



1300 West Oak Street, P.O. Box 788, Independence, Kansas 67301 (620) 331-1000

Re: Minority Business Enterprise

Minority procurement is no longer an issue of social conscience. Our very future depends on capturing and retaining the loyalty of a growing consumer market audience. Ours is a truly reciprocal relationship. Minority Business Enterprise (MBE's) stand prepared to accept the challenges, risks and merit of doing business in this vibrant global business environment. We at Standard Motor Products need to support them in their efforts so they can sustain us in our growth.

To qualify as a MBE a business must be at least 51% owned, controlled and operated by one or more U.S. citizens who are:

African American
Hispanic American
Native American
Asian Pacific American
Asian Indian American

We ask that all vendors of Standard Motor Products get on board and help us support in achieving minority sourcing goals and commitments to the government and community.

We need to know if you are a member, if so your membership number. If you are not, we would still like to know. Please fax (620) 331-2351 or e-mail your Buyer/Planner on your response.

The site for more information on MBE is <http://www.phila.gov/mbec/home.asp>

Sincerely,

Material Manager