

ROAD SIGNS

website: www.apsail.com

JAN FIRTH, Executive Vice President

e-mail: info@apsail.com

6450 S. 6th Street Rd., Springfield, IL 62712-6818

(217) 786-2850 or (800) 369-2964 • FAX (217) 529-3705 or (800) 779-1179

MARCH 2007 Vol. 49— Issue #3

President's Message	1
Economic Indicators	2
Member News / Programs ...	2-3
Scholarships / Testing	3
Industry Indicators Report ...	4
Identity Theft Hotline	4
Be Car Care Aware Kits	4
"Under the Dome"	5
Gross Receipt Tax Survey	5
Right to Repair Act	6
\$1 Billion Tax Pkg	6
2007 Calendar of Events	7
Car Care Guides	7



Happy St. Patrick's Day
March 17, 2007

APRIL
is
NATIONAL CAR CARE
MONTH

Be Car Care Aware
APRIL • NATIONAL CAR CARE MONTH

President's Message



JIM MCKAY

Dear Fellow Members,

I don't know the total impact statewide, but those of us who received our power bills in the central and southern part of the state, found out the true meaning of the "end of the rate freeze."

This time we all have been invited to the party: individuals, businesses, seniors, rich and poor; everyone who experienced a power bill that was 100 to 200 percent higher. The sad part is that the state government has known about this for a long period of time, and done nothing. The senate, house, and governor, can't agree on what to do. To me, it looks like a power play between Jones, Madigan and Blagojevich. I am sure Jay will have more to say on this subject in his column.

One of the ways your association can help you, is to explore alternative energy suppliers. Several of our members have already made a move, and others are looking into it. If you have any information on this, please call Jan. The more information that we can compile, the better off we will be.

Well, I guess it never ends. **The latest jewel in the Governor's crown of bright ideas to run business out of Illinois: The Gross Receipts Tax.** Where do these ideas keep coming from? What business would locate in Illinois? More to come in this newsletter...

Jim McKay
(217) 324-3971, Ext. 12
jmckay@mckayauto.net

MEMBERSHIP

NEW Members

- **Aetna Truck Parts**, Chicago
- **Gage Park Auto Parts, Inc.**, Chicago
- **Kaskaskia College Auto Body**, Centralia
- **Lang Distributing, Inc.**, Kankakee
- **O'Reilly Auto Parts**, Effingham



MEMBERSHIP ANNIVERSARIES

25 Years

- **Commercial Auto Parts & Supply Store, Inc.**, Chicago

5 Years

- **Fierce Auto Parts**, Quincy
- **Glass Specialty Co., Inc.**, Bloomington
- Hardesty Auto Parts, Inc. dba **Canton CarQuest**, Canton

CONGRATULATIONS to these MEMBERS!!



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

LEARN MORE ABOUT STAPLES BRAND

Here's an important tip to help you save money through the association's partnership with Staples Business Advantage account - Staples brand products are the easy choice. Whether it's a pushpin or a USB cable, we build quality into every Staples brand product. Then it goes through rigorous testing at an independent third-party laboratory. With the Staples name on the package, the quality is guaranteed.



With Staples brand products, low prices are only part of the value. You also get quality you'll love and our attention to detail ensures you will be completely satisfied. Did you know there are hundreds of Staples brand products to choose from? We offer an array of items like toner, copy paper, and CD/DVD discs, and much more. Sign up for the Staples program today!

<https://linkregistration.stapleslink.com/c/s?RegFormId=392528>

SAVE ON THE HIGH COST OF PARTS DELIVERY & PICK-UP

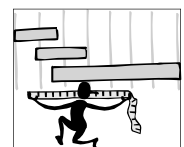
Pool your monthly gasoline consumption with other APSA of Illinois members and save on all fuel purchases from Speedway, SuperAmerica, Marathon, Pilot Travel Centers, and Valvoline Oil Change locations. **The APSA of Illinois SuperFleet® fueling program** is offering a **3 cent per gallon discount** for all fuel purchased under the program. **New accounts will receive 5¢ per gallon credit on their first three month's purchases for a limited time.** Save on the high cost of parts delivery and pick-up with APSA of Illinois's SuperFleet® Fueling Program. Call the association (1-800-369-2964) today for your application. If you have signed up for this fuel program in the last 60 days and have not received your information, please call Sheila Hurst at (800) 831-8076.

