

## The Winners Are...

### 2007 Person of the Year Dan Gresham

In recognition of Dan's outstanding contribution and in appreciation of his conscientious dedication as an individual member of the Specialty Equipment Industry.



Dan is an operating executive with over 30 years of management and investing experience. He earned a BA in economics from Davidson College in 1968 and served as a Captain in the U.S. Army, including a tour in Vietnam. He then obtained his MBA from Tulane University in 1973. After leaving graduate school Dan joined Allied Signal. From there he moved to Continental Can Co. where he served in a variety of staff and operating positions. In 1987 Dan and the previous Chairman of Continental formed a leveraged buyout firm. In 1996, Dan and his partners at NCI joined with

Fremont Partners in the acquisition of Kerr Group, Inc., a publicly-traded specialty plastic closure company. Following his work on Kerr with Fremont in 1996, Dan and his partners purchased Dynojet Research, Inc. In 2000, Dynojet was sold and Dan retired to his home on the Chesapeake Bay in Maryland. In early 2004 he failed retirement and reentered the performance world. He and his new partners purchased MSD Ignition where he currently serves as CEO. Dan has been married to Judy for 39 years and they have a son who is an F18 pilot in the Navy.



Dan accepting his award at the SEMA banquet.

### 2007 Manufacturer of the Year MSD Ignition

In recognition of MSD's outstanding contribution to the Specialty Equipment Industry and in appreciation of conscientious efforts in support of the Warehouse Distributor concept of Merchandise Distribution.



Like many companies in the performance aftermarket, MSD Ignition was started in a garage by a man who needed a better ignition. Today, MSD is the leader in performance ignition technology and is used on the fastest and quickest engines in everything from NASCAR to powersports and top fuel dragsters. MSD Ignition now encompasses over 125,000 square feet of manufacturing and developing space in El Paso, Texas. The company employs over 400 employees including an excellent core of highly trained engineers, technicians, assembly specialists and a host of performance enthusiasts. Together this group designs, develops, tests and

manufactures a diverse line of performance electronic components ranging from ignitions and magnetos to alternators and fuel injection. MSD products have revolutionized performance and racing ignitions in virtually every form of motorsports!



Russell Stephens thanking PWA membership for "this great award."

Photos by Peter Rogers

A clean sweep for MSD.

## IN THIS ISSUE

Pioneer Award . . . .	3
Employee Theft Investigation Part 3 . . .	4
PWA Member Winners at SEMA . . .	5
Auto Aftermarket Distribution Survey. . .	6
New Products . . . . .	7
MAP Policy Holders . . . . .	9
University Training Lessons . . . . .	10
Miscellaneous Ramblings. . . . .	11
Odds & Ends . . . . .	12
We Salute Our Troops . . . . .	13
PWA General Member Meeting . . . . .	14, 15
Open Letter from Dick Wells . . . . .	17
2008 Trade Shows . . . . .	19
New Members. . . . .	19
Warehouse Distributors. . . . .	20, 21
Manufacturer Reps . . . . .	22-26

...United We Stand