

ROAD SIGNS

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APRIL 2007
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Spring has Sprung!

APRIL
is
NATIONAL CAR CARE
MONTH



President's Message



JIM MCKAY

Dear Fellow Members,

This month I wanted to talk about many of the pressing issues our industry faces and some positive incentives like National Car Care Month, but our crisis in Springfield takes precedence.

Our Governor's crusade for his six billion dollar tax increase, the largest in state history, presses on. I guess he will not be happy until everyone is out of business in Illinois. Maybe he has some property in a neighboring state and he wants the value to go up. Who knows? What I do know is some of the top Democrats realize this is another one of his stupid ideas and they are bailing out. Mayor Daley knows this is not good for Chicago and wants no part of it. Even Lt. Governor Pat Quinn knows this is a lemon. Please! Please! Please! Let your legislators know how you feel and soon.

Secondly, Jan has included some very good information on the Governor's plan for health care in the State of Illinois. If this goes through, 60% of us could be paying a minimum of 15% more, plus regular increases on our health care plans. This, plus the Gross Receipts Tax? This has to be just a bad dream! Please check out the link in the "Under the Dome" column or go to our website www.apsail.com and you can actually calculate your increased cost.

On the utilities increase battlefield (remember the legislature has been arguing this for months), we have another lame-brained idea. Rep. Madigan has proposed the State should produce its' own power to compete with the utilities. Can you imagine the State producing anything to compete with private industry? If we do this, would the governor propose to lease this back to private industry for another free lunch program? Interesting ... Please let your elected officials know how you feel.

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MEMBERSHIP

NEW Members

- **Doug Loy's Auto Service,** Centralia
- **Hampshire Auto Parts,** Hampshire
- **J & A Auto Clinic,** Olney
- **J & J Auto Service,** Vienna
- **Yorkville Auto Parts, Inc.,** Yorkville



MEMBERSHIP ANNIVERSARIES


35 Years

- **The Parts House, Inc.,** Galesburg

5 Years

- **Mason County Transfer,** Mason City
- **Southern Import Repair,** Carbondale
- **Vermeer Midwest, Inc.,** Eureka

CONGRATULATIONS to these MEMBERS!!



Thank you for your membership and continuous support of the Association!

COSMOPOLITAN SERVICE CORPORATION

APSA of Illinois' endorsed collection service, Cosmopolitan Service Corporation thanks you for your patronage! They are celebrating their **40th Anniversary** in the field of commercial collections.

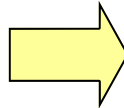
They would like to share their celebration with the members of APSA of Illinois. Submit five (5) claims and we will collect each at our **Special Anniversary Rate of 19.67%**. Claims must each carry a balance of \$600.00 or over. The anniversary rate applies to pre-legal collections.

HURRY – DON'T DELAY...CLAIMS MUST BE SUBMITTED BY APRIL 30, 2007

DELIVERY COST ON THE RISE, LET APSA OF ILLINOIS HELP

As a business owner you constantly have an eye on the bottom line. Gasoline prices continue to have a huge impact on your delivery cost and ultimately on your overall bottom line. With some analysts forecasting prices at the pump over \$3 a gallon again this summer, there doesn't seem to be any relief in sight.

Business owners use a variety of methods to help them control their delivery expenses. Some owners have implemented delivery surcharges or minimum invoice amounts for delivery. One of the easiest ways to control your delivery costs is to sign up for the APSA of Illinois SuperFleet program. If you've been putting it off, don't wait any longer...start improving your bottom line today.



This program is one effective way to keep your delivery cost down. If you deliver parts to your customers, you're using gas, so why not join the many happy APSA of IL members and save 3-5 cents a gallon on all your gasoline.

Don't miss another month of savings on this great new program.
 Any member signing up now
www.apsail.com/Documents/APSA%20Promo.pdf
 will immediately start saving.