For more details or a complete list of locations now accepting SuperFleet®, visit us at www.superfleet.net



CURRENT ECONOMIC INDICATORS

- [Illinois Unemployment Rate](#): Illinois unemployment rate in December was 4.1% for the 3rd consecutive month tying the lowest level since 1997.
- [National Unemployment Rate](#): Nonfarm payroll employment grew by 110,000 in January, and the unemployment rate was unchanged at 4.6 percent.
- [Consumer Price Index](#) (CPI): +0.1% in December to 201.8% (1982-1984=100%).
- [Producer Price Index](#) (PPI): -0.6% in January.
- [Import/Export Price Index](#): The Import Index delined by 1.2% in January while the Export Index increased 0.3% for the month.
- [Conference Board - Consumer Confidence Index](#): Increased in January to 110.3 up slightly from 110.0 in December.
- [Conference Board - Help Wanted Index](#): Rose 4 points in December to 33. It was 38 one year ago.



RESOLVE TO IMPROVE YOUR BOTTOM LINE IN 2007 WITH OUR ELECTRONIC CHECK SOLUTION



Tired of the everyday hassles of bundling and endorsing checks, filling out deposit slips and running to the bank? Do you spend much time trying to collect funds for checks that have bounced?

NOVA's Electronic Check Service (ECS) can solve both of these problems for you.

Is it time to consider offering your customers additional payment options?

• **Convert checks into cash instantly**

1. Receive your cash within 24-48 hours increasing your cash flow with guaranteed money and avoid the hassles and risks associated with handling paper checks.
2. ECS offers flexible service levels, so you can match the product to fit the specific needs of your business — convenience, security or a combination of both.

• **Increase Office Productivity**

1. Use time now spent running to the bank to increase sales.
2. No more collecting checks that did not clear customers accounts.
3. We now have terminals that are an all-in-one solution to include card processing. They will accept all credits cards including debit cards, along with gift cards and checks. This frees up your precious counter space. We also offer a special check-reading device that can be added to your current payment terminal.



To learn more, call 800-546-1831 or email merchantinquiry@novainfo.com.

You may also fax your business and contact information to 800-799-3984.

Be sure to mention promotion code 82060

SCHOLARSHIPS – SCHOLARSHIPS SCHOLARSHIPS



The Global Automotive Aftermarket Symposium (GAAS) Scholarship Fund has awarded over more than \$1 million to over 1,000 students in less than 10 years. All the net proceeds from the event go toward funding industry scholarships.

Deadline for scholarship applications is Friday, March 31, 2007

Register online at www.automotivescholarships.com (see insert) or call the APSA of IL office at 1-800-369-2964 for an application.

The 2007 Global Automotive Aftermarket Symposium is scheduled for **May 8-9 at the Hyatt Regency O'Hare, Chicago**. Early Bird registration (a \$200 savings per attendee) will be accepted before March 23, 2007. Register online at www.globalsymposium.org/registration.shtml or call the APSA of IL office for a registration form. Don't miss this chance to learn from some top notch speakers while supporting scholarships for students who represent the aftermarket industry's future!

ASE — SPRING 2007 CERTIFICATION TESTING

The Spring **2007 ASE Certification Testing** is scheduled for **May 8, 20 and 15**.
Registration deadline is March 31, 2007.

Register online at www.ase.com, or call toll-free at 1-866-427-3273. The information line is 1-888-ASE-TEST.



*Become a Proven Pro!
Join the ...
ASE professionals!*

AAIA February 2007 Industry Indicators Report



Take a look at this **Automotive Aftermarket Industry Association's report**, designed to provide insight into some of the key economic and industry indicators affecting the aftermarket industry and your business.

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

MAP LAUNCHING AUTOMOTIVE TRADE, CONSUMER OUTREACH INITIATIVE



The **Motorist Assurance Program (MAP)** is launching an automotive trade and consumer outreach initiative this year to help build consumer trust and satisfaction with the automotive maintenance and repair industry. The campaign will include advertising, editorial placements, public service announcements for broadcast media, and direct contact with automotive and consumer-affairs reporters at major newspapers and press syndicates. The program also will

include the development of a new series of fliers and brochures designed for use by MAP-participating automotive service providers.

IDENTITY THEFT HOTLINE

Attorney General Lisa Madigan has created the first-ever Illinois Identity Theft Hotline. The hotline provides Illinoisans who have been victimized by identity theft with one-on-one assistance to take the steps necessary to report the crime to local law enforcement and financial institutions, repair their credit, and prevent future problems.

