

# ROAD SIGNS

website: [www.apsail.com](http://www.apsail.com)

JAN FIRTH, Executive Vice President

e-mail: [info@apsail.com](mailto: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

## JANUARY 2007 Vol. 49— Issue #1

President's Message.....1  
Member News / Programs .....2  
Programs / Vendors.....3  
Industry Statistics .....4  
Health Care Summary .....5  
2007 Calendar of Events .....6  
Mission Statement..... 6  
Car Care Aware Guide .....6

## President's Message



HAPPY NEW YEAR!!!!!!

Ready-or-not, we are kicking off a new year. It seems the last one just started. I guess I will just move last year's resolutions over to the 2007 column.

The APSA of Illinois continues to evolve as a good association needs to. The first thing you notice is obvious, you now receive your monthly newsletter by e-mail or fax. This is a much more efficient way to convey news to you. Who needs more paper lying around? If we don't have your e-mail address, please send it to us as soon as possible. If you like the fax system, that's OK too.

The January Board meetings are coming up soon - Jan. 17th and 18th. If you have anything on your mind, give the office a call, or e-mail me at [jmckay@mckayauto.net](mailto:jmckay@mckayauto.net). We are just getting started for the New Year, and now is the time to bring it up.

On a personal note: In 2007, we will be celebrating our 70th year in business, and we plan on whooping it up in a big way. That's a long damn time to be in business. We hope to be here 70 more.

I hope the holiday season was good to you and your family, and that 2007 is even better!

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



### APSA of IL Members ...

We do NOT release our email list to anyone for any purpose.



**APSA of IL**  
office  
**CLOSED**  
Monday  
**01-01-07**

**MEMBERSHIP**

**5 Years**

- **Dean W. Cass, Inc.,** Joliet
- **Roanoke Motor Company,** Roanoke



**MCKAY NAPA AUTO PARTS CELEBRATES 70 YEARS**



McKay NAPA Auto Parts, headquartered in Litchfield, proudly celebrates its 70th year of business in 2007. Jim McKay, of Staunton, is president of the corporation. The company has over 150 employees, with 15 Illinois locations, including: Bethalto, Carlinville, Edwardsville, Gillespie, Hillsboro, Highland, Jerseyville, Litchfield, Nokomis, Godfrey, Staunton, Greenville, Virden, Collinsville and Carlyle.

McKay Auto Parts, Inc. has been a member of APSA of Illinois since 1959. Vincent McKay, Jim's father and founder of McKay Auto Parts in 1937, served on the Board of Directors from 1966-1968, and received the AWOI Man of the Year Award in 1969.

Bob McKay, Jim's brother, served as a regional director on the Board of Directors from 1971 to 1974. He served on the Executive Committee from 1974-1981, serving as President in 1980-1981. He also served on the Membership Council. Bob received the AWOI Man of the Year Award in 1983, and was the Pyramid Club Winner in 1981 and 1982.

Jim McKay has previously served as a regional director on the AWOI/APSA Board of Directors from 2000 to 2003. He has served on the Executive Committee since 2003, currently serving as APSA President for the 2006-2007 year. He also serves as trustee on the Insurance Trust Committee (2000-date), and trustee on the Political Action Committee.

The McKay Corporation's Board of Directors include: Allan Haenel, Staunton; Ed Hammann, Carlinville; Earl Flack, Hillsboro, and Jeff McNeilly of Highland.

**AGMERP PROGRAM PREMIUM BILLINGS DUE**

All companies participating in APSA of Illinois' Group Medical Expense Reimbursement Plan (AGMERP) program are asked to submit copies of their January and July premium billings.

**AVOID claim payment DELAYS**

Please mail a copy of your **January premium billings to:**  
 APSA of Illinois Group Insurance Fund,  
 c/o Administrative Services, Inc.  
 P.O. Box 590 • Rochester, IL 62563  
**FAX: (217) 498-8481**

**Thanks for your prompt response!**

**FORMS AND SUPPLIES**

We hope your holidays were filled with merriment and you are ready to start 2007 with a bang!!!! Your Association wants to help you have a Happy and Prosperous New Year!



Give us an opportunity to quote on your forms and supplies at no cost to you. We will try to save you money on forms, supplies, and freight.

