

Setting a High Standard



CHRIS NIERINTZ

POSITION:
Product Manager, Dorman Products, Inc.

YEARS IN THE AFTERMARKET: 24

WORDS TO LIVE BY:
It's not a problem, it's an opportunity.

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National Catalog Managers Association (NCMA) president Chris Nierintz wanted to be an accountant when he enrolled at West Chester University in West Chester, Pa. Nierintz worked through his business management degree as a counterperson, then assistant manager at Gee Auto in Downingtown, Pa., restoring cars on the side. When it came time for graduation, though, Nierintz decided to follow his heart and hobby, and opened his own shop – Glenmoore Auto Restoration – with a loan from his grandparents.

A job at Washington Auto Parts later took him to Indianapolis, Ind., after which he returned to Philadelphia to work for Pep Boys. Less than a year ago, this industry veteran took over as product manager for Dorman Products, Inc., where he manages three categories: Hard-to-Find, Quick Disconnect and Vacuum.

A strong advocate for the crucial importance of industry standard implementation, Nierintz appreciates the connection opportunities AAIA provides. NCMA recently officially joined AAIA as a professional society, and Nierintz sees great value in this for both entities.

“All the networking, everyone working together as one – the team environment is great,” Nierintz said. “We all face the same issues almost every day, and the rewards are that we’re working together as a team to enhance the standards and go for industry-wide adoption.

“NCMA’s involvement in AAIA will definitely help with ACES and PIES standards. NCMA will become an even stronger organization now, since we have more resources at our fingertips. And in turn, we can help AAIA with getting everyone to adopt the standards.”

Nierintz feels that the biggest issue the industry is facing is OEs wanting a piece of the pie — and “actually getting it.”

“In the aftermarket, nobody calls any one thing the same thing and they all want to catalog it differently,” Nierintz said. “We need standards and everyone needs to adopt them, because right now we are actually hurting ourselves. OEs know their parts, what they’re called, what they fit – we need to get to the point where we can universally say, ‘This is what this is, this is what it fits, let’s sell it.’”

If not in the aftermarket, Nierintz would want to be an accountant or a CFO, and in his spare time, he collects Lionel model trains and likes to do work around the house. He also has worked for 22 years as a disc jockey in one of the largest clubs on the east coast. And when not serving double duty as a product manager and professional society president, Nierintz still has a love for his long-time hobby – restoring cars – with appropriately cataloged aftermarket parts. ■

BE GREEN

There are many ways for the corporate world to be environmentally friendly. Efforts can be as simple as recycling paper and remembering to turn off office lights when leaving for the day, to holding videoconferences instead of traveling for business. Regardless of how one might contribute to becoming more eco-friendly in the workplace, jumping on the “green” bandwagon is definitely something to consider.

10 Ways to Go Green at Work



Greener homes are in the spotlight these days, but what about the other places where many of us spend huge chunks of our time – our offices? Some simple changes of habit can save energy and resources at work, and these small steps can be multiplied by persuading the powers-that-be at your workplace to adopt environmentally friendly (and often cost-effective) policies.

Be bright about light. Artificial lighting accounts for 44 percent of the electricity use in office buildings. Make it a habit to turn off the lights when you’re leaving any room for 15 minutes or more and utilize natural light when you can. Make it a policy to buy Energy Star-rated light bulbs and fixtures, which use at least two-thirds less energy than regular lighting, and install timers or motion sensors that automatically shut off lights when they’re not needed.

Maximize computer efficiency. Computers in the business sector unnecessarily waste \$1 billion worth of electricity a year. Make it a habit to turn off your computer – and the power strip into which it is plugged – when you leave for the day. (Check with your IT department to make sure the computer doesn’t need to be on to run backups or other maintenance.) During the day, setting your computer to go to sleep automatically during short breaks can cut energy use by 70 percent. Remember, screen savers *don’t* save energy. Make sure that old equipment is properly recycled. Look for a recycler that has pledged not to export hazardous e-waste and to follow other safety guidelines. Old computers that still work, and are less than five years old, can be donated to organizations that will refurbish them and find them new homes. (You may even get a tax deduction.)

continued

continued from page 1

Print smarter. The average U.S. office worker goes through 10,000 sheets of copy paper a year. Make it a habit to print on both sides, or use the back side of old documents for faxes, scrap paper or drafts. Avoid color printing and print in draft mode whenever feasible. Make it a policy to buy chlorine-free paper with a higher percentage of post-consumer recycled content. Also consider switching to a lighter stock of paper or alternatives made from bamboo, hemp, organic cotton or kenaf. Recycle toner and ink cartridges and buy remanufactured ones. According to Office Depot, each remanufactured toner cartridge “keeps approximately 2.5 pounds of metal and plastic out of landfills... and conserves about a half gallon of oil.”