If you have been the victim of identity theft or believe your personal or financial information may have been compromised, please call the **toll-free Identity Theft Hotline at: 1-866-999-5630 and 1-877-844-5461 (TTY).**

You can access their website at:

www.illinoisattorneygeneral.gov/consumers/hotline.html



*I attended an Identity Theft presentation today at the Illinois Society of Association Executives luncheon. There are many ways to steal your identity and it is very difficult to get it straightened out. I would advise checking with your business insurance carrier to see what kind of coverage you have for identity theft. Also, feel free to **call the association office (1-800-369-2964) for other information we have on the FACTA (identity theft amendment to the Fair Credit Reporting Act - FCRA) compliance for businesses.***

NEW AND IMPROVED BE CAR CARE AWARE POS KIT READY FOR NATIONAL CAR CARE MONTH

The Car Care Council has redesigned its "Be Car Care Aware" point-of-sale (POS) starter kit in time for National Car Care Month in April. Kits can be easily ordered through www.carcare.org and turned around the same day.



"Among numerous enhancements based on feedback from industry participants, we simplified the planning guide CD and updated the how-to DVD to make it easier to plan and execute National Car Care Month celebrations and to get on board the ongoing 'Be Car Care Aware' consumer education campaign," said Rich White, executive director, Car Care Council.

The kit includes consumer education brochures, posters, bay banners, mirror hangers, additional vehicle inspection forms, an English/Spanish counter mat and the popular new Car Care Guide. As a bonus, repair shops and parts stores that purchase the kits will be included in the "Find-a-Shop" and "Find-a-Store" locators on the www.carcare.org Web site, which receives more than 100,000 hits per month.

For more information about routine vehicle maintenance and how to "Be Car Care Aware," log onto www.carcare.org.

TRUCK PRIDE OFFERS SERVICE PROGRAM FOR TRUCK FLEETS

The **Fleet Service Expert** program created by **Truck Pride** offers emergency road service and shop repairs for regional and national fleets of class 7 and 8 trucks. Some of the benefits fleets receive include consolidated purchasing, parts warranties, and technical and fleet management training. All makes and models of trucks are covered by this new program.

Truck Pride is part of **Independent Warehouse Distributors (IWD)**, which was founded in 1985. It has an international distribution network of more than 180 members with more than 800 distribution points throughout the United States, Puerto Rico and Canada. IWD is composed of the **Auto Pride** automotive division and the **Truck Pride** heavy-duty/fleet division. The **Truck Pride** division offers about 350 repair centers in the United States and Canada.

“UNDER THE DOME”

By Jay Shattuck



The session has gotten off to a slow start relative to prior years. Things are now starting to hop at the capitol building in Springfield on the less important bills. Over 1700 senate bills and well over 2000 house bills have been introduced. Committees

are beginning to meet and hear testimony on bills being presented. We're keeping an eye on those key issues impacting APSA of Illinois members.

What appears to be slowing the process down is the Governor's delayed State of the State and Budget messages. Normally, the State of the State is presented In January and the Budget address in March. This year, the Governor requested that both be presented March 7th. It's anticipated that the Governor will highlight providing access to healthcare coverage to all residents of Illinois. This will be an ambitious endeavor and likely have a significant price tag (\$2.5-4 billion). Indications are that the Governor will be proposing a gross receipts tax to pay for his health care initiative and with other key budget items.

APSA members recently were asked for their input about the Association's position on the gross receipts tax. To date, the unanimous response has been "no" to a gross receipts tax. This aligns APSA with a vast majority of other business organizations in Springfield. However, Governor Blagojevich has had a very successful track record on issues that he has

made his personal priority. His media operation will be in high gear leading up to the address on March 7th and in high throttle thereafter. As the healthcare issue and how to fund it unfolds this session APSA of Illinois members will need to keep their legislators informed as to how these proposals will impact their operations.

On a more personal note, I was pleased to be able to celebrate my tenth

year lobbying under the Shattuck and Associates banner. APSA (formerly AWOI) is one of my founding clients. I greatly appreciate working with the organization, its members and staff these past ten

years. I especially thank Jan Firth who was able to attend the reception held in Springfield to celebrate my company's tenth anniversary.



