONAL SALES MANAGER

**WORLD PAC**, a leading import parts supplier with over 80 locations in North America is seeking a highly motivated individual with solid inside sales management experience to lead a large department of sales teammates to achieve both short term and long term corporate sales objectives.

This is a developmental position with growth potential for upper level management. This position will be based in Syosset, Long Island, NY or South Brunswick, NJ. Minimum 5-7 years Automotive Industry Experience. Regional Travel up to 40%

To see the full Job Description and to apply: <http://tinyurl.com/4k6ge8c>

04-06

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### MARKETING POSITION:

**IDQ**, the leader in 'D-I-Y' Air-Conditioning product solutions, is seeking a Marketing Manager based in their Tarrytown, NY office.

The ideal candidate will have 5+ years product management experience with hands-on involvement in all aspects of the new product development process. Must possess strong analytical skills and leadership abilities, and be able to handle multiple projects in a fast-paced environment.

Key responsibilities include:

- developing marketing programs to support strategic direction
- identifying new product opportunities & leading launch activities
- managing sales support, merchandising & promotional programs
- supporting activities related to regulatory compliance issues & projects

Qualified candidates should submit their resume to:

**IDQ Holdings • ATTN: Human Resources**  
560 White Plains Road • Tarrytown, NY 10591  
FAX (914) 798-7974 • [hrjobs@idqusa.com](mailto:hrjobs@idqusa.com)

02-04

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## 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  
[hmarketing@alliance1.com](mailto:hmarketing@alliance1.com)

04-07

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## ACCOUNT MANAGER – PR#762

**Schaeffler Group USA Inc.**, is a global growth-oriented professional manufacturer/distributor of OEM/OEM quality products (LuK, INA, FAG) serving both original equipment and aftermarket customers. We have an immediate opening at our Valley City, OH distribution facility for an experienced individual to fill the position of Account Manager for the Commercial Vehicle Aftermarket. The ideal candidate will be responsible for managing, developing and growing sales for the Commercial Vehicle Aftermarket for clutches and drive-train products in North America.

5+ years of commercial vehicle products sales experience is mandatory. Candidates should have experience planning and budgeting, and be knowledgeable of all channels of distribution. Must apply a high level of service to customers, be motivated, and able to work independently. Strong communication skills a must. PC proficiency, particularly Microsoft Office programs. Approximately 30%-40% travel, including some weekends. Business degree preferred.

For immediate consideration, please submit your resume and salary history to:

**Human Resources – Shared Services**

**Schaeffler Group USA Inc.**

**308 Springhill Farm Road**

**Fort Mill, SC 29715**

**Fax: 803-547-7996**

**You may e-mail resume to: [schaefflercared@schaeffler.com](mailto:schaefflercared@schaeffler.com)**

**Subject of the e-mail must read: Industrial Engineer – PR# 762**

**NO PHONE CALLS PLEASE!**

**You will be contacted if selected for an interview.**

**No recruiters needed at this time.**

*An Equal Opportunity/Affirmative Action Employer*

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## TRANSMISSION PARTS SALES

Growing Company in Seville, Ohio has an immediate position for a Sales Associate. Must have experience in Automotive Transmission Parts, be able to travel, and have excellent interpersonal communication and problem solving skills. We offer an excellent benefit package including medical, dental, vision, prescription drug coverage, and 401K match.

Email resume with salary requirements to [norah@stellargroupinc.com](mailto:norah@stellargroupinc.com)

03-05

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## SALES – TERRITORY SALES MANAGER

**ITW Evercoat**, a division of Illinois Tool Works Inc., and manufacturer of automotive refinishing products seeks sales representative **for the territory of MS, LA and TX**. Candidate must have strong selling skills, understand channel distribution and ability to analyze the market. Required to conduct both technical and economical sales presentations. Knowledge of collision repair and coatings industry desired. Degree preferred. Excellent communication (both oral and written) and interpersonal skills, professional presence and creditability a must. Travel 60%. Competitive starting salary plus incentives and benefit package.

**Interested applicants fax resume with salary history to 513-489-4724  
or e-mail [HR@evercoat.com](mailto:HR@evercoat.com) EEO/AA employer F/M/D/V.**

02-04



## SALES – TERRITORY SALES MANAGER

ITW Evercoat, a division of Illinois Tool Works Inc., and manufacturer of automotive refinishing products seeks sales representative for a territory consisting of the Sacramento, CA area. Candidate must have strong selling skills, understand channel distribution and ability to analyze the market. Required to conduct both technical and economical sales presentations. Knowledge of collision repair and coatings industry desired. Degree preferred. Excellent communication (both oral and written) and interpersonal skills, professional presence and creditability a must. Travel 60%. Competitive starting salary plus incentives and benefit package.

Interested applicants fax resume with salary history to 513-489-4724  
or e-mail HR@evercoat.com EEO/AA employer F/M/D/V.

## 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

## PRODUCT MANAGER

**Aftermarket Auto Parts Alliance, Inc.** is seeking a highly qualified product manager to fill a new position. The candidate would be responsible for managing current product lines and group programs. Other responsibilities would include identification of product line opportunities, competitive analysis, product market research, and coordinating new product introductions within the organization.

The candidate should have a college degree, excellent analytical abilities, be proficient in Microsoft Office programs, and have good communication skills. Positive attitude and exceptional people skills are a must.

Please e-mail resumes to:  
hrproduct@alliance1.com



02-04

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For more than 33 years, **The Greensheet** has been “The Bible of the Industry,” a must-read for anyone in the automotive aftermarket. Our paid subscribers count on us to bring them the market intelligence they need to compete effectively. The industry also know that *there is only one place* to get the quality response to employment ads seeking key personnel, effective representation or other business opportunities in the automotive aftermarket. That’s why the same companies come back time and time again to advertise in **The Greensheet Classifieds**.

They may also come back because of the cost-effective rates; priced to give real value in reaching the industry’s best qualified readership...a target audience no one else can deliver! Subscribers to our publication are committed to the newsletter, and they are the kind of people employers are seeking to help make them better...professionals who stay on top of the developments in our highly-competitive and profitable industry that keeps “American on the road!”

Join the leaders in the aftermarket who have used  
**The Greensheet Classifieds** to deliver for them!

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Automotive Week

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