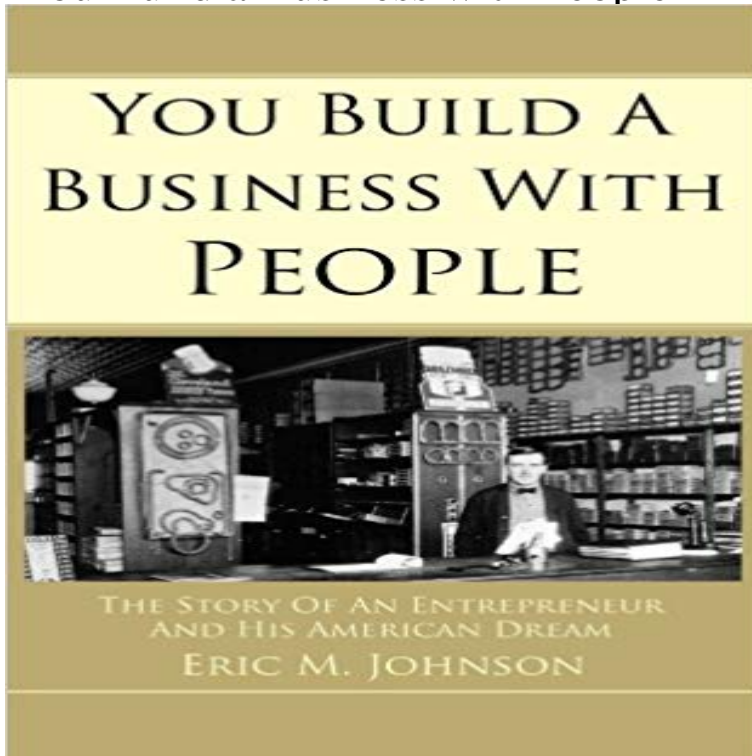


You Build a Business with People



This is the story of an American Dream; the story of an Iowa entrepreneur and the business he built through the roaring twenties, the Great Depression, through the second World War, and the post war boom. Whether you are a budding entrepreneur or a history buff looking for a taste of life in the early 20th century, the story of E.P. Arnold and the business he built is a testament to doing things the right way. The traits he cultivated during his life are just as applicable today as they were nearly 90 years ago when he took a leap of faith and started his business with \$500 and a dream. -What a great little book. A tour de force on entrepreneurialism in the heartland when all it took was perseverance. - Jason Lewis, nationally syndicated talk radio host and author of Power Divided is Power Checked. -As big as the automotive aftermarket is there's a dearth of literature available about its history. Eric M. Johnson helps remedy this with his book You Build a Business With People. It spins the tale of the Arnold Motor Supply stores and the ensuing Merrill Company. Mr. Johnson's characterization of the visionary E.P. Arnold, who over the years sold the company to its employees, is fact-filled and fascinating. This book is a great read for anyone but will be of special interest for people involved or interested in the aftermarket. - John R. Washbish, President and Ceo, Aftermarket Auto Parts Alliance Inc.

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