

## 2006 TRADE SHOWS

### AUTOMECHANIKA in Frankfurt, Germany



*The new ABRO booth at AUTOMECHANIKA was a perfect meeting point for customers, distributors and ABRO staff.*

In September 2006, ABRO participated for the first time at the Automechanika, the leading International Trade Fair for the Automobile Sector, in Frankfurt, Germany.

This year's Automechanika attracted over 165,000 visitors from 130 nations. With more than 60,000 visitors coming from outside Germany, the level of internationality reached around 40 percent. 4,658 exhibitors from 72 countries presented their latest products and innovations at the fully booked-up Fair (around 300,000 square meters). The top five

European visitor nations after Germany were Italy, Great Britain, France, The Netherlands and Poland. The leading non-European visitor nations were China, the U.S.A. and India.

The show was a big success for ABRO. We were able to establish numerous new contacts especially in the East European market.

### AAPEX in Las Vegas, U.S.A.

by Peter F. Baranay

As I sit down to reflect on the Las Vegas AAPEX 2006 Show, my thoughts go back further to November 1996 which represented the first year that ABRO took an active role promoting our products at this venue.

During the first few years our activities were modest – product presentations at a small suite at Caesars Palace and a few suppliers and distributors at an evening event the Wednesday of the Show. As the years went on and ABRO's business activity grew, so did our presence.

October 2000 marked the first year of an ABRO booth at the Show. That 10' x 20' (3m x 6m) booth served us well for five years. As the crowds grew at our booth and we flooded the booth,



*ABRO distributors Joshua Ozioma, Cameroon, Dr. Cosmas Maduka, Nigeria, Salar Agha, Iraq, and Ibrahima Balde, Senegal, at the ABRO booth in Las Vegas.*



*AAPEX show in Las Vegas, U.S.A., November 2006*

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## AAPEX in Las Vegas, U.S.A. *continued*

the aisle, and even surrounding booths, it was replaced by a 20' x 20' (6m x 6m) peninsula booth in 2005 with a private conference room and two smaller sitting areas.

We thought it would be our booth for a long time. Oops – too small already.

AAPEX 2006 opened with our largest booth yet 20' x 30' (6m x 9m), and although there were times when every meeting area was engaged, it went great. Thanks to all who made their way to Las Vegas.

ABRO welcomed numerous “first timers” in 2006 at our Wednesday Event including: Salar Agha, Iraq; Ralph Agbasionwe, Nigeria; Ahmed Alushibe, Libya; Ibrahima Balde, Senegal; Joshua Ozioma, Cameroon; Ifeoma Onyemere, Nigeria; and Chika Udemezie, Nigeria.

2006 reflected ABRO’s largest commitment yet to AAPEX 2006 and marked our first ever participation at Automechanika 2006 which is not surprising as our global distributors continue to expand their activities.

We look forward to seeing you all at AAPEX 2007.



Marvin Retana, Costa Rica; Mario Manta, ABRO Sales Manager; Guillermo, Veronica and Gladis Makabe with Daniel Shinjo, Peru; Cesar Abrego, Panama.



Tersandro “Stan” Santos, ABRO Sales Manager; Adrian Vocaj, Albania; Tim Demarais, Vice President, ABRO.



Sasan “Sonny” Sohrab, ABRO Sales Manager with Ahmed Alushibe, Libya.



Mario Manta, ABRO Sales Manager; Joshua Ozioma, Cameroon; Eduardo Dias, Brazil; Tersandro Santos, ABRO Sales Manager; Ibrahima Balde, Senegal.

## BESTSELLERS 2006

2006 is coming to an end and we thought you might want to know which ABRO products were the top 5 sellers this year.

1. Masking Tape 59" (2123)
2. Epoxy Steel (ES-507)
3. ATF Type A (AB-150)
4. Body Filler Lightweight (P49LW-GAL)
5. Oil Treatment (AB-500)

## New Growth

ABRO purchased land in South Carolina

In October 2006, 14 acres (5,5 ha) of additional land was purchased in Charleston, South Carolina, located approximately 18 miles east of the Charleston Port. Envisioned as a future site of a larger, custom designed ABRO warehouse, our aggressive expansion continues.

## NEXT SHOW DATES:



**AAPEX Automotive Show**  
in Las Vegas, Tuesday, October 30  
through Thursday, November 1,  
2007 **Sands Expo Center**



**automechanika**

**AUTOMECHANIKA**  
in Frankfurt, Tuesday, September  
16 through Sunday, September  
21, 2008

**Hall 9.2, Messe Frankfurt**

# NEW PRODUCTS + NEW PRODUCTS + NEW PRODUCTS

## ENGINE DEGREASERS:

### CARBURETOR TUNE UP & CONDITIONER

Unlike a regular Carb & Choke Cleaner, this **professional grade** tune up and conditioner has **foaming solvents** and penetrating agents to remove gum, carbon and other deposits from fuel injection systems.

- Frees sticky valves and sluggish compression rings
- Removes deposits from combustion chamber



**PART NO. CC-300**

10 OZ./283g

12/CASE

**ABRO TIP:** Keep container closed when not in use to avoid evaporation. Do not use in or around other solvents. Do not mix with any other solvents (e.g., parts washers) by spraying them over the open parts washer, or over open pans used to collect antifreeze or used oil.

## APPEARANCE PRODUCTS:

### CLEANING CLOTH

ABRO® Professional Microfiber Cleaning Cloth removes dirt without the need of any chemicals or harsh cleaners. It is very soft, yet exceptionally durable and ultra absorbent.

