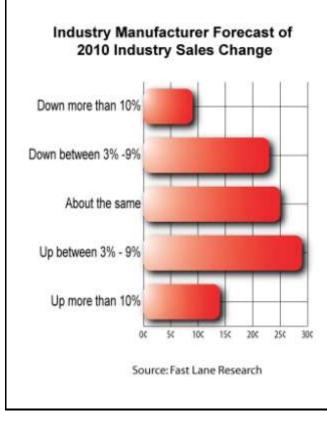


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## Industry Manufacturers Forecast Increased Sales in 2010

A survey fielded by Fast Lane Research to more than 2,600 manufacturers of automotive performance parts and accessories in late May 2010 reveals some interesting insights. For instance, 14% of manufacturers expect total industry sales to be up more than 10% for 2010. Another 29% expect total industry sales to be up between 3% and 9% for the year. When it comes to appearance product manufacturers, 71% of them expect industry sales to be up between 3% and 9% in 2010.



To keep perspective, everyone knows that 2009 was a really bad year for automotive performance parts and accessories. In fact, 64% of manufacturers report that sales were down last year. It is interesting to note though that 28% of industry manufacturers increased their business in 2009.

Some of what is happening in the automotive performance parts and accessories industry comes from changes in the competitive environment. More than a third of the manufacturers surveyed see an increase in the number of knockoffs of their products, one-infour see an increase in the number of competitor's products and one-in-five have increased numbers of competitors.

At the same time industry manufacturers realize that consumers are becoming more demanding. Beyond the usual pressure to lower prices 41% of manufacturers are experiencing increased consumer demands on product warranty, and a third are coping with increased demand for quicker delivery.

Much of what we see in the survey results points to an industry in the midst of major changes, but

one in which manufacturers are continuing to be optimistic about the future.

Source: Fast Lane Research

### **May New Vehicle Sales**

The month of May was a good month for new vehicle sales. Compared to May 2009 this year's new vehicle sales were up 19%. Unfortunately, sales in 2009 were down 34% in May compared to 2008.

When we look at the year-to-date figures we find that new vehicle sales are up 17% through the end of May 2010 compared to last year. As of May 2009 sales were down more than 36% to 2008. So as of May 2010 we have gotten about half of the unit sales back that were lost as of this time in 2009.

There are some interesting and/or encouraging stories in the numbers. For instance, 8 of the top selling vehicles for May and year-to-date are light trucks. Believe it or not, number 19 is the Chrysler Town & Country with an increase of 68% compared to last May and a 40% increase year-to-date.

On the pickup truck side of the business, the Ford F-Series was up 49% over May 2009, and year-to-date has increased nearly 34% compared to last year. Sales of the Chevy Silverado are also up but not as dramatically as Ford.

In the truck lineup following the F-Series and Silverado is the Ford Escape with a 59% increase in May and a 31% increase year-to-date. With nearly 70,000 units sold so far this year Escape isn't doing badly at all.

With more units sold but a small sales increase is the Honda CR-V. The CR-V has generated nearly 71,000 in unit sales so far this year for an increase of almost 9% year-to-date.

Another Ford truck in the top 20 is the Edge. Even though sales year-to-date are under 50,000 the increase is nearly 43%. If that continues as the year winds on, Edge will easily move up the list.

The last truck to make it into the top sales category for May is the Chevy Equinox. The sales increase year-to-date for Equinox is nothing short of phenomenal-up nearly 164%! In this case we can not chalk it up to recover of lost sales from last year, because as of May 2009 Equinox was down about 39%.

The common factor we see in the truck sales growth figures is that the majority of the vehicles posting gains are CUVs. CUVs account for five of the eight trucks in the top 20 new vehicle sales list for May 2010.

On the car side of the equation, Camry is still number one, but with less than a 9% increase over last year's sales. Next up is the Honda Civic that is nearly 13% ahead of 2009 and the Accord which is up 47%.

#### New Muscle Cars Duke It Out In May

Americans' love affair with muscle cars continued as the new Ford Mustang claimed the No. 1 spot on AutoTrader.com's most-viewed new vehicles list in May, followed at No. 2 by the new Chevy Camaro.

