

# ROAD SIGNS

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## FEBRUARY 2007

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### SHARE the WEALTH ... of Information!



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 [mark@apsail.com](mailto:mark@apsail.com).

## President's Message

Hello Fellow Members,

We just completed our Annual Winter Meeting, Jan. 17th and 18th, at the Association Offices in Springfield. In addition to a great time had by all, the Board covered a number of subjects over the two day period — and here is a synopsis of what went on.

We worked together on ways of cutting repetition, to speed the meetings up and be able to cover more subjects. I think we made a lot of progress in this area.

As you know, the association newsletter is now going out electronically for those who want it that way, and accommodations are being made for those who don't. Now the task is to continue to improve the content. Our lobbyist Jay Shattuck will have an increased presence with his own column to keep you informed of what is going on in the Capital. Believe me, with the current bunch in power, you need to know. If you have any comments to improve the newsletter please let us know. Eliminating my column will probably be the number one suggestion!

The annual meeting has been set for Sept. 21-22, 2007 at Eagle Creek Resort, just outside of Shelbyville on the lake. This is a very beautiful site with a lot of things to do. The format has been changed to allow more time for family activities. Please plan to come, you will love it.

Many other subjects were covered at the January Meeting, with too many to cover here, but rest assured the association's business is being addressed. One of the programs that seems to be well accepted is the Staples Business Advantage. We also approved a new Check Guarantee Service through NOVA. A new classification for manufacturers has been established in hopes to entice their support of the Illinois aftermarket through association membership.

Time to get back to work — keep the comments coming.



**JIM MCKAY**

**Jim McKay**  
(217) 324-3971, Ext. 12  
[jmckay@mckayauto.net](mailto:jmckay@mckayauto.net)



**The smart business person** is the one who takes advantage of all the discounts available to them when purchasing inventory, supplies or services. These discounts add up over time, reducing your bottom line. Review the association programs and services and be sure to take advantage of all the member benefits you can!



**Call APSA of Illinois today at 1-800-369-2964.**



**MEMBERSHIP**

**40 Years**

- Huelsmann Distributing Company, Inc., Trenton



**25 Years**

- LeVan, Inc., Aurora

**20 Years**

- PPG Industries, Inc., Naperville

**15 Years**

- Gage Park Auto Transmission, Chicago

**5 Years**

- Kelly, Sauder, Rupiper, Streator



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

**GET YOUR QUOTES HERE!**



**CALL the ASSOCIATION for QUOTES on these membership BENEFITS:**

- Business Insurance — Federated Insurance
- Binder Program — Counter Craft Service Systems
- Long Distance Service — Data Transfer
- Discounted Freight Program — Freightquote.com

**DISPLAY OSHA FORM!**

**Display OSHA Form – February 1 to April 30** – Federal OSHA regulations require that employers with 11 or more employees at any time in 2006 must post the Annual Summary of Injuries and Illnesses for 2006 from February 1, 2007 to April 30, 2007. The report must be placed where employee notices are usually posted by your company. Businesses with no injuries or illnesses for the year must still post the form.



**Copies of OSHA Form 300, 301A and 301 along with detailed instructions on completing these forms can be found at:**  
<http://www.osha.gov/recordkeeping/new-osh300form1-1-04.pdf>

**NEW ... ELECTRONIC CHECK SERVICE**

Our endorsed credit card company, NOVA INFORMATION SYSTEMS, has updated their Electronic Check Service (ECS) program. **They can now accept all types of checks along with the electronic transfer program, which makes the checks as good as cash for merchants.** Along with this updated check program, a new piece of equipment for merchants was introduced, the RDM Synergy Terminal. If you need to update a terminal, you can now purchase one piece of equipment that will give you the capability to accept all types of credit cards, debit cards, have a printer and check reader all in one, thus eliminating several pieces of equipment on your work station. Please click on the following link to view the information about the program and equipment:

[http://www.apsail.com/Documents/Annual\\_Meeting/NOVA\\_Electronic\\_Check.pdf](http://www.apsail.com/Documents/Annual_Meeting/NOVA_Electronic_Check.pdf)

I have also been notified that as of Feb. 1<sup>st</sup> the statement fee will be increased by \$3.50 to a total of \$5.00. The fee will be waived if you print your statement online. To waive the fee, call 866-771-1267, press 1, enter your merchant ID number, and follow the prompts.

David Hensiek, Hutton's Parts Service, Inc., in Casey, recently had his NOVA account reviewed. *"I compared processing costs with a number of other companies. When I called NOVA with the comparisons, they were able to lower my costs considerably. Barbara Martin, NOVA, advised any account should be reviewed every couple of years. If you haven't done so, please call them for a review – it is definitely worth the time!"*



## CUT COMMERCIAL FUELING COSTS



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 with APSA of Illinois's SuperFleet® Fueling Program. Call the association today for your application!

For more details or a complete list of locations now accepting SuperFleet®, visit us at [www.superfleet.net](http://www.superfleet.net)



## CALENDARS! • CALENDARS!! CALENDARS!!!

THE 2008 CALENDARS ARE COMING – THE CALENDARS ARE COMING!!



