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**JEFF DUST**  
President

## Message from the President

Hello, everyone. I can't believe how fast the year 2007 is flying by. Here it is the last month of the year, and now the Christmas season is upon us. Soon we will be writing the year 2008 and it seems like I just got used to writing 2007.

What a busy month November was. It started out by meeting Matt our Executive Vice President in Las Vegas at the AAIA/SEMA show. Wow, what a show it was. I can not believe how huge that show is getting. It truly is aftermarket industry week out there. I believe that about any manufacturer or company associated with the automotive aftermarket is represented at the show. There is so much to learn and so much to see, especially the new products. If you haven't ever attended, I urge you to attend the 2008 show next year. It is an investment of time and money, but the wealth of knowledge you can obtain will greatly benefit you and your business.

Also during November on the political scene, Representative David Reiss held a hearing on worker's compensation. Jay Shattuck was the facilitator for the hearing. Jay was representing the Illinois Chamber of Commerce. I went as a representative for APSA of Illinois and also as a local business person representing Dust and Son Auto Supplies. The meeting gave local business owners a chance to voice their opinions and thoughts on the cost of worker's compensation. It was stated that Illinois worker's compensation cost, when compared to other states, is much higher and hurts Illinois businesses competitively with businesses in Indiana, Missouri, Iowa and Wisconsin. It was also noted that one of the biggest problems in worker's compensation is fraud. Businesses are stuck with paying the cost of damages for injuries to employees with pre-existing conditions. Meaning injuries that occurred from another job or a non-work related accident get turned in to their current employer and the current employer is forced to foot the bill. I don't know if anything from our meeting will change the outcome or rules on worker's compensation, but at least three representatives present Republican David Reis, Olney; Republican Ron Stephens, Greenville and Republican Dan Brady, Bloomington, know our thoughts and views on worker's compensation. They can now take the information we gave them back to Springfield, and use it as ammunition to fight for a better business environment for Illinois. It is our responsibility to let our Governor and the lawmakers in Springfield know that we care about Illinois and the business we do.

In closing, I want to wish everyone a Merry Christmas and a blessed healthy and happy holiday season. I hope you all will be able to find time, in this busy season, to have some quality fun-filled family time.

Thanks for letting me be your President.

*Jeff Dust*

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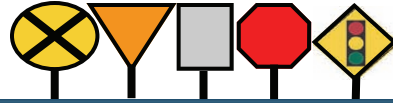
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## Mission Statement

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.



## Smoke Free Illinois January 1, 2008



That's right! Effective January 1, 2008 **all public places** will be smoke free in Illinois. Smoking in public places is prohibited, *unless* you are in your own home, your car,

outdoors, retail tobacco shops and certain hotel and motel rooms.

On July 23, 2007 the Illinois General Assembly passed and Governor Rod Blagojevich signed the Smoke Free Illinois Act <http://www.ilga.gov/legislation/publicacts/fulltext.asp?Name=095-0017&GA=095>. The Act states "no person shall smoke in a public place or workplace or within 15 feet from entrances, exits, windows that open and ventilation intakes that serve an enclosed area where smoking is prohibited. "No smoking" signs shall be clearly and conspicuously posted in each public place where smoking is prohibited."

Smoking areas may be designated in a non-enclosed area and signs shall be posted designating the area as "smoking allowed"

Violations of the law by smoking in an indoor public place may result in fines between \$100 and \$250 to the individual. Establishments that violate the law can be charged with a fine between \$100

and \$250 for the first offense and a minimum of \$250 for a second offense within a year. Subsequent violations within a year of the first offense will cost establishments at least \$2,500.

In case you are wondering where this money collected from fines will be distributed, 1/2 of the fine goes to the Illinois Department of Public Health and the other 1/2 shall be distributed to the enforcing agency, consisting of the Illinois Department of Public Health, state-certified local public health departments and local law enforcement agencies.

For those locations that already have a smoking ban in place, the local regulation must be at least as restrictive as the state statute.

"No Smoking" signs that meet the requirements of the new law may be purchased at any office supply store or many retail merchants. Signs can also be ordered online at several websites, among those are the following links [http://www.nobutts.com/signs/factory\\_signs.asp](http://www.nobutts.com/signs/factory_signs.asp) or [http://www.compliancesigns.com/NoSmoking\\_ILLINOIS.shtml](http://www.compliancesigns.com/NoSmoking_ILLINOIS.shtml) and <http://www.no-smoking-signs.com/>. Some of the websites have free "no smoking" signs available for you to print out.



