

Newsletter 3rd Qtr. 2008 Volume 2 Issue 3

ABRO Named Exporter of the Year for Sub-Saharan Africa

Peter F. Baranay Accepts Award in Washington at the Export-Import Bank Annual Conference





John Emens, Senior Vice President, Ex-Im Bank; Dr. Cosmas Maduka, President and Chairman, Coscharis Nigeria; James H. Lambright, President and Chairman, Ex-Im Bank; Peter F. Baranay, President, ABRO Industries, Inc.

Peter F. Baranay addressed over 1,000 attendees at the 2008 Annual Conference of the Export-Import Bank of the United States in accepting the Small Business Exporter of the Year for Sub-Saharan Africa award. Peter began his speech by stating,

"I am honored to accept this award on behalf of ABRO Industries' staff in South Bend, Indiana, on behalf of the thousands of American workers who manufacture ABRO products at facilities throughout this great country and on behalf of the tens of thousands of men and women in over 185 countries throughout the world who make a living selling ABRO goods day in and day out. These are the people who have truly earned this honor."

The award, which acknowledges exceptional export success stories in Sub-Saharan Africa, was presented by John Emens, Senior Vice President of Ex-Im Bank. In the five years since ABRO's first Export-Import Bank policy, our sales in Africa have increased by over 120%.

Dr. Cosmas Maduka of Coscharis Motors Ltd. (Nigeria) was in attendance as well as the three principals of Trade Acceptance Group Ltd., our Ex-Im broker.

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MOROCCO

Strong Relationship with New Cita for Over 15 Years



Mr. Mohammed Ladnany, owner of New Cita (center) with his two sons, Mr. Abdeljalil Ladnany (left) and Mr. Rachid Ladnany (right).

ABRO Industries, Inc. is proud of its strong 15 year relationship with New Cita in Morocco. Our sales and presence in Morocco have continued to grow.

Some of this growth can be attributed to the high quality and reasonable prices of ABRO products but the main reason for our success in Morocco is the hard work and foresight by New Cita management along with their sales and marketing teams responsible for getting the products to the end users.

During my recent visit to Morocco, I was very impressed to see that our ABRO products are not only available and sold through the traditional automotive and hardware markets but are also prominently positioned at all of the super markets and larger hardware stores in Morocco.

Sasan Sohrab



Sales and marketing team of New Cita, Morocco



ABRO products prominently displayed at large super markets throughout Morocco



ABRO additive maintenance products displayed at gas stations throughout Morocco



Complete line of ABRO paint sold through larger hardware stores



ALGERIA

ABRO - A Well Known Brand in Algeria



Mr. Murad Salmi of Sarl Saroussa Auto

Over 10 years ago ABRO Industries, Inc. targeted Algeria to become a major market for ABRO products. ABRO's business has been growing every year ever since and a lot of that has to do with some of our dedicated distributors who have been selling the products from the beginning.

It was a pleasure to visit Salmi
Layachi and Sarl Saroussa during
my recent visit to Algeria. I was
truly impressed with the extent of
the success that they have had in
marketing the ABRO products
throughout Algeria. Due to the
hard work of these distributors,
ABRO is now one of the most well
known and desired brands in
Algeria for automotive and hardware products.

Sasan Sohrab



Sasan Sohrab Mr. Salmi Layachi and his son, Mr. Salah Salmi

TUNISIA

Steady Increase of ABRO Sales



Mr. Sami Cherif of Group Cherif in Tunisia along with the sales manager in charge of ABRO products

Tunisia may appear to be a relatively small market in North Africa but over the last years, Group Cherif has steadily increased the sales of our ABRO products in this market. We now have a larger number of products than ever before available throughout the automotive and hardware markets in Tunisia.

TURKEY New ABRO Distributor

ABRO Industries is proud to welcome a new member to the ABRO family. ABRO has recently appointed ALC Kimya Sanayi Dis Ticaret Ltd. as our authorized distributor to handle all of our ABRO products in Turkey. ALC is in the process of launching a large advertising campaign to ABROnize the Turkish market and expand the sales of our ABRO products throughout Turkey.

