



ORIGINAL EQUIPMENT SUPPLIERS ASSOCIATION

Since my last open letter to members on Feb. 12, 2009, I can report that MEMA and OESA have made steady progress with respect to our formal request to the U.S. Treasury for financial assistance for suppliers. [CLICK HERE](#) to access the Feb. 13 document titled "Motor Vehicle Supplier Sector Emergency Financial Assistance Request."

Following the submission of the MEMA / OESA request, we have had on-going discussions with the automotive team at the U.S. Treasury. They have reviewed our document and we are responding to their requests for additional information. Although they have not proposed definitive solutions, Treasury is approaching assistance for suppliers in a holistic manner. They are looking at solutions that are aligned with the needs of the entire supply chain, including the vehicle manufacturers.

Based on the discussions, I can assure you that the team at Treasury understands the current liquidity crisis and is considering solutions that address the immediate near-term. We anticipate that their response will also address the longer-term needs of the industry. To this end, we have proactively executed several OESA surveys, including our bi-monthly Automotive Supplier Barometer and a special survey last week titled "Emergency Financial Assistance for Suppliers." [CLICK HERE](#) to view the results of this special survey that have already been shared with Treasury.

A major challenge associated with an overall federal solution deals with effective and efficient implementation. In an effort to assist with this challenge, OESA will conduct another meeting with the ad hoc Supplier Assistance Advisory Committee later this week. This committee, which is made up of member company CFOs and CEOs, will discuss the various requests and potential issues or concerns. As always, OESA staff wants to hear directly from all members, so keep your suggestions and comments coming. Your input, particularly on your individual company situation, is vitally important and has shaped our work to date.

Many members continue to contact OESA asking how they can help. We ask that all member companies – executives and staff – contact their congressional representatives via the MEMA Action Center to encourage their support for federal assistance for suppliers. The Action Center allows you and your employees to quickly identify members of Congress (by zip code) and choose an

appropriate message to send. If you have not already done so, take action!
[CLICK HERE](#) to access the Action Center.

Regarding the overall state of the association, many new members have joined OESA during the first two months of 2009, and the vast majority of existing members have already paid their 2009 membership dues. In addition, we continue to work on other important association business, including developing and executing relevant council meetings and events. The OESA Web site contains valuable reference materials, including some outstanding “state of the industry” presentations that were shared at last week’s Chicago Regional meeting. [CLICK HERE](#) to view those timely presentations and [CLICK HERE](#) to learn more about upcoming OESA events and council meetings.

I remain cautiously optimistic that the U.S. government, and Treasury in particular, will find ways to help our industry through this unprecedented downturn. In the meantime, MEMA and OESA staff continue their work to help forge acceptable and timely solutions for the membership and the supplier community at large.

As always, let us know if you have any comments or questions. At the same time, I will keep you posted as we progress in the days ahead.

Sincerely,

Neil De Koker
President
OESA