Go paperless when possible. Make it a habit to think before you print: could this be read or stored online instead? When you receive unwanted catalogs, newsletters, magazines or junk mail, request to be removed from the mailing list before you recycle the item. Make it a policy to post employee manuals and similar materials online, rather than distribute print copies. They're easier to update that way too.

Ramp up your recycling. Make it a habit to recycle everything your company collects. Just about any kind of paper you would encounter in an office, including fax paper, envelopes and junk mail, can be recycled. So can your old cell phone, PDA or pager. Make it a policy to place recycling bins in accessible, high-traffic areas and provide clear information about what can and can not be recycled.

Close the loop. Make it a policy to purchase office supplies and furniture made from recycled materials.



Watch what (and how) you eat. Make it a habit to bring your own mug and dishware for those meals you eat at the office. Make it a policy to provide reusable dishes, silverware and glasses. Switch to fair trade and organic coffee and tea, and buy as much organic and local food as possible for parties and other events. Provide filtered drinking water to reduce bottled-water waste.

Rethink your travel. Make it a habit to take the train, bus or subway when feasible instead of a rental car when traveling on business. If you have to rent a car, some rental agencies now offer hybrids and other high-mileage vehicles. Make it a policy to invest in videoconferencing and other technological solutions that can reduce the amount of employee travel.

Reconsider your commute. Make it a habit to carpool, bike or take transit to work, and/or telecommute when possible. Make it a policy to encourage telecommuting (a nice perk that's also good for the planet!) and make it easy for employees to take alternative modes of transportation by subsidizing commuter checks, offering bike parking or organizing a carpool board.

Create a healthy office environment. Make it a habit to use nontoxic cleaning products. Brighten up your cubicle with plants, which absorb indoor pollution. Make it a policy to buy furniture, carpeting and paint that are free of volatile organic compounds (VOCs) and won't off-gas toxic chemicals.

Source: http://sierraclub.typepad.com/greenlife/2007/03/10_ways_to_go_g.html.



Thinking Green When Your Employees Commute to Work

Changing how your employees get to and from work doesn't have to be complicated or costly. It can be as simple as offering prizes, allowing people who cycle to work to dress more casually or offering rebates on transit passes. Here are ways you can change the way people commute to work.

Ridesharing. Encouraging people to ride together or take transit is one of the best ways to reduce the number of vehicles arriving at your location every day.

Parking management. Providing free parking for employees who carpool or vanpool will make sustainable modes of transportation more attractive.

Incentives and facilities. Providing incentives and facilities such as showers and lockers for people who cycle, run or walk to work will mean healthier employees and fewer vehicles on the road.

Flexible work hours. Changing or making work hours more flexible allows people to rideshare and helps reduce the number of trips people make to work.

Teleworking. Setting up programs that enable selected employees to work from home as little as one day per week is an effective way to reduce vehicle use.

Source: www.gogreen.com/choices/yourbiz/choices4.html.

Traveling Green: Easy Tips for Environmentally Conscious Travel

Green travel essentially means travel that is concerned with protecting the environment and the culture of the places one visits. This can be achieved in many ways, from the simple to the more complex. There are many ways one can be a greener traveler while away on business.

Before You Leave on Your Trip:

- Turn off or unplug all appliances in your home: some appliances can pull up to 40 watts per hour even if turned off.
- Turn down the temperature of the thermostat and water heaters.
- Temporarily interrupt your newspaper service or donate it to a local school.
- Turn off your water connection.