REMEMBER ... ORDER FROM APSA OF IL!!

2 0 0 8						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

## STAPLES BUSINESS ADVANTAGE



Did you know Staples Business Advantage can help track down the technology and software you need and provide it at a great price?

Technology changes with a blink of an eye. Let [Staples® Technology Solutions](#) help you hit this moving target.

A number of association members have registered with Staples Business Advantage, but have not placed an order. Give them a try and start enjoying your savings!

**Contact:**

**Peter Dangerfield, Account Manager**

p. (800) 693-9900 x458

f. (248) 465-1527

e. [peter.dangerfield@staples.com](mailto:peter.dangerfield@staples.com)



Whether your company is moving, growing, or just starting out, [Staples® Technology Solutions](#) can help maximize your space with:

- Multifunction Machines
- Digital Cameras
- Web Cameras
- Digital Projectors
- Memory Upgrades
- Monitors
- PDAs
- Data Storage
- Phone Headsets
- Computer Cables
- Peripherals
- Mice
- Desktop Printers
- Privacy Screens
- External Drives
- And ... MUCH more!

## COMMUNICATE WITH YOUR COMMUNITY COLLEGES!

Do you need part-time help now? Summer help? Need a place to hold training sessions for employees?

Contact your local community college or high school automotive instructor for help. Sign them up as Education Members of the association – dues are only \$40 per year (even offer to pay their dues). *Communication with them and their students is the key to the future of our industry!*

ALSO ... let them know ...



**Application DEADLINE for loans and scholarships is JUNE 30<sup>th</sup>**



We have student loans and scholarships available. – applications available at:

- **Student Loans:** [http://www.apsail.com/Documents/Ralph\\_Silverman/Loan\\_app\\_0805.pdf](http://www.apsail.com/Documents/Ralph_Silverman/Loan_app_0805.pdf)
- **Scholarships:** [http://www.apsail.com/Documents/Ralph\\_Silverman/Scholarship\\_app\\_0805.pdf](http://www.apsail.com/Documents/Ralph_Silverman/Scholarship_app_0805.pdf)

## GLOBAL AUTOMOTIVE AFTERMARKET SYMPOSIUM (GAAS)

The GAAS program is a joint professional education effort of a number of national associations, including the Alliance of State Automotive Aftermarket Associations (ASAAA). R. L. Polk & Co. is the corporate sponsor of the Global Automotive Aftermarket Symposium.

**GLOBAL AUTOMOTIVE AFTERMARKET SYMPOSIUM (GAAS)**

**May 8 - 9, 2007**

Hyatt Regency O'Hare  
Chicago, IL



The 2007 Symposium will not only include an inspirational luncheon speech by **Bob Lutz of GM**, you'll also hear insights on customer service from **Nancy Fein of Lexus**, multicultural marketing by **Kelly McDonald of McDonald Marketing**, and groundbreaking research on the service sector from **Dennis**

**DesRosiers of DesRosiers Automotive Consultants**. In addition, **Tony Cristello of BB&T Capital Markets** will provide a fresh perspective on Wall Street's view of the aftermarket. Plus, several popular panel discussions are planned.

Net proceeds go toward scholarships to benefit students preparing for automotive aftermarket careers. **Register before Friday, March 23, 2007 and receive \$200 off regular registration rates.**

**Invest in Your Industry's Future Leaders!**

Please click on this link for registration information:  
[http://www.apsail.com/Documents/GAAS\\_07\\_FLYER.pdf](http://www.apsail.com/Documents/GAAS_07_FLYER.pdf)

## IRS ANNOUNCES 2007 MILEAGE RATES

Beginning **January 1, 2007**, the standard mileage rates for the use of a car will be:

- (1) 48.5 cents per mile for business miles driven;
- (2) 20 cents per mile for medical or moving purposes;
- (3) 14 cents per mile driven in service to charitable organization.

The new rate for business miles compares to a rate of 44.5 cents per mile in 2006. The new rate for medical and moving purposes compared to 18 cents in 2006. The primary reason for the higher rates were higher prices for vehicles and fuel during the year ending in October.

## Senate Fails to Pass "CLEAN" Minimum Wage Bill

The Senate failed by a 54-43 vote last week to invoke cloture on a "clean" minimum wage bill (H.R. 2), well short of the 60 votes that were needed. The Senate will now focus on a minimum wage bill introduced by Finance Committee chairman Max Baucus, D-Mont., that pairs \$8.3 million in tax relief with a \$2.10 hourly wage increase.

The vote on the cloture motion was intended to demonstrate to House Democrats and skeptical senators that a clean minimum wage bill could not obtain the 60 votes necessary to be approved in the Senate. With that vote out of the way, it is expected that a minimum wage bill containing the small business tax breaks will be able to overcome a Senate filibuster.

In order to avoid confrontation with the House over the additional tax measures, leaders from both the House and Senate are meeting to iron out their differences. Unless an agreement is reached, it is feared that the bill could be "blue-slipped" – on grounds that it violates a constitutional requirement that tax legislation originates in the House.