It doesn't matter whether you have 1 vehicle or 100, you qualify for the discount based on the APSA of IL group volume. Any members already using the SuperFleet program should give Bill or Jan at the association office a call at (1-800-369-2964) to start receiving the APSA of IL volume discounts. You won't even need to change your current cards. Currently over 5500 Speedway/SuperAmerica/Marathon/& Pilot stations accept the SuperFleet card.



NOVA – MC/VISA RATE INCREASE

It is the time of year that the card associations, i.e. VISA and MasterCard implement changes to their rate structure which require NOVA to pass rate increases to our merchants.

At the present time we **do not know** what the increase will be, however, I wanted to provide you with a copy of the statement message that will be on our merchants statement this month.

STATEMENT MESSAGE

Effective April 2007 your merchant processing fees will increase due to changes to the credit and debit card association fee structure, some of which haven't been announced. Changes will vary based upon industry, card type & entry mode. Please check next month's statement for the new fees.

PROTECT YOUR GOOD NAME

Establishing and enforcing sound business practices may be your best defense against identity theft, for yourself, your employees, and your customers.



- Make sure you have a written company policy on record storage and disposal. The Fair and Accurate Credit Transactions Act (FACTA), passed in June 2005, includes provisions requiring organizations to properly dispose of consumer records.
- Review your hiring practices, sales practices, and employee training and communication procedures.
- Evaluate the confidential aspects of your operations and take steps to improve risk management in area that may be lacking.

- Implements an Information Security Policy. The policy should cover electronic communication, Internet usage, mobile device security, personal use of business property, and password responsibilities.
- Order your credit report annually and act on suspicious activity. The Fair Credit Reporting Act grants individuals the right to obtain one free copy of their credit reports from the three major credit rating organizations each year (and more often for victims).

As part of our Commercial Package Policy, Federated may provide Identity Recovery Coverage* for sole proprietors, partners and corporate officers (with at least 20 percent ownership). The coverage offers a Case Management Service to assist you in reestablishing your personal identity and includes reimbursement of expenses accrued in the recovery.

(Source: The Shield, Winter 2006)

*Coverage may not be available on all policies or in all stores.

EMAIL IS TIMELY ... LET US KNOW YOURS TODAY!



We feel the information in our newsletter is very valuable and would be glad to share. Since we are now emailing this newsletter, we would be happy to send a copy to each of your branch stores if you provide an email address to us. Send the email addresses to jan@apsail.com. If you are receiving this newsletter by fax or mail and now have an email address, let us know what it is and you will be included in the emailed information.

[FYI: We do NOT release our email list to anyone for any purpose.]

CALENDARS! • CALENDARS!! CALENDARS!!!

THE 2008 CALENDARS ARE COMING ... THE CALENDARS ARE COMING!!

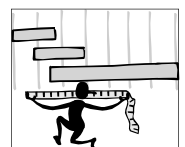
2008						
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11	12	13	14	15	16	17
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25	26	27	28	29	30	



ORDER FROM APSA OF IL!!

CURRENT ECONOMIC INDICATORS

- [Illinois Unemployment Rate](#): Illinois unemployment rate in January was 4.6% with 18,800 more jobs than in the prior month.
- [National Unemployment Rate](#): Non-farm payroll employment grew by 97,000 in February, and the unemployment rate was essentially unchanged at 4.5 percent.
- [Consumer Price Index](#) (CPI): +0.3% in January to 202.4% (1982-1984=100%).
- [Producer Price Index](#) (PPI): -0.6% in January.
- [Import/Export Price Index](#): The Import Index declined by 1.2% in January while the Export Index increased 0.3% for the month.
- [Conference Board - Consumer Confidence Index](#): Increased in February to 112.5 up slightly from 110.2 in January.
- [Conference Board - Help Wanted Index](#): Declined 2 points in January to 32. It was 38 one year ago.



GLOBAL AUTOMOTIVE AFTERMARKET SYMPOSIUM: MAY 8-9



SPRING HAS ARRIVED... That means the 2007 Global Automotive Aftermarket Symposium is just around the corner!