While Traveling:

- Use electronic tickets for your airline flights.
- Buy carbon emissions offsets from an organization like Sustainable Travel International. By paying a small extra fee when you travel by air, for example, the amount of carbon emissions caused by your flight (which can be equivalent to one person's fuel use of an SUV for an entire month) can be offset with the organization's contributing to sustainable energy in other areas, such as solar heating or wind power.
- Opt for a hybrid rental car.
- Choose a “green” hotel or “ecolodge.” These are accommodations whose goals are to preserve the environment and reduce waste. Some of the best of these use 100 percent solar power for their hotels, automatically turn off lights



and appliances when guests leave the rooms, have low-flow toilets and recycling bins in the rooms, use local organic products in their restaurants and employ staff from the local community.

While at Your Destination:

- Tell hotel staff you don't need your linens changed every day. Many hotels employ a system to only replace used towels in guest rooms to avoid excessive laundry.
- Re-use the plastic cups in hotel rooms, or bring your own re-usable cups and utensils.
- When leaving the room, turn off all lights and appliances and turn down the heat or A/C.
- Bring and use your own toiletries during your trip, reducing the need for excessive packaging of small lotions, shampoos, etc.
- Take short showers and turn off the water when brushing teeth.
- Take public transportation or walk whenever possible.

Source: Anastacia Mott Austin, www.buzzle.com/articles/traveling-green-easy-tips-for-environmentally-conscious-travel.html.

Baby Steps to Going Green at Work

Here are a few simple ways to start making your office more environmentally friendly:

- Turn off lights, computers and other electronics when workers are not in the office.
- Recycle as much as possible: paper, plastic, batteries, toner and ink cartridges.
- Adjust screen settings so that computers go on standby when idle.
- Print double-sided copies of internal documents.
- Use real cups and mugs instead of Styrofoam.
- Call, send e-mail or walk across the office instead of writing a paper memo.
- Use carpools, public transportation or walk.
- When appropriate, get the company's permission to telecommute.

Some companies take a more unusual approach when going green at the office.

- Trinity Design/Build, a six-employee historic restoration contractor in Durham, N.C. is flushing bathroom toilets with runoff rainwater collected from the roof.
- The N.C. Department of Transportation has disconnected background lights in eight vending machines, saving \$100 a year per machine.
- Cherokee, an investment fund in Raleigh, N.C. uses waterless urinals in an office built with recycled lumber salvaged from demolished buildings.

Source: METRO ENERGY SOLUTIONS, Adecco USA, www.newsobserver.com/print/sunday/work_money/story/623106.html.

AAIA Offers Town Hall & Exceptional Educational Opportunities at AAPEX 2007



How to Green Your Coffee and Tea in the Office

The local brew. Seek out the coffee and tea that have traveled the least distance to reach you and also aim at supporting local, independent farms, cafés and roasters.

Mug shots. Go ahead, find that perfect mug and make the investment. Not only is a reusable mug more pleasurable to sip out of than a paper cup, but it will replace an untold number of disposable cups, plastic tops, "java jackets" and other disposable paraphernalia.

Organic. Coffee and tea that bear organic certification are more eco-friendly because they are grown and processed without toxic chemicals, are cultivated and harvested in ways that protect sensitive ecosystems and spare workers from exposure to harmful pesticides and herbicides. Shade grown coffee is another important category that preserves habitats for migratory birds on coffee farms, also letting beans mature more slowly and creating richer flavors.

Fair Trade. Not only does certified fair trade coffee and tea help ensure living wages and safe working conditions for farmers, but TransFair and Rainforest Alliance both include rigorous environmental standards in their certification criteria.

Home brew. The local café is great, but if you think you can be greener in your own kitchen, give it a try. When you do it at home you know where the beans and leaves are coming from and also where they go when they're spent. Plus, you can't forget your mug, you can choose organic milk and never toss out another paper sugar packet. Try a bit of quick math on the cost savings of making your morning cup-o-joe at home.

Loosen up. Tea bags and coffee filters can be useful but are mostly unnecessary. Great coffee can be made with a reusable filter or a stovetop espresso maker. A quality tea infuser can last a lifetime and replace an untold number of (questionably compostable) tea bags. If you do use filters and bags, look for biodegradable and unbleached ones.

