



Global Perspectives

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News From The Global Automotive Aftermarket Symposium

Symposium Celebrates 10th Anniversary in Style

Looking back and looking forward was part of the agenda for the 2005 Global Automotive Aftermarket Symposium in Chicago from May 11-12. This year's Symposium marked the 10th anniversary of the event and was celebrated with the theme: "Lessons From The Past, Perspectives on the Future."

Here are some of the highlights of GAAS 2005 in pictures, provided courtesy of Mark Baltzley Photography. All photos are used by permission. Unauthorized reproduction is strictly forbidden. ♦



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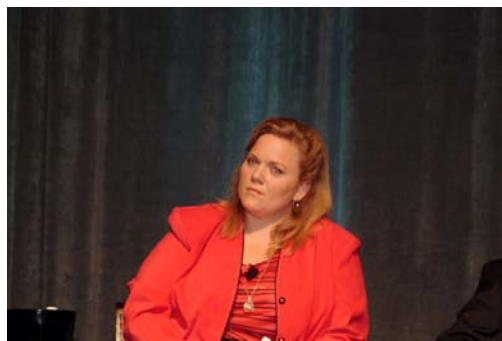
GAAS chairman and founder, Mort Schwartz, welcomes attendees to the 10th anniversary of the Symposium.



Washington Redskins head coach, Joe Gibbs, provided inspiration on "Teamwork, Perseverance and Excellence."



Bruce Zorich, United Components, Inc., makes a point during "The Manufacturing Challenge" panel discussion.



Lisa Chissus of Flex-a-lite Consolidated participated in "The Next Generation" panel discussion.



GAAS 2005 provided great opportunities to network with industry colleagues.

Notable Quotes From The 2005 Symposium In Chicago



"The Chinese automotive market is both an existing and a potential large market. It is both an institutional and commercial vehicle market. For passenger cars, it is still not 100 percent or even 80 percent a consumer market. It is still dominated by institutional, fleets and taxis."

Wayne Xing
China Business Update

"One of the keys to team building is to make sure you define the goals for your team in the shortest time span possible."

Joe Gibbs
Washington Redskins

"I think value lines have a role to play in keeping cars on the road longer. We've got to work hard in the aftermarket to keep these vehicles on the road or our markets are going to disappear. As the technology becomes even more complex, we're going to have our challenges to maintain these vehicles...value lines may play a bigger role in the future."

Michael Cardone, Jr.
CARDONE Industries

"We think from a Wall Street angle that inventory management remains one of the critical points for the aftermarket in general. The companies that are better able to manage their inventory and better able to push off the costs of carrying that inventory to somebody else are likely to fair better...there's no question that managing your inventory has become a problem. I don't see it declining anytime soon. The OEMs are under a lot of pressure to create more and more niche vehicles."

Jonathan Steinmetz
Morgan Stanley



"It is the consumer that I think will determine the Right to Repair Act. One thing the small independents have in our favor is a relationship with our guests. And we also have location in our favor; we are convenient. It is even to the point where if we can't fix the cars of the guests that we know and have a relationship with, we'll be recommending to them the cars they should be buying and they'll listen to us. I'm not saying this is going to happen overnight, but at the end of the day the consumer will determine whether or not they'll stand for and tolerate this right to repair issue."

John Watt
Petro-Canada Certigard

More Images From The 10th Annual Global Symposium



Glenn Mercer, McKinsey & Co., on "Best Practices in Aftermarket Pricing"



Business speaker and coach, Donald Cooper



Jim Press, Toyota Motor Sales, U.S.A. on "The OE Outlook"



1998 GAAS Scholarship Recipient, Stephanie DeAnda, Meguiar's



Bill Rhodes, AutoZone, participated in the "Industry Leaders Panel"

GAAS 2006

Plans are underway for the 2006 edition of the Global Automotive Aftermarket Symposium in Detroit. Mark your calendar for Wednesday, May 17 & Thursday, May 18, 2006. The 2006 Symposium will be held at the Hyatt Regency in Dearborn. A cocktail reception is scheduled for the close of the first day, May 17, at the nearby Automotive Hall of Fame. Keep posted on plans for the 2006 event at the Symposium's website: www.globalsymposium.org. ♦

Mort Schwartz Excellence in Education Award Presented

To recognize his contributions to education, Kathleen Schmatz of AAIA announced during the 2005 Symposium the creation of the Mort Schwartz Excellence in Education Award. The first recipient of the award was Northwood University.

Schmatz said, "This award will be given annually by AAIA's Education Committee to the person, aftermarket company or educational institution that best advances the concepts and programs for Education or Continuing Education in the North American Automotive aftermarket. Each year nominations for this award will be accepted and evaluated by the committee in accordance with the candidate's innovation of new aftermarket education programs, advancement of existing programs and/or superlative effort to further promote the educational programs or education fund raising efforts established



Kathleen Schmatz, president of AAIA, announces the introduction of the Mort Schwartz Excellence in Education Award.

by Mort Schwartz."

Dr. David Fry said he could think of no award that Northwood University would treasure more than the Mort Schwartz Excellence in Education Award. "Mort has cared about people being educated with us, with others for years and he has won," said Dr. Fry. "I'm delighted and surprised. Thank you."



Northwood University president, Dr. David Fry (right), accepts the award from Schmatz on behalf of the school.

In acknowledging the award, Schwartz said he was deeply honored. "But, as I have said in the past, 'It's a labor of love.'"

The Mort Schwartz Excellence in Education will be awarded every year during the Global Automotive Aftermarket Symposium. ♦

Polk Presents The First-Ever Inventory Efficiency Awards

R.L. Polk & Co., the automotive aftermarket's source of automotive information, presented the first-ever Polk Inventory Efficiency Awards during the 2005 Global Automotive Aftermarket Symposium (GAAS) held at the Hyatt Regency O'Hare. The Polk Inventory Efficiency Award recognizes and rewards outstanding aftermarket companies for process improvements relative to inventory efficiency.

Awards were presented for excellence in two categories: Retail and Manufacturer. In the Retail category, O'Reilly Auto Parts, based in Springfield, Mo., was recognized for their achievements. Mike Swearingen, senior vice president of Merchandise accepted the award on the company's behalf.

In the Manufacturer category, Southfield, Mich.-based Federal-Mogul Corporation captured the honors. The award was accepted by Jay Burkhardt, vice president of Global Marketing.



Mike Swearingen, (right) O'Reilly Auto Parts, accepts the Polk Inventory Efficiency Award for his company, as Joe Adrid of R.L. Polk & Co. looks on.

"It's an honor to present the first Polk Aftermarket Inventory Efficiency Awards to O'Reilly and Federal-Mogul. The Award is about more than just rewarding industry-leading inventory management," said Mike Gingell, vice president of Strategic Markets at Polk. "It's about driving best practices and harboring a spirit of



Jay Burkhardt, Federal-Mogul (second from left), accepts the Polk Inventory Efficiency Award from R.L. Polk officials (l-to-r): Joe Adrid, (Burkhardt), Stephen Polk and Mike Gingell.

collaboration within the industry. Both companies should be applauded."

Gingell presented the awards along with Stephen Polk, chairman, president and CEO and Joe Adrid, account director, Polk Aftermarket Solutions. ♦

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