Delivering the industry's premier educational and networking event, **May 8-9, 2007** at the **Hyatt Regency O'Hare in Chicago Ill.**



Program at a Glance:

- More than 30 different speakers and panelists.
- Globalization is having a major effect on your business, William Strauss, economist, Federal Reserve Bank of Chicago, will help provide you with an international survival game plan.
- One of Wall Street's top financial analysts, Tony Cristello, BB&T Capital Markets, will share his outlook on the aftermarket.
- Automotive industry icon Bob Lutz, GM, with a special luncheon presentation.
- Nancy Fein will spell out how Lexus has made outstanding customer service a core discipline of their success.
- Want to know what the next generation of customers are looking for? Get strategy diva Cynthia Cohen's forecast.
- Latino demographic expert Kelly McDonald with insights on marketing to this growing market segment.
- The top service dealers in the industry will delve into the training issues confronting the front line troops in the automotive aftermarket...find out how your company is doing and what you can do to improve.

A yellow arrow pointing to the right with the word "REGISTER" written inside in red, bold, capital letters.

To download the complete **brochure**, visit www.globalsymposium.org/pdf/2007_GAAS_Brochure.pdf.

To download the **registration form**, visit www.globalsymposium.org/pdf/2007_GAAS_REG_FORM.pdf

APRIL IS NATIONAL BE CAR CARE AWARE MONTH

Car Care Guides flying off the shelves as aftermarket prepares for National Car Care Month!

Forget Tom Clancy and J. K. Rowling. The aftermarket has its own publishing success story: the Car Care Council's "Car Care Guide." The Council has produced and distributed two million copies of this book so far, and that's only a portion of its intended reach, says Rich White, VP of marketing and communications for the Automotive Aftermarket Industry Association (AAIA) and executive director of the Car Care Council. April - National Car Care Month - is an excellent opportunity to distribute this 56-page guide to your customers as you discuss recommended maintenance and repair.



Order your supply today from APSA of Illinois. Call 1-800-369-2964 or go to www.apsail.com and click on the Car Care Guide Order Form. Take advantage of this membership benefit from APSA of Illinois to increase your customer traffic and keep them coming back!

INDUSTRY INDICATORS REPORT

The Industry Indicators file consists of five worksheets. The "Auto Retail Report" worksheet contains indicators relevant to the automotive aftermarket retail industry, while the "Auto Parts Manufacturing Report" contains indicators relevant to the automotive parts manufacturing industry, and the "Heavy Duty Aftermarket Report" worksheet contains indicators relevant to the heavy duty aftermarket.

For each indicator, these reports include the values from the last three months, percent changes from the previous year and an assessment of the trend for that indicator. The report also includes a "Raw Data" worksheet that contains the historical data for each indicator and a "Sources" worksheet that contains a list of the sources and definitions for each indicator.



The Industry Indicators Report can be accessed here:

http://www.magnetmail.net/images/clients/AutoAfterM/attach/AAIA_Industry_Indicators.xls

"UNDER THE DOME"

By Jay Shattuck



There are a lot of nervous people in Springfield these days. The Governor's budget and tax proposals have got everyone in Springfield a little on edge. The gross receipts tax has received a cold reception from the business community, APSA included. Lawmakers have been reluctant to get on

that band wagon as well. However, the Governor's PR machine is well at work. Calling his proposals a moral issue, the Governor is getting help from church leaders, teachers' organizations, the Illinois Hospital Association and others to fund a multi-million dollar television campaign. Yea, you've seen them...Gov. Blagojevich telling the camera that the business community doesn't pay its fair share in taxes. He's also used taxpayer dollars to mail letters to thousands of small businesses that the gross receipts tax won't impact them...and I also have got land in Florida to sell you.

Lawmakers are nervous because the PR campaign paints one picture but what they are hearing from their business constituents is a different story. What is a politician to do? Business lobbyist are nervous because they know that there are very few legislators on either side of the aisle that understand what it takes to make a payroll and recent experience shows that the Governor has been pretty successful at getting what he asks for from the General Assembly.