In May Mustang sales were 10,225 units (earning it the 27th best selling vehicle slot) up 16% compared to May 2009. At the same time, Camaro sold 8,931 units, which was an increase of more than 63%. Year-to-date on the other hand, Camaro has sold nearly 8,000 more units than Mustang.





The new Ford F-150 pickup truck slipped to the No. 3 most viewed spot in May from No. 2 in April of this year, but average asking prices for new F-150s listed for sale on AutoTrader.com continued to climb, up more than 8% compared to the average listed prices in May of 2009. So far this year, the light-duty F-Series is behind Camry in total units sold by about 7,500, putting it in the number two spot for US new vehicle sales.

A big surprise came with the appearance of the new Ford F-350 pickup truck on the most-viewed new car list at No. 16. This heavy duty truck was the No. 28 most-viewed new car in April of this year and No. 41 back in May of 2009. The appearance of a heavy duty truck like the F-350 on AutoTrader.com's top 20

new vehicle list may be another sign that economic recovery is continuing. "The F-350 is a powerful, versatile vehicle," said Chip Perry. "That people are starting to look at this vehicle more - people who need this kind of size and power in a work truck - may mean that we're seeing signs of a rebound in construction and other industries that have been hurt in the recent recession."

Trucks continue to be popular on AutoTrader.com's Top 20 most-viewed used car list as well. The Ford F-150 and F-250, the Chevy Silverado 1500 and 2500, the Dodge Ram 1500 and 2500, and Toyota Tundra and Tacoma all held steady on the most-viewed used car list in May and all saw average asking price increases of between 6% and 13%.

From a sales perspective, 8 of the top 20 new vehicles sold in the US in May were trucks. Those trucks are: Ford F-Series light duty, Chevrolet Silverado, Ford Escape, Ford F-Series super duty, Honda CR-V, Ford Edge and Chrysler Town & Country.

New designs and features and strong marketing continue to drive interest in the revamped Hyundai Sonata and Chevy Equinox. The new Sonata held onto the No. 9 spot it enjoyed in April of 2010 on AutoTrader.com's most-viewed new car list, up from No. 75 in May of 2009. The Chevy Equinox moved up three places to No. 15 in May, from No. 18 in April of 2010 and No. 107 in May of 2009.

"These two cars recently have shown that manufacturers can take great cars and with effective marketing really drive interest among consumers for putting those new cars into their consideration set," said Perry. "We've seen repeatedly on our site that cars marketed effectively jump in our rankings as consumers are influenced to take a look."

Average asking prices for new, used and certified pre-owned (CPO) vehicles listed for sale on AutoTrader.com in May continued the upward trend that began several months ago as auto inventories tightened and the auto market improved. Fifteen of the top 20 most-viewed new vehicles on the site logged price increases compared to May of 2009, 18 of the top 20 most-viewed CPO vehicles saw prices increases compared to May 2009 and all used cars on the most-viewed Top 20 used car list had increased average asking prices.

Traffic to AutoTrader.com continued to hit records. In May, AutoTrader.com had its highest traffic month ever, attracting 16.8 million unique monthly visitors, up about 10% compared to May 2009. For the first time ever, AutoTrader.com attracted more than 1 million unique monthly visitors on one day on May 18 when more than 1.02 million unique visitors came to the site. The site attracted more than 1 million unique visitors again on May 19. AutoTrader.com has had several high-profile marketing activities underway in May that exposed the brand to millions, helping drive this traffic record, including the company's "Heart & Mind" advertising campaign, which included broadcast, digital, print and social media elements.

"We're deep into the Spring/Summer car buying season and the continued rise in traffic to our site and recent results announced by automakers indicate that Americans are past just looking and are now ready

