

To whom it may concern:

It is a great honor and pleasure to write a letter of recommendation highlighting the potential contributions Larry Samuelson can provide a client on both a personal and professional level.

I have known and worked with Larry since I joined Genuine Parts Company and the Automotive Parts Group (NAPA) in the fall of 1998. Larry always stood out among the senior management team due to his incredible work ethic, professionalism and ability to motivate the management team. A fine example of these abilities was the creation and implementation of NAPA's most comprehensive strategic plan ever undertaken. The plan was completed with every member of the Senior Management team playing a role in its creation and implementation. The plan has resulted in record levels of sales and profits for the division and also a record stock price for GPC.

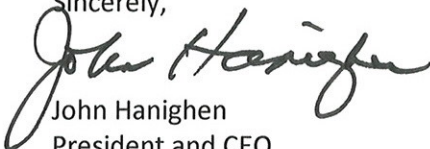
In addition to his accomplishments and experiences in his career at the corporate level, Larry aligned his focus and passion for the entrepreneurial spirit of NAPA's business owners by assisting them in growing their sales and profits. Larry became a trusted coach, mentor, and confidante of the owners with his strong desire to help them to exceed their economic expectations and dreams of success.

Larry's wisdom combined with his great candor and integrity has helped me in my personal and career development and it can for other senior executives who work with him. Larry has assisted me in reaching my true potential with his open and candid feedback regarding the opportunities in front of me and the skills I needed to maximize them. In some cases, his guidance was painful to receive, but it was necessary and exactly what I needed to hear. As a result, my career has been catapulted to a new level as I have become the President and CEO of a very successful mid-sized manufacturer in North Carolina. I trust Larry with my professional and personal challenges and recommend him with no reservations. I have also grown to appreciate our personal friendship that continues to grow as the years progress.

If you are considering retaining a career coach or if you are a business owner looking for a trustworthy and experienced advisor to assist in navigating tough decision making processes,, Larry's experience and insight will provide you the assistance and confidence to experience success in your personal and professional endeavors.

Please do not hesitate to contact me at any time for more information of if I can be of any further assistance.

Sincerely,



John Hanighen
President and CEO
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