During the past four years the cost of doing business in this state has escalated by hundreds of millions of dollars a year...increased fees, elimination of tax incentives, unemployment insurance costs up a billion dollars a year, workers' compensation benefit increases and more government regulation. To stop the bleeding, business owners and their employees need to speak out and contact their legislators today!

While legislators have a very limited understanding what retains and attracts business in our state, they know what it takes to get re-elected. For that reason, business must counterattack the Governor's media blitz and APSA of Illinois members and other business owners need to tell their legislators in very clear terms how the gross receipts tax and the payroll tax to fund the Governor's healthcare expansion proposal will impact their business and the employees working there.

To assist you, APSA has developed a suggested letter www.apsail.com/Documents/APSA%20member%20letter.htm and is participating with other business groups in helping their members calculate the cost of the healthcare changes www.calculatethecost.com/IL2007/nolivedefault.asp. Visit the APSA of Illinois website (www.apsail.com) for more information.

Jay Shattuck
Shattuck & Associates Inc.
phone (217) 544-5490

CALIFORNIA RETAIL R-134A SALES CAUGHT UP IN POLITICAL MORASS

California has legislation pending that would ban the retail sale of R-134a refrigerant — a movement that has created a coalition called **Stay Cool California**, which says the bill would create an economic hardship for the state's citizens. Stay Cool California is basically made up of the members of the **Automotive Refrigerant Products Institute** (ARPI) of Elgin, IL, which represents those companies that package and distribute automotive air conditioning products.

Tom Brown is ARPI's president and a spokesman for Stay Cool. **Norm Plotkin** is a legislative advocate for Stay Cool and ARPI, as well as the **California/Nevada Automotive Wholesalers Association** (CAWA). **Jennifer Zins** is the director of government affairs for CAWA. She also is a part of Stay Cool.

Even though R-134a is a successor to Freon, which was seen as a danger to the ozone layer, R-134a is seen as unfavorable to the environment. Stay Cool California argues that the consumer ban being proposed by the **California Air Resources Board** (CARB) targets the very people who can least afford to have this service performed at a repair shop. They say banning retail sales of the refrigerant could be a windfall profit of about \$179 million to professional auto A/C installers. The retail product, which sells for about \$10, is not unsafe, according to Plotkin. But, it has a high "global warming potential." Its GWP is 1300, so it is known as a high GWP gas. There is one other state, Wisconsin, that has banned R-134a retail sales. **Plotkin sees these actions as the "Al Gore effect."** "For gosh sakes, polar bears are dying, and the sea is rising," said Plotkin. "They have overstated this effect, and we are fighting this tooth and nail. We are mounting a serious challenge." **Plotkin added: "The hysteria surrounding this issue makes it extremely difficult to be logical and reasonable with any of these people who are involved with it.** The best we can do is make them recognize the real numbers." He said the coalition is meeting on an ongoing basis with state officials in an attempt to get its point across.

(Source: Gary Molinaro, *Automotive Week*)

THREE NEW STATES CONSIDERING RIGHT TO REPAIR BILLS



The list of states that are considering passage of the Motor Vehicle Owners' Right to Repair Act grew longer last week as new bills were introduced in Florida, Maine and Nevada. Similar to the federal legislation, all of the bills would require that the car companies make

available to the aftermarket the same information and tools that they make available to their new car dealer franchises.

The legislation (S.B. 2890) in Florida was introduced by Senator Charlie Justice, D-16; in Maine (L.D. 1210) by Senator Dennis Damon, D-28; and in Nevada (S.B. 1320) by Senator Warren Hardy, R-12. If

you live or have facilities in any of these states, please write your legislator urging support for the passage of Right to Repair legislation.

For additional information, e-mail Aaron Lowe at: aaron.lowe@aftermarket.org.

RIGHT TO REPAIR BATTLE MOVES TO THE STATES

As the battle for passage of the Motor Vehicle Owners' Right to Repair Act by the U.S. Congress is just gearing up this year, the fight already is in full throttle in the states. Three states' legislatures are currently considering Right to Repair legislation including New Jersey, Oklahoma and just added this week, New York. Other states likely will follow soon.