NEW CARS							
MAKE	MODEL	VDP Rank 5/10	VDP Rank 4/10	VDP Rank 5/09	Avg. Price 5/10	Avg. Price 5/09	% Change
Ford	Mustang	1	3	2	32,106	33,147	-3.14%
Chevy	Camaro	2	1	1	34,028	32,700	4.06%
Ford	F-150	3	2	4	37,188	34,355	8.25%
Chevy	Silverado	4	4	10	33,863	31,722	6.75%
Ford	F-250	5	8	17	45,046	43,447	3.68%
Chevy	Corvette	6	7	9	70,384	62,596	12.44%
Jeep	Wrangler	7	6	5	29,470	27,861	5.78%
BMW	3-Series	8	5	8	46,689	47,407	-1.51%
Hyundai	Sonata	9	9	75	22,888	21,806	4,96%
Honda	Accord	10	10	7	25,904	25,590	1.23%
Dodge	Challenger	11	15	3	34,733	37,824	-8.17%
Toyota	Camry	12	19	16	24,769	24,420	1.43%
Dodge	Ram 1500	13	12	11	34,652	34,096	1.63%
Honda	Civic	14	17	14	19,962	20,622	-3.20%
Chevy	Equinox	15	18	107	28,144	26,492	6.24%
Ford	F-350	16	28	41	48,715	46,615	4.50%
Ford	Fusion	17	14	6	25,965	23,841	8.91%
Volkswagen	Jetta	18	16	21	23,528	22,931	2.60%
Nissan	Altima	19	13	22	24,441	24,502	-0.25%

to buy," said Perry. "After about two years of belt tightening, consumers are ready to make a big purchase like an automobile."

# OLED Lighting On Foil = Next Generation Automotive Lighting

In this year's 24 hours Le Mans race (June 12-13), the ORECA01 car from French racing team Oreca used rear view mirrors with an integrated thin film encapsulated Flexible Organic Light Emitting Diode (OLED) on the back. Since flexible OLED lighting and signage devices will only be available on the market (and in our homes) within a few years, the initiators of the project - Huntsman Advanced Materials and Holst Centre - consider the integration in the composite material of the race car as a great success. The results of the project are valuable for the road to market of OLED lighting technology.



OLEDs are paper-thin, flexible and lightweight devices consuming up to 70% less energy compared to conventional light sources, making them prime candidates for the next generation of lighting. Before flexible OLED lighting and signage devices can be commercialized, there are some important research

challenges to be solved. To use OLEDs on the car, there was one critical step to overcome. OLEDs are sensitive to moisture and oxygen, and had to be protected from these two elements in order to maintain a long lifetime. The current success of the OLED integration in the car is dependent on the encapsulation technology.

The OLED itself displays the logo Araldite® - a brand which belongs to Huntsman - and was provided by Holst Centre, a Dutch open-innovation initiative by imec and TNO. At Holst Centre, leading industrial and academic partners from across the world collaborate in mixed teams to solve shared research challenges. Part of the OLED research was conducted within the European FP7 program Fast2Light, coordinated by Holst Centre.

Ton van Mol, Program Manager Flexible OLED Lighting and Signage at Holst Centre: "We are very proud to see our technology succesfully applied in this ambitious and prestigious project. To my knowledge, it is the first time that an OLED on flexible foil is shown outside the laboratory in an actual application. Because of the harsh conditions, applications in automotive are always very demanding for the technologies that are used. Racing teams like Oreca raise the bar even higher. The results of this integration project will be very valuable in our further research. We wish the entire team all the best during the race and hope that drivers, car and OLED will make a bright finish."

André Genton, Huntsman CEO said: "The integration of the OLEDs into the ORECA O1's rear view mirrors represents a great success. The ORECA car has already proven its speed and reliability over the past three seasons and by working hand in hand with other members of the team we have the opportunity to test our materials far beyond the limits of normal conditions. If Araldite® can withstand the demands of a racing track, then we know we have a winning formula."

Pierre Seze, Composite Department Manager at Oreca, explained: "First of all, we are very happy and proud to be involved in the OLED project. The integration of the OLED system in our carbon fiber prepreg represents several advantages for our race car. The first one is the weight. Indeed with the OLED system our race car mirror carbon fiber made, keep its performance in terms of weight. Furthermore the integration of the OLED system doesn't imply any mechanical problem on the carbon fiber pre preg made car mirror. This technology fit perfectly with the very demanding constraints of endurance race such Le Mans 24 Hours. I would like to pay a tribute to the guys at Huntsman laboratory in Switzerland for their help and support during the process of OLED integration on our race car."

Source: Holst Centre www.holstcentre.com

#### **Industry Press Releases June 10 2010**

### SPAL USA OFFERS 4-DOOR PUSH & PULL SWITCH KIT FOR POWER WINDOWS, DOORS

ANKENY, Iowa - SPAL USA offers a new 4-Door Push & Pull Switch Kit (part #33040262) developed to give vehicle owners with crank-style windows and manual locks the added convenience and functionality of power windows and power door locks.