ALC will be running various ABRO advertisements in four different newspapers on the same day which will be repeated five times every three days. ALC thinks ABRO has a great future in Turkey and also is preparing a TV advertising campaign that will be launched later this year. ABRO Industries is very excited about doing business with





NIGERIA

Coscharis
Emphasizes
Executive Training
Sessions For
Their Branch
Managers



pace again to remain the top selling ABRO distributor in 2008.

Last month the Coscharis organization of Nigeria held an offsite training session for all of their branch managers at the Rockview Hotel. This training was facilitated by CIR Research Nigeria Limited. Coscharis holds these sessions periodically to ensure that their managerial team remains current on market trends in Nigeria and receives expert training from a professional staff that promotes contemporary sales strategies and encourages team work building skills. Clearly, the sessions are paying handsome dividends as Coscharis Nigeria is on

Cross section of participants during one of the training sessions.



The ABRO Team with the Facilitators.



NEW PRODUCTS + NEW PRODUCTS + NEW PRODUCTS

APPEARANCE PRODUCTS

TAIL LIGHT REPAIR KIT

These very easy to apply Tail Light Repair sheets will fix broken lights quickly without having to remove light covers.

Just cut and paste over damaged lense.

SEE EASY INSTRUCTIONS BELOW!

- 3 Repair Sheets Combo Pack: RED, AMBER, CLEAR
- Heavy Duty Weather Proof Seal
- High Strength, Flexible Plastic



PART NO. TR-375

3 Panels 3-3/4" x 7-3/8" (9.5 cm x 18.7 cm) 12 /CASE

REPAIR PRODUCTS:

RUBBING COMPOUND SUPERIOR PERFORMANCE

ABRO Rubbing Compound is an excellent product for removing oxidation from the surface of an older car or for body shop use. This compound has a fast cutting action and is easy to use with a minimum of cleanup effort. Body shop safe and silicone free.



PART NO. RC-947

32 OZ (947mL)

12/CASE



PART NO. RC-295

10 OZ (295mL) 12/CASE

REPAIR ADHESIVES:

EPOXY STEEL INDUSTRIAL STRENGTH

Due to popular demand we will stock this industrial strength repair adhesive in our warehouse.

- Heavy Duty Bonding; Water and Solvent Resistant
- Sets in 60 Minutes; Full Cure in 24 Hours

AVAILABLE IN OUR WAREHOUSE!
September 2008



PART NO. ES-506

2 OZ (57g) 12/CASE

EASY TO FOLLOW INSTRUCTIONS FOR ABRO TAIL LIGHT REPAIR KIT:



Remove all loose pieces from tail lamp damage. Clean surrounding area of lens and dry thoroughly.



Measure repair area adding ½" to each measurement. This helps the material adhere to the existing tail lamp.



Cut repair material using utility knife or shears. Test fit cut piece to injury before removing backing.



Peel backing off repair material and center over area to be repaired.



Press firmly around all edges, bending material to fit contours of lamp at the same time.



HONDURAS **Agencia La Mundial**

ABRO's distributor in San Pedro Sula, Honduras, displays new signage at his storefront. ABRO sales in Honduras exceeded 4 Million Dollars last year.



DOMINICAN REPUBLIC Petroquimicos Sponsors Rally Cars

Three rally cars sponsored by ABRO distributor Petroquimicos took part in a national race in Santo Domingo and Santiago.







Congratulations

To Rolando Medina and Josefina Figueroa who recently got married.

Rolando of Distribuidora Mega Refacciones is our distributor in Monterrey, Mexico.

ABRO

PANAMA

A Vision Realized – New Distribution Center Opens



Note the custom designed "ABRO" truck at the shipping and receiving area of the new Panama distribution center.

On April 30, 2008, ABRO Panama moved into their brand new I,I00 square meter distribution center located in the heart of Panama City's industrial district.

"The new facility has enabled us to triple our inventory which will represent a significant increase in sales."

Guillermo Herrera, the proud owner and operator of the new Panama distribution center.



Newly installed racks are being filled with ABRO stock as the move to the new facility is completed.

MEXICO Six New Trucks

Octavio Hernandez of Automotriz Industrial in Chihuahua, Mexico, recently bought six delivery pick up trucks and ABROnized them.