It gently removes excess wax and other residue for a perfect shine.



- Great for use on any smooth surface like glass, furniture, and painted wood
- Excellent for hard to reach areas
- Easy to wash, dries quickly

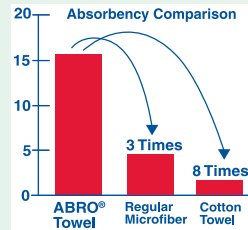
**PART NO. CT-210**

(16 x 8 x 6 cm)

150/CASE

### ABRO TIP:

Our Cleaning Cloth (Towel) absorbs 8 times more liquid than a regular cotton towel.

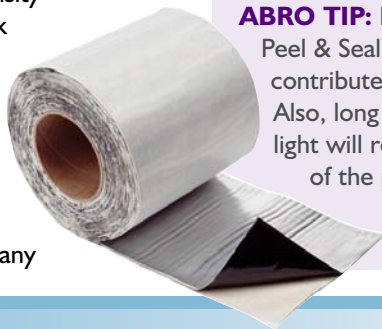


## TAPES:

### PEEL & SEAL ROOF TAPE

Peel & Seal is easily installed by removing the release paper and pressing the aluminum membrane into place. Peel & Seal can be cut to fit using scissors or razor knife.

- Self adhesive/roofing/waterproofing membrane with a reflective aluminum surface
- Aluminum foil, high-density polymer film and a thick layer of rubberized asphalt waterproofing compound
- For roofing, waterproofing, patching, and repair or any



job requiring tough weatherproof protection

- reflects heat to keep interiors cool and reduces utility bills

**PART NO. 6505006-4-33.5**

4" x 33.5'

9/CASE

**PART NO. 6505006-6-33.5**

6" x 33.5'

6/CASE

### ABRO TIP:

Protect skin and eyes. Peel & Seal is reflective and can contribute to applicator sunburn. Also, long exposure to direct sunlight will reduce the adhesiveness of the product. Store in carton.

Peel & Seal can be slippery when wet.

## APPEARANCE PRODUCTS:

### SUPER SPONGE

This new PVA\* sponge will absorb up to 12 times its dry weight in water. When saturated with water, it becomes flexible and soft like natural sea sponge. The wet volume is about 20% greater than the dry volume. PVA exhibits mechanical strength and abrasion resistance equal to or greater than any other synthetic sponge material. Wet PVA sponge will withstand temperatures up to 190°F (90°C) without plastic deformation.

\* PVA sponge is a synthetic sponge essentially composed of Polyvinyl Alcohol. It possesses a three dimensional open cell structure similar to that of natural sea sponges.



- Display box holds 12 sponges. This very sturdy box looks great even if there are only a couple of sponges left.



**PART NO. CS-168**

(16 x 8 x 6 cm) 12 Display Boxes with 12 Sponges 144/CASE

**ABRO TIP:** Store damp sponge in an airtight plastic bag. The sponge will stay soft and ready for instant use. Due to antibacterial treatment the damp sponge will stay mold, mildew and odor free.

## Success in ABRO's Ongoing Counterfeit Battle

Featured below is the destruction of counterfeit ABRO super glue. Manufacturer of the counterfeit goods was HUNAN MAGIC POWER. Please notify your ABRO sales contact if you want the 22" x 28" (56 cm x 71 cm) poster PDF file e-mailed to you.

### ABRO COUNTERATTACKS AGAINST HUNAN MAGIC

In October 2006, Guangzhou Customs destroyed counterfeit ABRO super glues. These counterfeit goods were seized from Guangdong Qiao Yu Auto Parts Co., Ltd. on October 13, 2005. The goods were manufactured by Hunan Magic Power.



Ceremony commemorating the destruction of infringing products in China.



Guangzhou Customs Officials and Police line up to oversee the destruction.



Guangzhou Customs Officer explains to media how customs is fighting counterfeit products in China.



The Intellectual Property Division, located in the customs building, oversees the destruction.



Over 10,000 cartons of counterfeit ABRO super glue were seized in the October 13, 2005 raid.



Confiscated ABRO super glue was packaged on hanging display boards as well as in small display boxes of 12 super glues each.



Close up of counterfeit shows how difficult it is to distinguish from original ABRO super glue.



Confiscated counterfeit goods in the process of being destroyed.



Guangzhou Customs Officials and Police witness the destruction.



Seized ABRO super glue is being destroyed by steam rollers.



Flattened counterfeit super glue.



Destroyed counterfeit display cards.

Copyright ABRO Industries, Inc. October 20, 2006

## ABRO NAME REGISTERED IN 150TH COUNTRY

The ABRO trademark has just been registered in Bosnia Herzegovina which becomes the 150th country in which ABRO owns a trademark registration.

[www.abro.com](http://www.abro.com)

New ABRO website features for distributors coming soon.

We are currently updating our website. The ABRO website will be more user friendly and will have some new features:

1. LINKS TO ABRO DISTRIBUTOR WEBSITES AND/OR CONTACTS
2. BUSINESS PARTNER SECTION WITH ALL DOWNLOADS. FOR EXAMPLE: MSDS, NEW PRODUCT PICTURES, PRODUCT INFO SHEETS
3. CORPORATE INFORMATION/NEWS

ABRO is committed to keep the information updated starting with the above changes in 2007.

## Questions & Answers

Q. What is Questions & Answers?

A. Our sales staff is committed to answer all your questions. We welcome any questions/concerns you have and will publish those questions and answers that have broad appeal.

Please e-mail questions to: [Q&A@abro.com](mailto:Q&A@abro.com)