*Attendees at the Strategic Planning Meeting were (clockwise): Marsha Fogleman, staff; Vice President Ken Kalina; Bill Richards, staff; Region 4 Director Steve Fransene (not shown); Past President Jim McKay; Region 7 Director Jerry Chambers; Region 10 Director Wain Taylor; Region 8 Director John Verstegen; Region 3 Director Michele Brett; Sue Brookman, staff; Secretary John Rice; Region 5 Director Randy Van Kuiken and President Jeff Dust. Facilitator Ross Ament, Ament Associates, Inc. and Matt Wells, EVP, not shown.*

## Strategic Planning Meeting November 26-27, 2007





## Student Loans & Scholarships Application Deadline 3/31/08

### DID YOU KNOW?

**APSA of Illinois offers Student loans & scholarships through its' Ralph Silverman Memorial Foundation!**



The Ralph Silverman Memorial Foundation (RSMF) was founded to further promote quality and high standards through education within the automotive aftermarket industry. Our industry needs parts specialists, technicians, engineers, marketers, distributors and sales professionals. The time is right to choose a career in the automotive aftermarket. Due to the increasing complexity of today's vehicles, there is a growing need for professionals with mechanical and electronic know-how. These youth are the future leaders of the aftermarket industry.

To be eligible for the scholarship and loan, an applicant must be:

- *Sponsored by an APSA of IL member, including a letter of recommendation from an APSA of IL member;*
- *A legal resident of Illinois;*
- *A high school graduate or possess a GED certificate;*
- *Be enrolled or planning to enroll as a full-time undergraduate student in a curriculum leading to a degree or certificate in an accredited college, university or technical institute.*

The Ralph Silverman Memorial Foundation awards up to six \$500 scholarships each academic year. Scholarship recipients must be pursuing a career in the automotive aftermarket. Recipients may re-apply each academic year for up to four years.

Recipients of loans are limited to \$1,000 per academic year, but may reapply each academic year to an accumulative amount of no more than \$4,000.

**Loans and Scholarships will be awarded at the discretion of the Ralph Silverman Memorial Foundation Student Loan/Scholarship Committee to chosen applicants who meet the eligibility requirements, and will be based on academic achievement and need of financial assistance.**

The APSA of Illinois Ralph Silverman Memorial Foundation in collaboration with the **GAAS Scholarship Committee** has helped create an online scholarship resource for students planning to pursue careers in the aftermarket. This will allow students interested in aftermarket careers to submit one application at [www.automotivescholarships.org](http://www.automotivescholarships.org) and receive consideration for multiple 2008 scholarships. The application deadline for both the Student Loan Program and the Scholarship Program is March 31, 2008.




## Membership Anniversaries

### Welcome!

**Salem Comm. H.S. Industrial Technology, Salem**

### Membership Milestones

#### 49 Years

**Dust & Son Auto Supplies, LP, Effingham**

**Peoria Auto Parts Co., Peoria**

#### 5 Years

**M & E Auto Body, Breese**

**Circle W Tractor & Equipment Co., Homer Glen**



***Congratulations!! Thank you for your continuous support!***



## ASAAA ELECTS NEW BOARD MEMBERS

Newly elected officers and directors of ASAAA for 2007-2008 are: Randal H. Ward, Automotive Aftermarket Association Southeast (AAAS), Montgomery, AL, President; Jim Quinten, Automotive Parts & Service Association (APSA), Austin, TX, Vice President; Skip Potter, Chesapeake Automotive Business Association (CABA), Severna Park, MD, Secretary/Treasurer; George Ehrhard, Florida Automotive Industry Association (FAIA), Tampa, FL, Immediate Past President; Judell Anderson, Alliance of Automotive Service Providers (AASPM), Minneapolis, MN, Central Region Director; Gary Murdock, Ohio Valley Automotive Aftermarket Association (OVAAA), Hilliard, OH, East Region Director; Randy Lisk, Automotive Aftermarket Association of the Carolinas & Tennessee (AAACT), Raleigh, NC, South Region Director; Thomas Janssen, Washington Automotive Wholesalers Association (WAWA), Mill Creek, WA, West Region Director.

The eight-member board was elected at ASAAA's Annual Meeting in Las Vegas, Nevada, October 29-30, 2007.

