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News From The Global Automotive Aftermarket Symposium

GAAS 2009 Enlists Three Experts to Help Industry Understand Current Economic Climate

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One of the greatest challenges facing aftermarket businesses is making sense of today's puzzling economic times. That's why the organizers of the Global Automotive Aftermarket Symposium (GAAS) have scheduled three different sessions on the 2009 program to help the industry understand today's recessionary climate in order to make future business plans.

Jeff Applegate, chief investment officer, Citi Global Wealth Management will open the 2009 Symposium with an **"Economic Outlook for 2009 and Beyond."** Meanwhile, William Strauss, senior economist and economic advisor, Federal Reserve Bank of Chicago will present **"Signs of the Times: Perspectives on Falling Energy Prices, Credit Market Meltdown, Housing Bubble Burst and More."** The closing session of the 2009 Symposium will be provided by Tony Cristello, senior vice president, BB&T Capital Markets, as he addresses **"The Investor's View of the Aftermarket."**



Jeff Applegate

"All of us are frustrated trying to make business decisions based on economic forecasts presented by the mainstream media," said Dave Caracci, GAAS chairman. "We are excited to present the viewpoints of three financial experts who come from the private sector, The Federal Reserve and Wall Street and understand the needs and challenges of our industry. Whether you are a NAFTA parts distributor, a global parts

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GAAS Early Bird & Hotel Registration Dates Near

Don't forget to register for the 2009 Global Automotive Aftermarket Symposium by **Friday, March 20**. That's when early bird discount registration savings of \$200 ends. You can complete the GAAS Registration form on page 4 or visit www.globalsymposium.org to register online.

The 2009 Symposium will be held from May 6-7 at the Hyatt Regency O'Hare near Chicago. Room rates for the 2009 Symposium are \$182 (single or double) per night. Tax is additional. Rooms are guaranteed at this rate through **April 3**.

You can obtain hotel reservations when you contact Hyatt Central Reservations at (800) 233-1234. Or you may contact the hotel directly at (847) 696-1234. Be sure to mention the Symposium to obtain the discounted group rate.

You can also register online for hotel reservations. Just go to www.globalsymposium.org and click on the Registration page. At the Registration page go to the "Travel Accommodations" section to find the direct link to the Hyatt Regency O'Hare online registration page. ♦



New Look GAAS Website Unveiled With New Video Console

The Web site for the Global Automotive Aftermarket Symposium (GAAS) has been completely redesigned to provide improved content for attendees of the aftermarket's most popular executive conference.

Visitors to www.globalsymposium.org will see several new features, including a speaker spotlight section and multimedia page. In addition, the registration section of the Web site contains a new direct link to the Hyatt Regency O'Hare Hotel (headquarters hotel for GAAS 2009) Web site so attendees can conveniently register online for their hotel accommodations.



www.globalsymposium.org includes the latest news about GAAS and multimedia functions

The GAAS multimedia page includes a series of video vignettes that answer the question: "Why Do Aftermarket Executives Attend GAAS?" The videos feature Rusty Bishop, CEO, Federated Auto Parts; Camilla Denison, president, Champion Laboratories, Inc.; Mark Finestone, senior vice president, AutoZone; Jeff Olefson, president, Forecast Trading Company; Richard Roy, president and CEO, UniSelect, Inc.; and Scott Webb, senior vice president, Pep Boys.

"Our new Web site supports our desire

to fully support GAAS 2009 with fresh content and the latest news for those who plan to attend the industry's leading educational and networking event," said Dave Caracci, GAAS chairman. "If anyone is wavering regarding their attendance at GAAS, I invite them to watch our video testimonials that clearly demonstrate the value that industry leaders receive each year."

Visit the new look GAAS website at www.globalsymposium.org. ♦

New Vehicle Technology and Its Impact on the Aftermarket

Numerous new technologies will change the way vehicles are repaired and serviced in the near future.

In a presentation titled, "**Vehicle Technology - You Ain't Seen Nothing Yet,**" Bill Haas, vice president, education and training, Automotive Service Association (ASA), will take a peak under the hood and provide insights for manufacturers and distributors. He will help them understand the parts that will be needed in the future to run these high tech cars and trucks.