"Featuring superior technology, our power window and door kits are manufactured to the same quality standards that have made SPAL a preferred OE supplier for more than 50 years," said Thom Balistrieri, director of consumer sales, SPAL USA. "Our latest kit - which can be added to vehicles at a lower cost than the factory option - includes all the components necessary for installation, plus a rear window isolator switch that allows the driver to turn off the back windows if they prefer."

The kit includes door mounting pods, a door lock switch and the rear window isolator switch. SPAL's push-pull style switches have been designed to meet new child safety standards and require operators to pull the switch from underneath in order to roll up the window, helping to reduce the risk of injury to a child who accidentally steps on or pushes down the switch.

SPAL USA's 4-Door Kit is warranted against defects in material and workmanship for two years from date of sale to the original purchaser. The kit can be purchased direct from the company at http://www.spalusa.com or through an authorized SPAL USA dealer.

In addition, SPAL USA offers a variety of Power Window Kits featuring more than 25 different configurations to suit individual's specific needs and allowing drivers with crank-style windows to easily and economically convert to power windows.

Founded in 1959, SPAL is headquartered in Correggio, Italy. The company also maintains global facilities in Ankeny, Iowa, (SPAL USA); Delhi, India (Pee Aar Exim Pvt. LTD); Saint Petersburg, Russia (SPAL Russia Limited Company); São Paulo, Brazil (SPAL Brazil); Shanghai, China (SPAL China); and United Kingdom (SPAL Automotive UK Limited). SPAL is a leading manufacturer of ISO 9001- and TS16949- certified OEM and aftermarket automotive products, including electric cooling fans, centrifugal blowers, power window kits, power door lock kits, security systems, shaved door kits, keyless entry systems, parking sensors and back-up sensing solutions.

Continuous research and development efforts have earned SPAL an excellent reputation for high-quality products and state-of-the-art engineering and manufacturing processes. Upon request, SPAL can custom design many of its products to meet specific customer requirements.

SPAL USA is located at 1731 SE Oralabor Rd., Ankeny, IA, 50021. Contact SPAL USA at 800.345.0327 800.345.0327 , fax 800.654.7725 or visit http://www.spalusa.com.

## COMPOSITE INSTRUMENT PANELS FOR 1990-'92 CAMARO: A New Look from Classic Dash



Carson City, NV: Classic Dash has announced a new molded ABS composite dash panel that replaces the original on all Chevrolet Camaro models 1990-'92.

This Classic Dash panel is available in three finishes: carbon fiber, brushed aluminum, or black. All panels are offered in two forms: with or without gauge openings, and with or without gauges. Gauge selection includes ten styles of Auto Meter instruments: Ultra-lite; Phantom; Carbon Fiber; Sport Comp; Ultra-lite II; Phantom II; Sport Comp II; Cobalt; C2; and NV. These instrument clusters are supplied complete with wiring harness from gauges to factory loom, 0-160mph speedometer, tachometer, volt meter, fuel, oil, and water gauges as well as LED turn-signal indicators, and high-beam and emergency brake light indicators.

In keeping with all the company's previous offerings, the Camaro panel is clean and stylish. Lightweight and exceedingly rigid ABS plastic sheets are vacuum-formed at 320 degrees Fahrenheit and the material is impregnated with a UV inhibiter that protects it from sun damage. Accuracy is the key. A Thermwood 5-axis CNC high-speed router trims the dash panels to within 0.005in.

Classic Dash was formed in 2002. It was the first company to create replacement ABS composite dash panels for vehicles of the muscle car era. Their new, state-of-the-art manufacturing facility is located in Carson City, Nevada. Its website has a new make-over with easy navigation and access to ordering. Staff members can easily answer any technical questions you may have and same-day shipping is available on orders received before 3PM, PST. Prices for these new Classic Dash instrument panels complete with gauges begin at \$879.95

For further information contact: Classic Dash, 5225 Grumman Drive, Suite 100, Carson City, NV 89706 Telephone (866) 882-3525 (866) 882-3525 or e-mail Greg Wambold at greg@classicdash.com or visit the Classic Dash website: www.classicdash.com