



Michael and Valorie Guthrie

Title cards:

In 2007, Valorie and Michael Guthrie were building a future for themselves and their children.

Today, with their business suffering, their strategy may change.

But their goals remain the same.

MICHAEL GUTHRIE

My name is Michael Guthrie. I am president and CEO of Detroit Chassis. We make motor home chassis for the RV industry. So our volumes are down dramatically. And the plant will stop production, so there have been periods of time when for several weeks we've been down.

VALORIE GUTHRIE

We planned long and hard to get to that point where it would be the two of us and we could hopefully experience our golden years together, and we still hope to be able to do those things, but it's been a long year in many regards, because a lot has happened.

AUBREY LEE

The economy has affected the Guthries. A lot of their business is tied to the automotive industry, and--as you can see by the headlines--that industry is really struggling. So Mike and Val have had to make some difficult decisions.

VALORIE GUTHRIE

Like everybody else, we have taken a very conservative approach to our lifestyle. We've cut back on a lot of luxury items. We no longer take the big vacations. We are no longer looking right now to buy that retirement home in Florida that we were so close to buying. Our education fund has been diminished, because it was invested in the market.

MICHAEL GUTHRIE

Val and I have seen a diminution in our net worth. It's diminished with contractions in the market, as have most people.

AUBREY LEE

The crisis has altered the goals of Mike and Val in that he will not step away from the business as early as he might have liked. I think he sees this period of difficulty in the economy as a real challenge for him and his company. I think he's determined to see this through to the other side.

VALORIE GUTHRIE

I know that there are challenges ahead and I know that it is going to take a while to get back, but we do have confidence in Aubrey.

MICHAEL GUTHRIE

Our partnership with Aubrey has been a strong one for a couple of reasons. One is he's been honest and he's been accessible and he's been responsive, and those things we do value very highly.

AUBREY LEE

We have a constant dialogue. What we think is occurring in the market, where the opportunities are. They're still right on track for what they're trying to achieve. It may just take a little bit longer

MICHAEL GUTHRIE

Our strategy isn't geared for any short-term cycle. It's geared for the long haul. We will all get through it a little leaner, with some lessons learned, but I'm optimistic that we will endure

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