Jay Shattuck

Shattuck & Associates Inc.

phone (217) 544-5490

E-mail: JayDeeShattuck@att.net



GROSS RECEIPTS TAX SURVEY

If you have not already done so, **please read and reply** to the Gross Receipts Tax Survey at:



<http://www.apsail.com/Documents/Legislative/GRT.pdf>

AAIA SHOWS SUPPORT FOR OKLAHOMA RIGHT TO REPAIR ACT



The Right to Repair scuffle has come to Oklahoma, where the **Motor Vehicle Owners' Right to Repair Act** (HB 1584) is being sponsored by State Rep. **Lucky Lamons** (D-Tulsa). It would allow motorists to choose where, how and by whom to have their vehicles repaired. It's designed to protect car companies' proprietary information, while allowing consumer choice. Industry associations and advocacy groups have staked out their positions on the issue. **ASA** and the carmakers have come out against it, while the **Coalition for Auto Repair Equality** (CARE) and **AAIA** are supporting the bill.

"Passage of H.B. 1584 should be a number one priority for both Oklahoma's independent aftermarket and car owners," said Kathleen Schmatz, president and CEO, AAIA. "The extensive use of computers and electronics on vehicles has provided increased safety and convenience for motorists, but it also has provided car companies with the ability to restrict access to the tools and information needed by technicians to repair these high-tech vehicles. Left unbridled, the failure of the manufacturers to share critical information and tools will translate into increased repair

costs and less convenience for motorists. The citizens of Oklahoma deserve the right to determine who will repair their vehicle and not have that choice dictated by the vehicle manufacturer."

H.B. 1584 would mandate that the car companies provide the independent service industry with access to the same information and tools that they provide to their franchised new car dealers.

"The Oklahoma bill strikes an important balance between preserving competition in the state's repair industry and providing strong protections for the car company's legitimate intellectual property rights," said Aaron Lowe, vice president, government affairs, AAIA. "Although AAIA continues to strongly push for a national solution to this Right to Repair issue, car company and new car dealer opposition means that every avenue must be pursued to ensure a level playing field in the vehicle repair aftermarket. AAIA looks forward to working with Oklahoma's aftermarket groups and motoring public to help move H.B. 1584 toward passage as soon as practically possible."

David Parde, president of CARE, said ASA has misrepresented the bill, wrongly

stating that it will depend on a state agency and the Oklahoma court system to assist repairers in acquiring service information. He said ASA has contradicted itself and has inadvertently made the argument for passage of the bill. "The legislation only mandates court action by consumers or repair facilities if the car companies do not release the entire necessary repair information to the vehicle owners and repair shops," Parde explained. "Does ASA believe that the car companies allegedly plan not to comply once the bill becomes law, forcing consumers and shops to go to court?" The **Association of International Automobile Manufacturers** (AIAM) also opposes the proposed legislation, calling it unnecessary and counterproductive. It contends that consumers already have a choice — the service information made accessible to repair shops through **NASTF**. "The groups pushing this legislation have been unsuccessfully attempting to have it enacted for the past six years," said **Mike Stanton**, president of AIAM. "They seem to ignore the fact that both the **Federal Trade Commission** and the **Council of Better Business Bureaus** have called the legislation unnecessary."

(Sources: Automotive News and AWDA Facts)

House Ways and Means Committee Introduces \$1 Billion Tax Package

The House Ways and Means Committee introduced the Small Business Tax Relief Act of 2007 (H.R. 976), a small business tax breaks package that is to be tied to the minimum wage increase. The House passed a "clean" minimum wage bill but was pressured to add a tax package after the Senate moved a wage increase with \$8 billion in tax relief. The committee is planning a vote for Feb. 12, with full House consideration scheduled for later during the week.



The House tax package includes revenue offsets that would deny the lowest capital gains and dividend income rate to wealthy dependents and shift the timing of defi-

ciency notices and corporate estimated tax payments. H.R. 976 shares none of the revenue raisers from the much larger \$8 billion Senate-passed tax package, scoring at about \$1.3 billion over 10 years.

The primary tax benefits in the package include a one-year extension of tax code Section 179 small business expensing through 2009, as well as a bump up from the current inflation-adjusted limit of \$112,000 to \$125,000, adjusted for inflation and applicable beginning in 2007. Other elements of the plan include extending the work opportunity tax credit (WOTC) one year and expand it to veterans; waiving the alternative minimum tax limitations that the committee said keeps many small businesses from claiming the

WOTC; and permitting unincorporated businesses owned by married couples to file as sole proprietorships, penalty-free and ensure that both spouses get credit for payroll tax purposes.