In his role with ASA, Haas is dedicated to growing and enriching the educational offerings for ASA members and the industry as a whole. Ongoing projects include his involvement with education and

training programs for NACE and CARS, as well as other ASA national events. Haas is also committed to expanding the education and training opportunities available regionally for automotive service and repair professionals through numerous association and industry initiatives.

Haas came to ASA in March 2000, with first hand knowledge of the opportunities and challenges small business owners and automotive service and repair technicians face everyday. His experience as a technician, shop manager, shop owner, parts counterman and automotive instructor provide a solid platform on which he serves the education and training needs of today's service and repair professional.

Haas earned his Accredited Automotive Manager's designation from the Auto-

mobile Management Institute in 1996.

Prior to joining the ASA staff, he was an active member, having joined the association in 1987 and serving at many levels of leadership within the organization, including both affiliate and national positions. ♦



Bill Haas

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KIAWA Collaborates With GAAS on Industry Scholarships

The Global Automotive Aftermarket Symposium (GAAS) Scholarship Committee is pleased to announce that the Kentucky / Indiana Automotive Wholesalers Association (KIAWA) will be collaborating in creating an online scholarship resource for students planning to pursue careers in the automotive aftermarket.

Applicants who complete an application at the automotive scholarships Web site, www.automotivescholarships.com, will now be placed in consideration for the George W. Wilson III and KIAWA scholarship named in honor of the first president of KIAWA who served from 1959-1994.

"We are pleased to have KIAWA join us in creating this valuable resource for students, and promoting this investment in our industry's future," said Pete Kornafel, chairman of the GAAS Scholarship Selection Committee.

"We are extremely pleased to be collaborating with GAAS in this educational opportunity that will not only enhance

KIAWA scholarship program, but will provide scholarships to more students who may not be aware of what is available," said Kim Rominger, executive director, KIAWA.

In 2008, a total of 150 students were awarded 170 scholarships by the GAAS scholarship fund, its contributors and other groups collaborating with GAAS. Individual scholarships ranged from \$250 to \$2,000 and more than \$165,000 was awarded. In its 14-year history, the GAAS scholarship fund has presented more than \$1.4 million in awards to approximately 1,400 students.

GAAS scholarships were awarded to 115 recipients in 2008, including 10 awards received by students from Canada. To be eligible for a GAAS scholarship, applicants must be enrolled full-time in a college-level program or an ASE/NATEF (National Automotive Technician Education Foundation) certified automotive technical program. Graduate programs and part-time undergraduate programs do not qualify.

The GAAS scholarship also is unique in that recipients who graduate from their program and show proof of employment as technicians in the automotive aftermarket for at least six months after graduation can receive a second matching grant.

Scholarship Deadline Approaches

GAAS Scholarship applications for 2009 are available online at www.automotivescholarships.com. The deadline for submitting 2009 scholarship applications is **March 31, 2009**.

The annual investment to help develop future aftermarket industry leaders is primarily funded through proceeds from the Symposium. Additional funding for the scholarship program comes from industry contributions from individuals, companies and foundations. Contributions can be made to the GAAS Scholarship Fund, c/o Susan Medick at AAIA, at 301-654-6664, or susan.medick@aftermarket.org. ♦

GAAS Enlists Experts to Help Industry Understand Economic Climate (cont.)

(Continued from page 1)

manufacturer or considering personal retirement options, what these guys have to say is important to everyone. These sessions alone should be considered 'must attend' by aftermarket executives."

Applegate is chief investment officer for Citi Global Wealth Management, responsible for delivering competitive investment

advice to clients. He leads the investment strategy team in performance and returns on client portfolios and partners with the investment strategy committee on the asset allocation process.



William Strauss

"What these guys have to say is important to everyone. These sessions alone should be considered 'must attend' by aftermarket executives."

Dave Caracci, GAAS Chairman

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 and organizes the Bank's annual Economic Outlook Symposium and annual Auto Outlook Symposium. He also conducts several economic workshops and industrial roundtables throughout the year.

Cristello, senior vice president, directs the automotive aftermarket research platform at BB&T Capital Markets.

Cristello has been featured on various television programs discussing the aftermarket industry, including CNBC and Bloomberg television.

Before rejoining BB&T Capital Markets Equity Research in 2000, Tony was an associate analyst with ABN AMRO in Chicago.



Tony Cristello

For more information on each of the GAAS economic experts, be sure to visit www.globalsymposium.org. ♦