- Invoices
- Envelopes
- Computer Labels
- Statements
- Ribbons
- Core Labels &
- Checks
- Laser Forms
- Tags

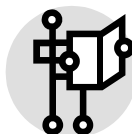
Send a sample with the quantity you normally buy to the Association Office. We will save you time and money! Call (1-800-369-2964) or fax (1-800-779-1179) us with questions.

**LET US HELP — WE WORK FOR YOU!!!!**

**HOT off the PRESS!**

Your **complimentary copy** of the **APSA of IL "2007 Membership Directory & Buyers Guide"** will be mailed soon.

*A big "THANK YOU" to all of the advertisers who made this publication possible!*



## CUT COMMERCIAL FUELING COSTS



### Cut Your Commercial Fueling Costs with SuperFleet®.

Whether you have one (1) vehicle or 100 vehicles, your company is eligible for the Speedway SuperAmerica SuperFleet® program. SuperFleet® is a

program designed to help fleet managers control costs and monitor vehicle performance. No minimum purchase required. The SuperFleet® program provides you with security and convenience in one monthly detailed report, tailored to your specific needs. You can reduce security losses and bookkeeping expenses, while tracking miles driven, miles per gallon, and fuel costs per mile. This card is also accepted, with a competitive discount at all **Valvoline® Instant Oil Change** locations.

**NOW SAVE 5¢ PER GALLON  
(first three months)  
THROUGH YOUR ASSOCIATION!  
  
OFFER GOOD THROUGH  
01/31/07**

### Here are some of the features of the SuperFleet® card:

- Accepted at all Speedway SuperAmericas, Marathons and participating Pilot Travel Centers
- No charge for cards or special reporting
- Local Account Management Representatives
- 5800+ locations
- Competitive fueling pricing and volume discounts
- Product and Service Restrictions
- Pay-at-the-Pump at most locations
- Odometer Tracking
- Detailed and Custom Billing
- Discounts at VIOC locations
- Driver/Vehicle Tracking



## ENDORSED VENDORS FOR ASSOCIATION PROGRAMS

These suppliers of endorsed membership programs provide outstanding value and top-notch service. Give them every opportunity to quote on needed services. Participation in these programs will give you the most value for your membership.

- **ADMINISTRATIVE SERVICES, INC.**  
*Cafeteria Program*
- **AFLAC**  
*Supplemental Insurance Program*
- **APSA OF IL GROUP MEDICAL EXPENSE REIMBURSEMENT PLAN (AGMERP)**  
*APSA of Illinois Group Insurance Fund*
- **APSA OF ILLINOIS SERVICE CORP.**  
*Business Forms/Office Supplies/Promo Items*
- **COMPUTER DISCOUNT WAREHOUSE (CDW)**  
*Technology Purchase Program*
- **COSMOPOLITAN SERVICE CORP.**  
*Debt Collection Program*
- **COUNTER CRAFT SERVICE SYSTEMS & PRODUCTS, INC.**  
*Binder Program*
- **DATA TRANSFER, INC.**  
*Long Distance Program*
- **ENDORSED HEALTH AGENTS (Call for list)**  
*Health Insurance Program*
- **FEDERATED INSURANCE**  
*Business Insurance/Financial Protection Program*
- **FREIGHTQUOTE.COM**  
*Discounted Freight Program*
- **HERTZ**  
*Car Rental Program*
- **NOVA INFORMATION SYSTEMS, INC**  
*Credit Card Processing/Check Guarantee Program*
- **SPEEDWAY, SUPERAMERICA LLC**  
*Discounted Fuel Program*
- **STAPLES BUSINESS ADVANTAGE**  
*Office Supply Program*

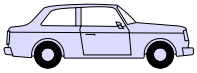
**Call the association  
(1-800-369-2964)  
today for info on these programs**



## COMMERCIAL SALES HIT \$1B

Advance Auto Parts (Roanoke, VA) has hit the **\$1-BILLION** mark in commercial sales for a single fiscal year. This excludes Autopart International stores. Advance began its commercial sales program in 1996 in Roanoke. It now has a commercial program in roughly 2,400 of its more than 3,000 stores.

