



2009 Symposium Scholarship Report
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(The following may contain unintelligible or misunderstood words due to the recording quality.)

PETE KORNAFEL: Good morning, everyone. I'd like to add my welcome to all of you, and thank you for being at this year's symposium. In addition to your own enrichment from the next two days of content, your attendance is helping some young people introduce themselves to our aftermarket. All of the net proceeds from this symposium fund GAAS scholarships.

Our first priority is to assist students who have plans and want to get trained to enter the industry. Our second priority is students who are sons and daughters of industry families.

I'd like to thank a number of donors. You can see them on the screen, Art Fisher's Memorial Fund, the Breslow Foundation, AAIA's LDN, Michael Busch Fund, Multi Parts Supply, Udell Family Foundation, the University of the Aftermarket Foundation and a number of other individual donors. They supplement, an importantly supplement what we get from the symposium. Specific GAAS scholarships are designated for each of these grants and each of these donors.

I'd also like to take just a minute and thank Emily McConnell and

Margaret Beck at MEMA and Barbara Clark at AAIA. They're our helpers in the back room. It is a monumental task to take care of hundreds of applications and all of the transcripts and reference letters and essays and everything that go with them. They do a great job.

One thing that we also have that is new in the last few years is we have many other organizations that are collaborating with GAAS. Each group awards their own scholarships. Each group uses their own funds, they have their own reviewers. They make their own selections, but we work from one common website, and we work from one pool of applications. This includes the Association of Diesel Specialists and eight of the regional state Wholesalers' Associations. You can see the names on your screen. In effect, our website at AutomotiveScholarships.com is becoming kind of a scholarship central for the aftermarket.

It's great for the students. They can turn in one application at our website, and we qualify their application. They get reviewed by every group where they meet the qualifications. So it really simplifies the process. This year we had 349 complete applications. Very close to last year, we had 357. More than 250 of those qualified for more than one award and are being reviewed by GAAS and by one of the other groups that we work with. Some of the students, I'm sure, will receive more than one award.

The GAAS committee met yesterday. All agree that we have another group of excellent applicants. We have more than 25 reviewers at GAAS. I would say the general opinion is that the quality continues to get better each year, and it's really encouraging for us to see lots of very bright, enthusiastic

young people who want to get into our industry.

Yesterday, the committee chose 59 U.S. students for either \$1,000 GAAS or \$2,000 Breslow Foundation scholarships. Another 6 awards will be made by AIA in Canada. And we were very disappointed with that number. Last year, we chose 115. This year, so far, 65. So we chose and ranked the next batch of provisional winners. It was especially tough this year. I confess we've always had more good kids than money.

But this year we had one new wrinkle with maybe some of Dave's lack of wind. We got a number of applications this year from people who have been out of school for many years, out of work, looking to get trained to a new career in our industry. We've had a number of those who have made the cut yesterday, and I think we'll all welcome them into our business.

For example, one of my favorite applications this year is Maria Begay. If you've been to the Southwest, you'll know that Begay is a very popular, very common Navajo name. Maria graduated in the top 20 percent of her high school class in 2002 in a class of 350. She's a single mom. She says she's working two low-paying full-time jobs, and she's fixed cars all her life, and I would believe that. She knows if she can get trained as a technician, she could get one good job to provide for her family. The GAAS scholarship would help her into a new career in our industry.

Or Ross Conway. Ross is an industry kid. His grandfather is Dick Larson, with a long career in American Parts and Federal Mogul in the sales force and at the Rocky Mountain Wholesalers' Association, and his uncle's a NAPA filter rep. Ross had a 2.8 grade point average and ranked 7th in his

high school class of 12 in Deer Trail, Colorado. I'll bet he's been behind those same six girls his whole life. He needs to go to the Automotive Program at Colorado State University in Pueblo, and I can understand that. I don't think there could possibly be seven new jobs in Deer Trail, Colorado, this May that would be good career opportunities, and I don't think there are seven jobs in any town in the U.S. that's 500 people. Maybe, I think Deer Trail counts them twice to get to 500, I'm not sure.

But in any case, I'm pleased to report that yesterday the committee picked these two, but we have 150 more like them that did not make the cut yesterday. So I have two wishes. One, I know you're already here. I know you already paid your registration, but any additional donation would be a great help. And to start the pot, I've got a marker from Jim Franco with Autologue for \$2,000. Jim, thank you very much. This is two more kids.

There's a pledge card on your desk. Please use it. We'll take cash, checks, credit cards, shares of stock, future pledges. We'll just -- we'll take anything. Thank you. If you want to honor someone, what better way than to award a scholarship in their memory. For each \$1,000 donation, we will designate one person to be funded by the Autologue Scholarship. So please help us.

Thanks again. Make a donation, and I hope you really enjoy this year's symposium. Appreciate it very much.

(END OF PRESENTATION)

Transcribed by: nie/jck