NOTE:

ABRO's graphic design department can assist you in the development of graphics for your vehicles, buildings and literature!

email: bsommer@abro.com



DOWNLOAD ABRO Sell Sheets





EASTERN EUROPE A Growing Market



Michael Molnar recently traveled to Eastern Europe to visit our ABRO Distributors. Michael spent 19 days visiting with our customers to learn about their businesses and introduce new ABRO products.

Michael's first stop was Estonia where he met Andrei Torp, OU Kleeron's project manager. Andrei recently displayed ABRO products at a car show in Tallinn. Oleg Shilenok, OU Kleeron's chairman of the board is very optimistic that ABRO will be successful in Estonia.



Michael's next visit was Latvia where he met Kaspars Prieditis and Leonid Dobretsov of Grats Ltd. The company just finished the planning and designing of a new warehouse and office building and has begun construction.

While in Moldova, Michael visited with Igor and Valeria Lakutko of Parc-Lane. They are also in the process of designing a new building.

In Lithuania, Michael meet Arturas Melnikas and his brother, Tony Denton,



of Elmer Trading Co. They are co-owners of a basketball team and advertise ABRO on the team's jerseys.

While in Lithuania, Igor Medvedev from Belarus met with Michael to discuss business strategies. Informtorgservis Ltd. has done a great job of establishing ABRO in the Belarus market.

In the Ukraine, Yuriy Rabinovich's company AMT-28 is having a record year. AMT-28 advertised ABRO in a weekly



car magazine and expanded the warehouse. Yuriy's son, Dmitriy, is now the current director of AMT's ABRO business. Last year, AMT-28 received an award for the best booth at the 2007 Kiev Automotive show. The event was so successful they had a booth again this year.



Every country that Michael visited is doing a great job of increasing sales and promoting the ABRO brand name. We look forward to continued success in this region of the world!



ASIA Far East Presence











ABRO plans to strategically grow its customer ties and presence in the Far East. In April 2008, Stan Santos visited several ABRO distributors in China, Hong Kong, Vietnam, Malaysia, Singapore, Philippines, Taiwan, and Korea. With an established distributor base, the potential ABRO has in this region is enormous and with the joint effort of our dedicated distributors and our ABRO staff, we expect an explosive growth in the region in the near future. Several new programs and products were discussed during Stan's visit, such as ABRO lubricants, spray paints, and additives. The feedback was very positive in every market. A few pictures taken during Stan's trip are shown above.



Counterfeit Update

ABRO To Step Up Enforcement Actions

This is the area of the newsletter where we keep you updated on our strategies to protect the ABRO brand and fight counterfeiters. As the new full-time Director of Intellectual Property, I wanted to take this opportunity to discuss our plans to ensure that you, our distributors, will have an even more prosperous future.

Firstly, I want to thank Jon Cook for the great job he has done in this position on a part-time basis. Protecting ABRO's intellectual property is now a full-time job and ABRO has made the commitment to ensure the job is done and done right.

In a full-time IP position, I will be able to expand and intensify the work Jon has done or started in the past. We are selling more products in more places than ever, and that means we face more potential counterfeiters than ever. The only way we will win this fight is if we keep up constant pressure on the criminals that want to rob us of our good name.

But to do that I know that there is no better source of information on counterfeiters than you, the distributors. Moreover there is no substitute for actually seeing the problem myself along side you. To that end, I spent my second and third week on the job in China and Dubai (which are essentially the world's factory and primary shipping hub for counterfeits). I'm also heading back out onto the road for most of July to visit Saudi Arabia and Jordan. To better understand what we are fighting against, I will do everything I can to physically travel to as many hot spots as possible and explore the specific counterfeiting problem you face for myself.

But I am only one man, so we will need help. As an attorney, I have found that I am able to obtain very good results in working with local counsels around the world. As a former intellectual property investigator, I am comfortable dealing with the private investigators we use across the globe to develop our cases against counterfeiters.

In the end, however, it really comes down to you. You are the experts on your territories. I hope to be a valuable resource to you, but you are the most important part of the puzzle.