## 52.6 MILLION AMERICANS TO TRAVEL BY CAR FOR CHRISTMAS, NEW YEAR



AAA predicts that more Americans will travel this Christmas/New Year's holiday than ever before, as 64.9

million Americans are expected to travel 50 miles or more from home — a 2.2 percent increase from last year's 63.5 million travelers.

Reasonable fuel and vacation costs are a key reason for the increase. Roughly 52.6 million (or 81 percent of all holiday travelers) are expected to travel by motor vehicle — a 2.1 percent increase from the 51.5 million who drove a year ago. AAA says that holiday auto travelers will find gas prices nationwide currently averaging \$2.29 for a gallon of self-serve regular gasoline. That's up \$0.07 in the last month and \$0.12 higher than a year ago.

As in 2005, the greatest number of Christmas/New Year auto travelers will originate in the Southeast with 13.8 million, followed by the West (13.2 million), Midwest (10.2 million), Great Lakes (8.3 million) and Northeast (7.2 million). Small towns and rural areas are the expected destination for 37.6 percent of holiday travelers, followed by cities (35.3 percent), oceans and beaches (10.1 percent), mountain areas (6.5 percent) theme/amusement parks (3.9 percent), lake areas (0.7 percent), and state/national parks (0.1 percent). Another 4.7 percent responded with other, and 1.2 percent didn't know.

Research for Christmas/New Year's holiday travel is based on a national telephone survey of 2,000 adults by the Travel Industry Association of America, which conducts special research for AAA. (Source: *The Greensheet 12/15/06*)

## HYBRID VEHICLE DEMAND TO DOUBLE WORLDWIDE BY 2020

Worldwide demand for hybrid-electric vehicles is expected to rapidly increase, reaching 3.9 million units in 2015 and then nearly doubling that number by 2020, according to a new study from The Freedonia Group of Cleveland. While erratic fuel prices and increased emissions regulations worldwide are the primary forces propelling demand upward, Freedonia also points out that the cost disparities between hybrids and conventional light vehicles also should spur demand. This disparity, which currently is between \$1,000 and \$3,000, is expected to decline as production volume increases. Primary markets for hybrids are the United States, Japan and western Europe. The United States stands out due to the lack in demand for light-vehicle diesels beyond full-size trucks and some SUVs. (Source: *The Greensheet 12/13/06*)



## AFTERMARKET DATA RESEARCH STUDY

Findings of a year-long research study recently released by The Aftermarket Data Vision Group concludes that while data management is a serious concern to the aftermarket, the industry lacks consensus on the solution. The study was commissioned by the Automotive Aftermarket Industry Association (AAIA), the Automotive Aftermarket Suppliers Association (AASA) and the Specialty Equipment Market Association (SEMA) in a cooperative effort to study the feasibility and industry requirements for improved methods of data management in the aftermarket.

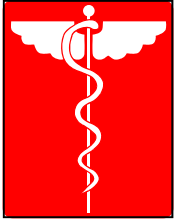
A key finding of the research revealed that better methods of distributing timely, complete, accurate and standardized product information that is synchronized between trading partners, are needed to address rising costs and inefficiencies in the aftermarket. However, there was no clear consensus on the form of the solution, and obstacles such as inadequate standards adoption and a lack of trust and collaboration in the supply chain must be addressed before any industry-wide data solution could be successful.

In a joint statement, AAIA, AASA and SEMA commented, "This report offers valuable insights into the challenges that aftermarket suppliers and their customers face in managing the vast amounts of data required to conduct business. In addition to better understanding the industry requirements for addressing the data question, this study was a successful collaboration between the leading aftermarket trade associations. AAIA, AASA and SEMA will certainly need to work cooperatively in the future if the industry-wide demand for synchronized product data will be satisfied."

Nearly 1,000 individuals participated in either focus group sessions, telephone interviews or an online survey as part of the study conducted between August 2005 and July 2006. Supply chain research specialists The Catevo Group were retained to conduct the research and write the report.

To download the report, visit [www.aftermarketdatavision.org](http://www.aftermarketdatavision.org). A forum has been provided for industry comments and feedback online.

## ADEQUATE HEALTH CARE TASK FORCE 7TH HYBRID MODEL SUMMARY



Recently there has been a great deal of media attention to the recent decision of the Adequate Health Care Task Force to recommend far-reaching changes to Illinois law regarding employer health insurance plans. I am certain that APSA members will find the attached summary of interest.