Membership includes state and regional associations representing the automotive aftermarket distribution segment. ASAAA's purpose is to encourage and further the development of the various associations in meeting the needs of their membership; to encourage cooperation and communication between the member associations as well as other groups and associations serving the automotive industry and to provide a means by which federal legislation affecting the industry is communicated to the association memberships



L-R: Skip Potter (CABA), Jim Quinten (APSA), Randal Ward (AAAS) and George Ehrhard (FAIA)

***Beginning this month, we will be inserting vintage "1958" automobiles into the newsletter to celebrate 50 years of the APSA of Illinois. For December - "1958 Chevrolet Corvette"***

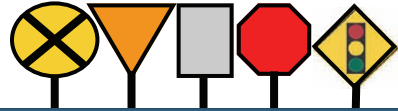


*This newsletter is designed to provide accurate information, but the discussion is general in nature and should not be acted upon without obtaining professional advice from a licensed attorney or certified public accountant.*

**WE CAN DO IT BETTER TOGETHER!**



*Automotive Parts & Service Association of Illinois*



## Five Car Give-Away in “Neighbors Helping Neighbors”

On November 10, 2007, Al's Automotive Supply, Cahokia, IL, awarded five refurbished vehicles to women in our own community who have escaped domestic violence and need a helping hand in establishing their new abuse-free lives. “Neighbors Helping Neighbors” is a campaign that the Aftermarket Auto Parts Alliance (made up of Auto Value and Bumper-To-Bumper stores and service centers across North America) has embraced for 2007. Every member warehouse unanimously agreed to participate in this program where the warehouse/Auto Value stores donate the necessary parts, and the Auto Value Certified Service Centers donate their time and expertise to make eligible donated vehicles safe, reliable and road-worthy. The vehicles are then donated to women who've escaped domestic violence.

Al's Automotive relied on two domestic violence organizations to determine the recipients of the awarded vehicles: The Violence Prevention Center of Southwest Illinois, and Lydia's House in Missouri. Dawn, Executive Director of Lydia's House emphasized, “Having their own vehicle is crucial to



the safety and independence of these women and their families.” The Original 800 Charity Cars organization handled the license and

registration issues.

The campaign that began in March 2007 ended Saturday, November 10<sup>th</sup> with an award ceremony at Al's Automotive Supply Warehouse, located in Cahokia, IL. Under a sunny sky, the certified service centers, and Al's owners and employees, presented the five vehicles to five very grateful women and their families. One of Al's employees contributed music with his DJ service “Z-J's” and

the Al's team barbequed lunch.

The following service centers repaired the vehicles that were donated on Saturday. Their participation and generosity is greatly appreciated!



- Arvin Auto Supply (Ellisville, MO) – Patrick Loughran & crew
- Fred's South County Auto Repair (St. Louis, MO) – Butch Renaud & crew
- Fyler Auto Repair (St. Louis, MO) – Jim Bauer & crew
- Main Street Tire & Auto (Columbia, IL) – Mark Jackson & crew
- Shrum's Garage (Granite City, IL) – Orbie & Barb Shrum & crew

In addition to providing the repair parts, Al's donated a tote full of basic vehicle safety items with each vehicle, and Bill Restoff of Restoff's Car Care, Belleville, IL donated a gift card to each family. Thanks to all of the Auto Value Certified Service Centers for their support. Special thanks also goes to the Columbia, IL police department who donated one of the vehicles awarded on Saturday. “It's been our pleasure to take what we do best – sell parts and fix cars - to give back to our community” – Jim Scrivner, Al's Automotive Supply.

Al's Automotive Supply opened in 1954 and currently has 11 locations in the St. Louis area: In Illinois: Belleville, Cahokia, Fairview Heights, Granite City and Waterloo. In Missouri: Maplewood, Maryland Heights, O'Fallon, St. Peters, South County and West County. Al's is a member of the Aftermarket Auto Parts Alliance which is a network of over 4,700 parts stores and 2,500 service centers across North America.



## Meet your 2007 - 2008 APSA of Illinois Board of Directors



(back row l-r) Past President Jim McKay, Vice President Ken Kalina, Region 8 Director John Versteegen, Region 7 Director Jerry Chambers and Region 4 Director Steve Fransene. (front row l-r) Secretary John Rice, Region 10 Director Wain Taylor, President Jeff Dust, Region 5 Director Randy Van Kuiken and Region 3 Director Michele Brett. Absent: Treasurer Doug Layhew, Region 9 Director Tod Britton and Region 1 Director Rick Nicholls, Jr.