H.R. 976 also includes timing shifts which would allow the Internal Revenue Service (IRS) an extra four months — 22 months instead of 18 — to notify taxpayers of a failure to comply with tax obligations before the service is required to suspend interest and penalties. Another timing shift would increase the amount of corporate estimated tax payments due in July, August and September 2012, to 112.75 percent of the payment otherwise due, with the next required payments reduced by a corresponding amount.



TOLL FREE **HOTLINE** — 1-800-369-2964
 TOLL FREE **FAX** — 1-800-779-1179
WEB SITE — www.apsail.com
e-mail — info@apsail.com

**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!



CARE GUIDE NOW AVAILABLE!



The Car Care Council's new Car Care Guide, a first-of-its-kind reference guide for motorists, is now available to the independent aftermarket.

Focus group research revealed that shop owners, counterpersons and technicians would find the guide valuable when discussing recommended maintenance and repair to their customers.

Consumers interviewed agreed that they would trust information from a credible third party like the Car Care Council. The successful "Be Car Care Aware" consumer education campaign has demonstrated motorists' interest in

vehicle maintenance information and advice.

The 56-page guide covers nine major service occasions and 12 component groups of the vehicle, plus service interval recommendations, a maintenance log and more.

For more information about the Car Care Guide go to www.apsail.com and click on the Car Care Guide Order Form, or call 1-800-369-2964, or review the sample copy sent with the December, 2006 "Road Signs. APSA of IL has purchased a quantity of these guides and has them in house.

If you or your service customers would like to purchase these to pass on to the repair shop customer simply use the order form for your supply of booklets.

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!





Legislative Alert



February, 2007

Gross Receipts Tax...What say you?

APSA of Illinois Executive Vice-President Jan Firth participated in a meeting today hosted by the Illinois Chamber to create a coalition to fight the gross receipts tax idea in Illinois.

The Governor will be addressing the General Assembly next month in his Budget and State of the State message. It's anticipated that he will be suggesting to lawmakers that Illinois should implement a gross receipts tax or something similar to one. Jan and I believe that this tax concept will have severe damaging impact on our members and our business climate.

However, we do want to hear your opinion before APSA of Illinois jumps in with both feet. Below is a question being posed to APSA of Illinois members about this issue. A one-page briefing paper is available also if you would like more information. Please respond before Friday, February 23rd.

Should Illinois pass a Gross Receipts Tax?

Background: With the latest reports indicating the state of Illinois has \$106 billion in unfunded liabilities, including unfunded pension obligations, overdue Medicaid bills and burgeoning health care costs for state workers and retirees, many believe the Governor and lawmakers will be looking for ways to increase revenues in 2007. One idea that has emerged is a Gross Receipts Tax (GRT), which would tax businesses on their annual sales before any expenses have been deducted. While the concept of a GRT has been around a long time, less than ten states have made it a significant part of their tax code.

Proponents of a Gross Receipts Tax say it is the best way to generate revenue for the State because it is a relatively low percentage tax but brings in a very large amount of money. Proponents also like this tax because it is broad-based, providing a consistent stream of revenue, and it much more simple than other corporate income taxes.

Opponents argue that a Gross Receipts Tax goes against general business practices because it taxes the incoming money of a business before expenses are considered; a business may have a high volume of sales but there could be little or no profit. Opponents also point out that the GRT impacts high volume/low margin businesses disproportionately such as the retail and service sectors. And, it adds an additional layer of taxation in business to business transactions regarding raw materials and equipment.

- APSA of Illinois should oppose a gross receipts tax**
- APSA of Illinois should support a gross receipts tax**
- APSA of Illinois should not take a position on the gross receipts tax**



Gross Receipts Tax: A Bad Idea for Illinois

Interest groups have recently touted a new Gross Receipts Tax as a new revenue source for the State. A Gross Receipts Tax is a damaging form of income tax that could devastate employers and burden consumers with a new, regressive tax on goods and services.

- A Gross Receipts tax (GRT) is a form of income tax that taxes all revenues from the sale of goods and services, not actual business profits.
- A GRT may have a deceptively low rate, but *it would likely be the biggest tax increase in state history*. Estimates put revenues from a 1% GRT at **more than \$9 billion**. The existing corporate income tax generated \$1.5 billion in 2005.

Bad for Jobs

A GRT taxes business income even when they don't have a profit.

Under a GRT, the state takes its share "off the top." Even if businesses are deep in red ink, they will pay a hefty state tax making it harder to keep jobs.

Low margin businesses-like agriculture or retail-get punished.