So, I want to invite everyone to feel free to contact me at <u>wmansfield@abro.com</u> with any information you have about counterfeit "ABRO" products.

We will be stepping up our enforcement actions and taking a more aggressive stance against counterfeiters. We will be hitting them harder, faster and earlier in a relentless effort to convince them that ABRO is not the brand you want to mess with.

We will be calling on additional outside resources ranging from attorneys and private investigators to police and customs' officials in order to hit counterfeiters from as many sides as possible. We will also be constantly innovating new ways to bring pressure on counterfeiters by looking at non-traditional claims against them, such as for ancillary copyright violations or public fraud claims.

Just as we did with Hunan Magic, we will be so relentless and creative in our approach that the counterfeiters won't know where the next attack is coming from.

But this will only work if we all cooperate. So, I urge you to join with me in a comprehensive attack on counterfeiters.

Together we can secure the good name of ABRO for decades to come.

William Mansfield

Director of Intellectual Property, ABRO Industries, Inc.

Is it REAL???

With counterfeiters becoming more advanced, it is quite difficult to differentiate counterfeits from genuine ABRO goods.

One of ABRO's distributors recently sent ABRO a counterfeit product with the request to check if it is REAL. Our supplier's laboratory examined and tested the 11 AB counterfeit sample with the following results and observations: the COUNTERFEIT silicone skins over at approximately 10 minutes. After 16 hours in an oven set at 122°F (50°C), the calculated weight loss is nearly 30%. The flexibility of the sample is very poor after the 16 hour bake cycle. It cracked after flexing at a 30°angle. (see below chart for further comparison)



	AB RD°	COUNTERFEIT
Tube Diameter	32mm	30mm
Filled Tube Weight	95.9 grams ~ 85 grams of silicone	70.1 grams ~ 60 grams of silicone
Tube Print Code	GENUINE 08D16A (ink jet printed)	041107 (embossed stamp)
Temperature Information	All information agrees as it repeats on the tube and both sides of the card	front of card states up to 650°F back of card states up to 500°F back of tube states up to 700°F
ABRO® Logo	ABRO logo on ALL items show a registered symbol ®	NONE of the ABRO logos show a registered symbol



New ABRO Product Catalog

At the Automechanika Show in Frankfurt, Germany in September we will unveil our new product catalog. With many new products and a color coded design for easier navigation, this will be our

largest catalog ever. The new ABRO catalog will also be available as a PDF download on our website in September!

AVAILABLE
SEPTEMBER 2008

automechanika

ABRO Booth:

Hall 9.2, B 80 Frankfurt, Germany

Show Dates:

Tuesday, September 16 through Sunday, September 21, 2008



ABRO Booth:

4071 Sands Expo Center Las Vegas

Show Dates:

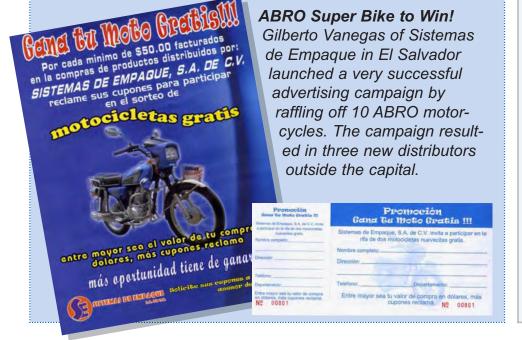
Tuesday, November 4 through Thursday, November 6, 2008

!!! LET'S SHARE IDEAS !!!

All of you are very creative when it comes to promoting the ABRO name. We have seen ABRO sponsored events and teams, catalogs, DVD's, websites and promotional giveaways just to name a few.

We would like to share some of these great sales tools with all of you.

FEEL FREE TO SEND US YOUR GREAT IDEA!



Meet ABRO's Staff



Please meet Carol Szabo

Carol has been with ABRO for over 12 years. During this time, she has worked with Tim's group handling all of the proforma invoices and order entry for the division. Originally from Michigan's Upper Peninsula, Carol now resides in Mishawaka, Indiana with her husband, Frank. Their four children have blessed them with seven grandkids. Carol's hobbies include quilting and gardening.