In New Jersey, the legislation (A. 931), introduced by Assemblyman Reed Gusciora, D-N.J., was passed unanimously by the Assembly Consumer Affairs Committee and is awaiting action by the full assembly. The bill was on the schedule for consideration on Feb. 22, but was pulled at the last minute due to wavering support from some Democrats. A companion bill, S. 2553, was introduced on Feb. 26 by Senate Majority Leader Senator Bernard Kenny, D-N.J. and Senator Joseph Kyrillos, R-N.J. The bill has been referred to the Senate Commerce Committee.

While there is support for the New Jersey Right to Repair legislation by the governor and assembly leadership, the new car dealers and car companies have been turning up the heat lately in an attempt to derail its progress. Members in New Jersey, or those with locations in the state, are urged to contact their state legislators calling for passage of Right to Repair legislation in the state.

In Oklahoma, Right to Repair legislation (H.B. 1584) was introduced by Rep. Lucky Lamons, D-Okla., and was referred to the Rules Committee. The bill has drawn considerable opposition from the dealers and car companies, but is supported by the American Automobile Association (AAA) of Oklahoma, which stated that the car owner should be able to determine where the car is repaired once they drive off of the dealer lot.

Assemblyman Darryl Towns, D-Okla., along with 21 other legislators, on Feb. 23 introduced the New York state version of Right to Repair legislation. Darryl Towns is the son of Rep. Edolphus Towns, D-N.Y., who has been a key sponsor of the bill in the U.S. Congress over the past several years. The bill has been referred to the Committee on Transportation.

Companies in New Jersey and Oklahoma may send letters to their state legislators on these bills by visiting www.careauto.org.

CCAR UNVEILS FREE ONLINE COURSE FOR REPAIR INDUSTRY ON VEHICLE SAFETY



The Coordinating Committee for Automotive Repair (CCAR) has just made available a free online course entitled, "Operating Motor Vehicles: A Guide for Employees in the Automotive Repair Industry." The course is developed as part of an ongoing Alliance agreement between CCAR and the Occupational Safety and Health Administration (OSHA) that provides information, guidance and access to training for the automotive repair industry. The Alliance developed the guide in order to inform auto repair employees about workplace vehicle safety, one of the Alliance's areas of concentration.

To locate the free online course, visit: www.ccar-greenlink.org/AllianceOSHA/Online.html.





TOLL FREE **HOTLINE** — 1-800-369-2964
 TOLL FREE **FAX** — 1-800-779-1179
WEB SITE — www.apsail.com
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**APSA of Illinois ...
 is your one-stop shop.
 Call us today!**


2007 CALENDAR OF EVENTS

APRIL	<u>NATIONAL CAR CARE MONTH</u>
April 15-17	<u>SEMA National Education Conference</u> Opryland Hotel, Nashville, TN
April 26-28	<u>ASAAA/AAIA Spring Leadership Days</u> Sheraton Wild Horse Pass Resort, Phoenix, AZ
May 8-9	<u>Global Automotive Aftermarket Symposium (GAAS)</u> Hyatt Regency O'Hare, Chicago
May 16-17	<u>APSA of IL Board/Committee/PAC Meetings</u> Association Office, Springfield
June 12-13	<u>AAIA Legislative Summit</u> The Washington Court Hotel, Washington, DC
July 16-18	<u>Aftermarket eForum</u> Hyatt Regency O'Hare, Chicago
Sept 21-22	<u>APSA of IL Annual Meeting/Board/Committee Meetings</u> Eagle Creek Resort, Findlay, IL



*SUPPORT YOUR
 LOCAL GUARD AND
 RESERVE TROOPS!*





Mission Statement

The mission of APSA of Illinois is to provide communications, education, legislative and regulatory advocacy and group purchasing of services for its members while promoting the motor vehicle aftermarket industry.