### A Little Bit of Our History.....



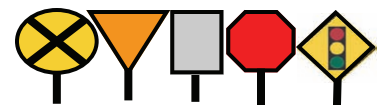
Above are members of a Membership Task Force that won 31 new members in the Chicago area in one day - November 5, 1959. They celebrated that night with a dinner at Chicago's Lake Shore Club.

President Ralph Silverman is seated in the front row (from l-r 4th chair)

### Association History

#### **December 1958**

A newly organized association of Illinois jobbers, known as the Automotive Wholesalers of Illinois, met in mid-December to elect officers and directors, and to discuss future operations of the association.





## Membership Survey Results

Recently, we asked you to participate in a short online survey. The response was very supportive; with over 10% of the membership responding to assist us in being a better investment for your organization. Many of the questions are a great gauge for you to see how you compare to your peers.

In the future, look for more surveys, not only for you to participate in, but also to help you gain valuable information in how you compare to others in the industry.

### **What other trade associations or organizations do you or your company belong to?**

- 22.7% belong to no other organizations
- 27.3% belong to one other organization
- 13.6% belong to two other organizations
- 22.8% belong to three other organizations

### **What are your expectations for your company in five years?**

- Increase in size and volume **70.8%**
- Decrease in size and volume **0.0%**
- Stay the same **12.5%**
- Sell out to another company **16.7%**
- Close business **0.0%**

### **Excluding inventory, what are the five largest expenses your auto parts/service business has? \*(percent of those responding to the survey):**

- 92%** Personnel Costs
- 67%** Delivery Cost/Delivery Vehicles/Fuel
- 54%** Rent/Occupancy Costs
- 46%** Insurance
- 42%** Utilities/Telephone
- 42%** Health Insurance
- 42%** Taxes/Fees

### **What four objectives do you need to reach to make your business more successful? \*(percent of those responding to the survey):**



- 42%** Inventory Control/Tracking/Costs
- 33%** Decrease costs/expenses
- 30%** Hire & keep experienced employees
- 30%** Increase sales
- 30%** Stabilize/Increase Gross Profit
- 25%** Attract new customers/increase customer base
- 25%** Train and motivate employees

### **Do regulatory agencies like EPA and OSHA increase difficulty in running your business?**

- YES **43.5%**
- NO **56.5%**

### **Would you invest in industry specific training for your employees?**

- YES **82.6%**
- NO **17.4%**

### **Would you invest in educational seminars for yourself or your employees that cover issues as growth projection planning, cash flow management, inventory management, tax planning, etc.?**

- YES **73.9%**
- NO **26.1%**

### **Do you support the Right to Repair Bill being proposed in US Congress?**

- 75%** YES
- 0.0%** NO
- 25%** Need to know more about the RTR bill to make a decision.



## Working as an Industry, and not one shop all alone...

by Matt Wells, Executive Vice President



Sometimes getting caught up in our busy lives we tend to forget that we are not alone. So often we think we are the only ones fighting rising costs of doing business, difficult customers, challenging competitors, employee

management and work vs. personal time commitments. The reality is that we are all part of something bigger, an industry. We become so driven to get to the end of the day and accomplish only what is sitting right in front of us, so we can wake up tomorrow and do it all over again. When is there ever a good time to look at the industry and try to find your place in it, or do you put your head down in the sand and keep doing the same thing hoping it will all go back to the way it was?

Your board of directors has chosen to be a part of the industry by conducting a strategic planning session for your association. Why does the association need a strategic plan? In the face of manufacturing globalization and escalating market share competition,

everyone has to analyze the way they do business. Your association is no different. We have to follow the industry and place this organization where it can help you continue to be a part of the future.

In a competitive business it is hard to think of your competition as allies and peers. Competition is what this country is founded on and what makes your companies better. But if you think about it, the only person who knows the challenges you face day to day, is someone who works in the same industry. The more you and your competition learn together; the better the industry is as a whole. Don't be afraid to invest in the time and expense of gathering with your peers and allies for the common cause of improving the industry. The small amount of time you may spend away could be the greatest investment you make in your company. Sharing and learning from others experiences can save you time, money, untold misfortune, and not to mention the affirmation of a job done right.

As you turn on the lights tomorrow morning don't forget you are not alone, there are other shop owners, jobbers and warehousemen wondering the same thing... How am I going to pay for the electricity today?



