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Dear ABPA and/or Industry Member:

This is a multiple choice question--Just ONE--with a most important answer by you. That is because your business is now on the line and what you are being asked will determine the action the industry takes to protect itself. . .and your business.

The Question:

Are you willing to sustain the sum of \$50.00 per import container surcharge to finance a Quality Parts Coalition which has as its primary goal the changing of the Design Patent Laws--legislation which has been on the books since the 1930s and which the OEs are now beginning to use to regain a monopoly position in crash parts replacement?

YES, we are will to step to the plate on this issue (*see signature form at the end of this letter*).

NO, let some other guys carry the load; I cannot be bothered!

Here is a dire prediction: Choose to run from this fight and you will be out of business within the next 24-36 months. The ABPA Board of Directors overwhelmingly recognized this fact. It was for that very reason the Board members approved a resolution to launch our Quality Parts Coalition Survival Fund. The plan is for all our Taiwan suppliers to add \$50.00 per container surcharge to all imported containers to all distributors. An additional \$25, per container will be paid by the manufacturers or trading company that ships the container. The Board has voted to forward 95 percent of the total charge of \$75 which is approximately  $\frac{1}{4}$  of 1% for the distributor and  $\frac{1}{8}$  of 1% for the shipper to the Coalition for Quality Parts in Washington D.C. The other 5 percent will be dedicated to the regular legislative battles the industry must continually fight at the state and federal levels and which still represent a threat to our respective businesses, as long as we are around.

Our goal is to make this surcharge mandatory for all body parts shippers and all importers regardless if they are ABPA members or not. This is now an industry survival issue that effects members and non-members alike!

Make no mistake about all of this. Although Ford only named some of our members (eight in all) in their successful ITC action, every distributor is now prohibited from selling the effected F-150 parts. Ford has already notified the industry that it has applied for design patents on hundreds of additional items impacting their most popular model vehicles. We expect that the other OEs will not be far behind.

Serious stuff? You better believe it! And our manufacturers will be the first to get caught in this "design" trap because they will be precluded from even scheduling the introduction of new tooling knowing that every quarter of a million dollar investment can go right down the drain. Even CAPA has been impacted. They will not certify any part which has been designed patented for fear of their own liability in this issue.

Quality Parts Coalition Request (2)

Now, are you getting the picture? In the long run, the only real protection is for the United States Congress to change the laws of the land in favor of the American consumer. . .and our industry. This may sound far-fetched but it has happened in parts of mainland Europe, including Great Britain, Australia and New Zealand. There is recognition that using design copyright and patent laws, especially in cases of obviousness, can be counter-productive for the consuming public and ultimately robs the consumer of choice. It is not unlike the battle we have been for fighting for years although this time, it is on a far larger scale.

It takes money and our industry must do its share. Our QPC survival fund has the potential to raise a significant amount of money in a reasonably painless way.

Our Taiwan suppliers realize the importance of succeeding in this effort and are looking to us for guidance. In a perfect world 100% of distributors would endorse the program, but realistically there will be dissenters. In order to convince the suppliers to make this charge mandatory we must demonstrate that at least a majority of distributors are willing to participate.

Here are a list of the companies which have signed their respective pledges on this container surcharge: Across America, Action Crash Parts (LKQ Corp.) Advantage Crash Parts, At Pac, Inc., Auto Parts Industrial-Cornerstone Automotive, Collins Collision Products, Empire Auto Parts, Genera/TYC, Key Parts, Inc., Keystone Automotive, Maximum Auto Industry, Micro Platers, National Autobody Warehouse, Richmond Bumper, Superior Collision Parts.

If you favor this approach, please signify by signing below and returning this letter by mail, fax or E-mail to the ABPA offices. Please send in your pledge form to ABPA, P.O. Box 820689, Houston, Tx., 77282-0689 or Fax 281-531-9411. A scanned, PDF format of this pledge page can be sent via E-mail to: srodman1@sbcglobal.net)

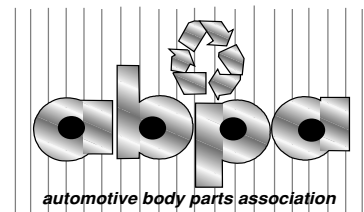
**To the ABPA Board:**

Count my company in as supporters of the Quality Parts Coalition Survival Fund. I understand the necessity of raising this type of money and on a continuous basis.

\_\_\_\_\_  
Company

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Print name of Signer



*Please photocopy this pledge page and Fax to: 281-531-9411. Thank You!*