Milk and sugar. Most people put one thing or another in their hot beverage of choice. Don't foul up your organic, fair trade, bird friendly, solar roasted brew with chemical and hormone-laden milk and sugar from a little paper packet. If you don't do the cow thing, look for organic rice, soy or almond milk to yin up your yang. In the U.S., TransFair also certifies sugar, so even your sugar can be fair trade. (Maple syrup in coffee is another well-kept secret.)

"Press" the issue. If the local coffee shop you love doesn't carry coffee and tea that meet your standards, start asking politely. Starbucks has a universal policy under which they will brew a French press of fair trade coffee for anyone who asks.

Compost the roast. Tea leaves and especially coffee grounds make outstanding compost. Coffee's high nitrogen content has made it a fertilizer of choice since days of yore. Composting leaves and grounds helps keep organic waste out of landfills, makes great soil and keeps waste baskets dry. If you don't have a heap to toss it on, just spread coffee grounds on the top of your plants' soil.

Gift the good stuff. Organic coffee and tea make superb gifts. It's also a great way to get people appreciating the many benefits of a "greener" coffee or tea habit.

Source: Jacob Gordon, www.treehugger.com/files/2007/02/how_to_green_your_coffee_and_tea.php.

AAIA members will have more chances than ever at this year's AAPEX to learn about industry trends and programs, and also an unprecedented opportunity to hear from one of the most well-known and respected journalists of our time. AAPEX 2007 is scheduled for Oct. 30-Nov. 1 at the Sands Expo Center in Las Vegas, Nev.

This year's Town Hall breakfast attendees will hear the candid views, observations and predictions on political, economic, global and other issues from Bob Schieffer, anchor of "Face the Nation" and CBS News chief Washington correspondent. Schieffer has covered Washington, D.C. for CBS

News for more than 30 years, and is one of the few broadcast or print journalists to have covered all four major beats in the nation's capital – the White House, the Pentagon, the State Department and Capitol Hill. On stage with Schieffer will be Richard Morgan, AAIA chairman and president of the Aftermarket Auto Parts Alliance, Inc., and Kathleen Schmatz, AAIA president and CEO. Sponsored by NASCAR Performance, the Town Hall will be held Wednesday, Oct. 31 at 7 a.m. in the Palazzo Ballroom in the Venetian Hotel.

And this year, in response to requests from members for more educational

opportunities, AAIA is hosting a variety of value-added seminars at AAPEX. All seminars will be held in the Sands Expo Center, and are free of charge and open to current AAIA members, unless otherwise indicated.

For more information, including room numbers and reservations, visit www.aapexshow.com. ■



EDUCATIONAL SESSIONS HOSTED BY AAIA

TUESDAY, OCT. 30

Selling Parts for Imports: Did You Ever Consider Listening to Your Customer? The Installer's View

(hosted by the Auto International Association, a segment of AAIA)

7:45 a.m. - 9 a.m.

A panel of import parts specialists will detail specifically what they want and need from their auto parts suppliers (breakfast seminar; reservation required).

Right to Repair: A Global View

8 a.m. - 9 a.m.

Representatives from Canada, the European Union and the U.S. will discuss the state of access to service information and tools along with their organization's efforts to ensure competition in the repair aftermarket for independent service providers.

One Size Fits All: Bringing Aftermarket Size Data Into Agreement

8 a.m. - 9 a.m.

AAIA and Lang Marketing discuss the annual best-selling *Aftermarket Factbook*, reporting on data and answering questions on its new expanded version.

THURSDAY, NOV. 1

Selling to the U.S. Aftermarket: Getting It Right

(hosted by the Auto International Association, a segment of AAIA)

7:45 a.m. - 9 a.m.

International parts suppliers come together to gain strategic advice on the opportunities in a complex and changing aftermarket (breakfast seminar; reservation required).

\$60 Billion in Unperformed Maintenance - What's In It for You?

8 a.m. - 9 a.m.

The Car Care Council discusses how to leverage the "Be Car Care Aware" consumer education campaign and the new Car Care Guide to teach customers about vehicle maintenance and build traffic.

ACES, PIES - What's It All Mean?

8 a.m. - 9 a.m.

Learn how compliance with industry standards can benefit the top and bottom lines for your business.

Mitch's Top Ten Shop Blunders

8 a.m. - 9 a.m.

AAIA's Mitch Schneider shows attendees how to make software updates and reprogramming part of the services provided in a shop.