1958 GMC Panel Delivery Truck

*If you have a picture of your company or business in 1958, please email them to [sue@apsail.com](mailto:sue@apsail.com). We will include your pictures and a brief story in future editions of the "Road Signs."*





## "UNDER THE DOME"

by Jay Shattuck

### Can Constitutional Changes Reverse the Chaos in Springfield?



In last month's column, I informed APSA members of the pending vote (November 2008) by Illinois' electorate on whether there should be a state Constitutional Convention. My prognosis is that if a vote were held today, Illinois voters would overwhelmingly support a call for a Convention. Recent polling of whether there was support for a Convention found that 65% support a constitutional amendment allowing recalls of elected officials. 52% indicated support for recall of the Governor specifically. The chaos in Springfield likely will carry-over into 2008, therefore I predict that a Convention will be approved by the voters.

The question that also needs to be asked before deciding whether a Convention should be supported is: Are the current circumstances surrounding our state government one of personalities and lack of abilities or has it been created because of the structures and mechanisms dictated by our state constitution? As business-owners, we need to be careful of what we ask for. In addition to recall, the key issues that could be revised in our state constitution include:

**Initiative and Referendums:** Unlike California, the Illinois Constitution does not provide for voter initiated laws, unrestricted Constitutional amendments or other forms of referendum. Hundreds of millions of dollars by competing interests have been spent to sway voters in California. Much of those expenditures come from business.

**Income Tax:** Illinois' current flat tax requirement could fall to one of graduated tax rates under the presumption it would be easier to create support for income tax increases to fund increased spending. A significant risk for corporate taxpayers would be the elimination of the existing protection that assures the flat tax rates on corporations and individuals may not exceed a ratio of 8:5.

**Property Tax:** The current constitutional provisions regarding real property taxes attempt to create fairness in property taxation, but since that time, the General Assembly has passed numerous laws that have arguably and severely disrupted this uniformity. In particular, Cook County's exception to the requirement for uniformity in real estate assessments and sanctioning classification is authorized in the 1970 Constitution. The consequence is higher property tax bills for commercial and industrial property owners in Cook County than required of similar property in 101 other counties. Such a Cook County system could be dictated for all of Illinois.

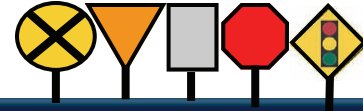
**Education Funding Reform:** The current Illinois Constitution declares that the state has the "primary responsibility" for financing the system of public education. The Illinois Supreme Court, however, ruled in 1973 that "primary responsibility" does not require the state to provide at least half of school funding, as many education advocates argue the state should. Altering the state constitution to require the state to be the preponderant source of funding (51% or more) for K-12 education could be forthcoming. Currently, state funding represents only about 35% of total education funding, while property taxes represent over 56%.

**Tort Reform:** With past Illinois Supreme Court decisions knocking down caps on awards for tort and medical malpractice, a Constitutional Convention could provide an opportunity to create protections for caps on damages.

Other important issues that could be changed via amendment to the constitution include: home rule authority; public employee pension benefits; selection of judges; ethics/campaign finance reform; revenue/debt service issues; and legislative redistricting.

A risk benefit analysis must be done to determine the merit of opening up our state constitution. Pay attention to the arguments as this could be one of the most important decisions voted upon in Illinois in nearly forty years.

**Jay Shattuck**



## 2007 - 2008 Calendar of Events

Dec. 24 - 25, 2007 - Christmas Observance APSA of IL Closed	April 9 - 11, 2008 - AAIA Spring Leadership Days Bonita Springs, FL
Dec. 31 - Jan. 1, 2008- New Year's Observance APSA of IL Closed	May 15, 2008 - APSA of Illinois Board Meeting Springfield, IL
January 17, 2008 - APSA of Illinois Board Meeting Springfield, IL	May 20 - 21, 2008 - GAAS Symposium, Hyatt Regency O'Hare, Chicago
February 8-9, 2008 - SEMA Spring Expo and SEMA OFFROAD , Indianapolis, IN	Sept. 19-20, 2008 - APSA of IL "50th Anniversary" Annual Meeting, Peoria, IL
April "National Car Care" Month	Nov. 4-6, 2008 - AAPEX 2008 Las Vegas, NV

***One of the real joys of the Holiday Season is the opportunity to express our sincere appreciation of your support of our association.***



***The Officer's, Director's and Staff of Automotive Parts and Service Association of Illinois wishes you every happiness this holiday season and throughout the coming year.***

### **Contact APSA of Illinois:**

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