If a business operates with low profit margins on high volumes of sales, a GRT can make profits vanish.

Products made in Illinois are taxed out of competition.

A GRT embeds itself in the cost of a product. The more production occurs in Illinois, the more expensive it becomes. The product, and the jobs that produced it, are at risk to lower cost competition.

Higher costs will drive business investment out of Illinois.

What business will want to build a plant in a state where their product will cost more just to pay state taxes?

The tax will be a disincentive for start-up businesses to form in Illinois.

Start-up businesses often take years to become profitable. They will have to pay the GRT even in their first years.

Bad for Consumers

Consumers pay for a "pyramid" of taxes.

Because the GRT applies to each business that helps produce and distribute a product, the tax compounds, or "pyramids" on the end product and the end purchaser.

A GRT increases the cost of consumer goods like gasoline.

Because every stage of production and distribution is taxed, higher prices (the taxes) are embedded in products. One estimate predicts a GRT impact of 10-15 cents a gallon of gasoline.

Foods and medicines made in Illinois face higher taxes.

Food and medicine is currently exempt from the state sales tax, but under a GRT foods that go from our farms to our tables will cost more. Consumers will pay taxes on medicines made in Illinois.

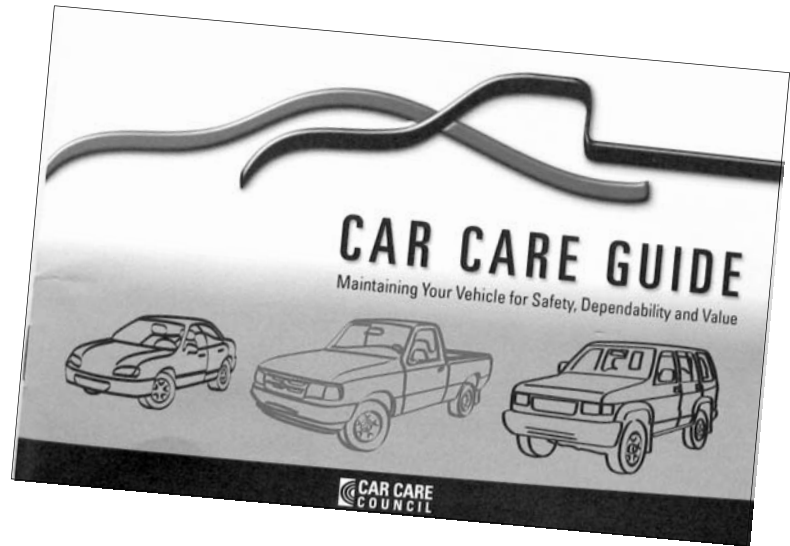
A GRT is a *de facto* service tax.

The tax applies to all businesses – those selling services as well as products. Services from hair cuts to legal assistance are fair game to a GRT. Expanding taxation of services and the pyramid impact makes a GRT especially regressive for Illinois consumers.

Order your Car Care Guides today!



This first-of-its-kind reference guide for motorists from the Car Care Council is now available to the independent aftermarket. When in the hands of the car-owning consumer, this little book is a tremendous promotional tool for both your auto parts business and your repair shop customers. Just imagine how this inexpensive, powerful glove-box size booklet can work for your business; Service Writers in repair shops will find them very useful when explaining needed repairs to their customers, Counterpeople can refer to the handy reference when selling parts and systems to walk-in customers. Most importantly, as a complimentary handout, consumers will find the Car Care Guides very helpful in turning technical automotive jargon into easy-to-understand everyday language - taking the mystery out of vehicle maintenance and repair! The 56-page guide covers nine major service occasions and 12 component groups of the vehicle, plus service interval recommendations, a maintenance log and much more.



**Available From APSA of Illinois
For Only 49¢ Each... Shipping and Handling Included!**

Prices good while supplies last.

Order Form	
Company Name:	
Address:	
City:	State/Zip:
Phone:	Person Ordering:
Quantity Ordered: _____ Car Care Guides at 49¢ each plus sales tax. (Minimum quantity 50)	

Fax this order form to APSA of Illinois at (800) 779-1179
or call the association office at 1-800-369-2964.



Automotive Parts & Service Association Of Illinois
6450 S. Sixth Street Road, Springfield, IL 62712-6818
217-786-2850 • info@apsail.com • www.apsail.com

S:\Flyers\Car Care Guide Flyer.pdf 11/28/06

Send no money, the association will invoice after order is processed.