Baucus believes the Senate will vote on his bill early the week of January 29.

## WORKPLACE SAFETY SAVES PROFITS

**\$\$\$** Businesses spend \$171 billion a year on the costs associated with occupational injuries and illnesses. These expenditures can be as much as 5% of a company's total costs of doing business. Statistics show that a business strategy for managing risk, which includes establishing safety and health management programs, can reduce the costs associated with occupational injuries and illnesses by 20% to 40%.

A comprehensive and effective health risk management program should include these components:

- A written policy statement by management indicating management concern and support.
- Analysis of job tasks and accident trends to identify workplace safety and health hazards, and unsafe

operating practices.

- A plan to undertake corrective action.
- Job-specific training for new employees and retraining of employees when they change jobs or when new equipment or processes are introduced into the workplace.
- Record keeping (documentation of all training, safety meetings, inspections, injuries).
- Regular inspections to identify hazards and unsafe practices.
- Investigation of all accidents to identify causes, with the objective of taking action to prevent a reoccurrence.
- Annual review of program to determine if changes are necessary to meet your business's evolving needs.

(Source: OSHA Small Business Assistance)

**“UNDER THE DOME”**

*By Jay Shattuck*



**This commentary kicks off a regular monthly column for the APSA member newsletter.**

My goal will be to provide some of the political happenings and insight that drive the decisions your legislators are making in Springfield that typically are not covered in my legislative reports. If you ever have questions about my

reports or APSA’s legislative program, feel free to contact me.

The most common belief of political pundits in Springfield is that there is virtually no way the General Assembly adjourns by its scheduled May 31 deadline. How can that be you ask with all the power in the hands of one party? At this time, the three key decision-makers, Gov. Blagojevich, Senate President Emil Jones, Jr. and House Speaker Michael Madigan are not on the same page on a myriad of important issues. Some clashes are political power maneuvering; the key one however, is the budget.

In his inaugural speech, the Governor talked about expansion of health care, more money for stem cell research and other very worthy programs. In his acceptance speech following his election as Senate President, Sen. Jones indicated that his new veto-proof majority meant that his long held hope to increase funding for education could be realized. On the other side of town however, Speaker Madigan was painting an entirely different scenario to the members of the Illinois House of Representatives. He held up during his acceptance speech the recent Civic Committee’s report that found huge gaps in funding for state retirement programs and indicated that the legislature faced some very difficult decisions in the days ahead.

Early in the process, the expectations for the direction of the over \$50 billion State budget are not consistent which bodes for trouble ahead. Many issues have budget implications. Funding is needed for current operations and programs. Funding is needed for any new programs the General Assembly decides to approve. Even with \$1 billion in natural revenue growth, that growth evaporates with spending obligations for state pensions and health care for the poor. There is little left over without increases in revenue through changes to the tax laws or fee increases. It looks like a long summer in Springfield this year, especially for business interests.

Review the January 2007 Legislative Report with the following link:  
[http://www.apsail.com/Documents/Legislative/Legislative\\_Report\\_1\\_07.pdf](http://www.apsail.com/Documents/Legislative/Legislative_Report_1_07.pdf)

**For more Information, Please contact ... Jay Shattuck**

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**2007 AFTERMARKET LEGISLATIVE SUMMIT**

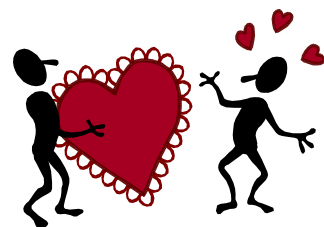
Planning for the 2007 Legislative Summit is in full swing. It’s time to turn up the heat on Washington. **It’s your chance to meet face-to-face with your elected officials.**

**2007 AFTERMARKET LEGISLATIVE SUMMIT**  
**June 12-13**  
 The Washington Court Hotel  
 Washington, DC

Take this opportunity to educate legislators on issues of concern to your business and promote a strong and competitive aftermarket. The Alliance of State Automotive Aftermarket Associations (ASAAA) is one of the sponsoring groups and we would like to have a great turnout of state association members, especially Illinois.

Let me know ([jan@apsail.com](mailto:jan@apsail.com) or 1-800-369-2964) as soon as possible (the hotel fills up fast) if you plan to attend.

Registration and hotel reservation info is available at:  
[http://www.apsail.com/Documents/Legislative/Leg\\_Summit\\_flyer\\_2006.pdf](http://www.apsail.com/Documents/Legislative/Leg_Summit_flyer_2006.pdf)



*Happy Valentine’s Day*

**February 14th**



TOLL FREE **HOTLINE** — 1-800-369-2964  
 TOLL FREE **FAX** — 1-800-779-1179  
**WEB SITE** — [www.apsail.com](http://www.apsail.com)  
**e-mail** — [info@apsail.com](mailto:info@apsail.com)

**APSA of Illinois ...  
 is your one-stop shop.  
 Call us today!**

**2007 CALENDAR OF EVENTS**

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