As the summary points out, the Task Force recommended several revisions to the small group market. Below are the specific recommendations. APSA of IL will want to check with the carriers in your insurance program to determine the extent of the impact, if any, on the APSA of IL health insurance program. They may be able to provide their opinions as to whether the Task Force's intentions will be met or not.

### Small Group Insurance Market Changes from the Adequate Health Care Task Force Report

The proposed model includes specific small group insurance market changes that are intended to spread risks broadly and stabilize premiums in the small group market, as follows:

- Carriers must file small group rates for State review and approval.
- For approval, small group rates must reflect a minimum medical loss ratio of 85 percent.
- Rates for each product will not vary by more than 130 percent of a carrier's base rate, accounting for all rating factors a carrier may use except geography.
- To increase the predictability of future rates increases for guaranteed issue Comprehensive Standard Plan products only, the annual rate increases for this product will not exceed 115 percent of the medical cost trend across each carrier's entire book of small group business.
- Carriers must permit the lower contribution requirement and participation requirements for firms meeting the small, low-wage criteria and offering the comprehensive standard plan to their employees. As already discussed, reinsurance for this product will be available on a voluntary basis.

The Task Force recommends that the General Assembly fund further analyses of these changes to more precisely determine their impact on the insurance market and individuals seeking coverage (Section IX of the Report provides additional detail regarding the recommended studies).

**Carrier obligations with regard to the new comprehensive product will vary between Options A\* and B.**

### Specifically:

- **Option A\*:**

Carriers operating in the small group markets must offer the Standard Comprehensive Plan on a guaranteed-issue basis. Each carrier will set premiums based on the experience for all groups of 2 to 50 enrolled in its Standard Comprehensive Plan product.

- **Option B:**

Carriers operating in the small group markets may voluntarily offer a guaranteed issue Standard Comprehensive Plan. If offered, the carrier will set premiums based on the experience for all groups of 2 to 50 enrolled in its Comprehensive Standard Plan product.

To support the small group market, the State will develop and operate a reinsurance program to voluntarily reinsure the guaranteed-issue comprehensive small group and individual products. Like the **National Association of Insurance Commissioners' (NAIC) model reinsurance program:**

- Insurers must pay a \$5,000 deductible for all individuals, employees or dependents ceded to the reinsurance program, after which the reinsurance program will pay all claims.
- All carriers writing either individual or group coverage in Illinois, as well as other licensed third-party administrators of health benefits plans in the State, will contribute to pool losses (net of reinsurance premiums paid) in proportion to their medical claims paid, including risk and non-risk business.

In addition, similar (but not identical) to the Connecticut and New Hampshire reinsurance programs, premiums will be capped at 400 percent of each carrier's base rate, respectively, for non-group guaranteed-issue products and the Standard Comprehensive Plan for small groups.\*\*

\* Note: The Task Force recommendation indicates a strong preference for Option A over Option B.

\*\* The intent of this provision is to encourage insurers to cede approximately five percent of covered lives to the reinsurance program to help stabilize premiums in the guaranteed-issue product.



**Please go to the link below to review the Summary:**

[http://www.apsail.com/Documents/Adequate Health Care Task Force 7th Hybrid Model Summary.pdf](http://www.apsail.com/Documents/Adequate_Health_Care_Task_Force_7th_Hybrid_Model_Summary.pdf)



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!**

<b>2007 CALENDAR OF EVENTS</b>	
<b>Jan 17-18</b>	<b><u>APSA of IL Board/Committee Meetings</u></b> Association Office, Springfield
<b>APRIL</b>	<b><u>NATIONAL CAR CARE MONTH</u></b>
<b>May 8-9</b>	<b><u>Global Automotive Aftermarket Symposium (GAAS)</u></b> Hyatt Regency O'Hare, Chicago
<b>May 16-17</b>	<b><u>APSA of IL Board/Committee/PAC Meetings</u></b> Association Office, Springfield
<b>June 12-13</b>	<b><u>AAIA Legislative Summit</u></b> Washington, DC
<b>Sept 21-22</b>	<b><u>APSA of IL Annual Meeting/Board/Committee Meetings</u></b> Eagle Creek Resort, Findlay, IL

**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.

**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.