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JULY 2007

Vol. 49— Issue #7

Annual Mtg SPONSORS.....	1
Member News / Programs ...	2-3
Minimum Wage.....	3
Fair Tax Proposal	3
Photo Radar Begins JULY	3
Consumer Corner	3
AAPEX 2007.....	4
O'Reilly / Ozark.....	4
Injury & Death Rates	4
Industry Indicators Report ...	4
“Under the Dome”	5
Right to Repair.....	6
Record # of Attendees!.....	6
ANNUAL MEETING	7
Calendar of Events.....	7

We appreciate all the sponsors who have committed their support to date for our 2007 Annual Meeting in September.

If your name and/or your suppliers name is not included, please contact Sue Brookman today at APSA of IL. Phone: 1-800-369-2964 or send e-mail to: info@apsail.com.

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



JIM MCKAY

THANK YOU GENEROUS SPONSORS!!!

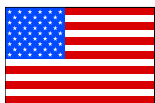
- A & B Auto Body Supply, Inc., LaSalle
- AC Delco, Naperville
- Administrative Services, Inc., Rochester
- Al's Automotive Supply, Inc., Cahokia
- All Products Automotive, Inc., Chicago
- Central U.S. Marketing, Mokena
- Citigroup/Smith Barney, Springfield
- CounterCraft Service Systems, Lombard
- Federated Insurance Company, Owatonna, MN
- Dust & Son Auto Supplies, L.P., Effingham
- Effingham Automotive Warehousing, Effingham
- Keeley, Kuenn & Reid, Chicago
- Lincoln Automotive Supply, Inc., Lincoln
- McKay Auto Parts, Inc., Litchfield
- NAPA Auto Parts/Vogler Motor Co., Inc., Carbondale
- NAPA Chicago Distribution Center, Naperville
- NAPA Distribution Center, Mt. Vernon
- NOVA Information Systems, Inc., Knoxville, TN
- Quincy Automotive Supply Co., Springfield
- SMP Automotive Products, Inc., Chicago Heights
- Shattuck & Associates Consulting, Inc., Springfield
- Striegel, Knobloch & Co., L.L.C., Bloomington
- Sunnyside Parts Whse./Factory Motor Parts, Chicago
- The Parts House, Inc., Galesburg
- Trenton Auto Supply, Inc., Trenton
- Valspar Refinish Corp., Picayune, MS



APSA of IL

will be

**CLOSED
WEDNESDAY
JULY 4TH**



Have a Safe and Happy Holiday!



APSA OF ILLINOIS
2007 ANNUAL MEETING
SEPTEMBER 21-22, 2007

EAGLE CREEK RESORT
Lake Shelbyville, Findlay, Illinois



BE A SPONSOR OF THIS ANNUAL EVENT!

USE THE FOLLOWING LINKS FOR REGISTRATION/SPONSORSHIP FORMS

<http://www.apsail.com/Documents/Registration%20brochure.pdf>
<http://www.apsail.com/Documents/Sponsorship%20solicitation.pdf>

MEMBERSHIP



MEMBERSHIP ANNIVERSARIES

5 Years

- Tyler Chevrolet Buick, Dwight
- Mangold Ford Mercury, Eureka

10 Years

- Donley, Inc., Williamsville

15 Years

- Automotive Supply, Inc., Cahokia

20 Years

- AllParts Auto Parts, Inc., Justice

35 Years

- Westown Auto Supply Co., Inc., Willowbrook

CONGRATULATIONS to these MEMBERS!!



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

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 **July 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!

IN MEMORIAM



We regret to inform you of the death of Art Eade, A & B Auto Body Supply, LaSalle. Art passed away on Friday morning, June 22, at his home. Art was very active in the association, serving on the Board of Directors, many years as PAC Chairman and as President of the association in 1996-97. Condolences may be sent to his wife Mary Kay and family at 1180 Chartres St., LaSalle 61301-1504.

APSA OF ILLINOIS' 2008 Automotive Aftermarket CALENDAR PROGRAM

Celebrate the Year 2008 by getting your message into the homes and offices of your customers...daily! Let them know that you intend to shine bright in this new age and will be there to serve their needs. Calendars are used all year. Plus they are often saved as personal records and looked at year after year. Calendars are used where buying decisions are made: on the job, in the office, on the road, or at home. Sixty-five (65%) percent of all calendar recipients write appointments and reminders on their calendar. This daily involvement keeps your advertising sign working all day, every day!

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	



Order your calendars today after reviewing the 2008 Calendar Flyer, using the following website links:

<http://www.apsail.com/Documents/08calendarflyer.pdf>

<http://www.apsail.com/Documents/08calendar%20price%20sheet.pdf>

EXIT STRATEGY

An exit strategy requires making smart moves early in the game. Your local Federated representative can tell you more about how Federated's Financial Protections Services for association members can help assure financial security for you, your family, and your business.



Review the Federated flyer at:

<http://www.apsail.com/Documents/Federated%20-%20An%20Exit%20Strategy.pdf>

DEBIT REWARDS PROGRAM
More Banks Offering Debit Rewards Programs



Two-thirds of the top 50 financial institutions in terms of annual debit cardholder spending now offer debit rewards programs, up 40% from 14 months ago, according to a new study by

Mercator Advisory Group LLC. Mercator reports that, as of this month, 32 of the top card-issuing banks have at least one debit rewards program. That compares with only 20 of the top 50 banks that had at least one debit rewards program in February 2006, when Mercator previously surveyed the top 50 debit card-issuing banks. Eleven of the top 50 banks launched their first debit rewards programs within the past year, according to the study. And 18 of the top 50 banks now offer multiple debit rewards programs to cardholders, more than double the seven banks that did so the previous year, according to the study. Tim Sloane, Mercator analyst and author of the study, tells CardLine he is surprised by how many banks have not gotten around to promoting their debit rewards programs to customers. "It's remarkable how many financial institutions have the programs but really bury the fact that they exist," Sloane says. "They make the effort to sign the contracts and get the programs in place, and then there's a tendency to let [marketing] fall through the cracks."

(Source: NOVA Information Systems, Cardline 5/29/07, American Banker 5/30/07)

MEMBERSHIP BENEFIT PROGRAMS

We have many members signed up to use the programs listed below ...
 BUT, not many of these registered members are taking advantage of these programs.
 If you are signed up to use one of these money-saving programs,
take full advantage of the benefit!



STAPLES
Office Products Program



SUPERFLEET Fuel Discount Program

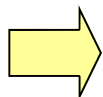


FREIGHTQUOTE
Discounted Freight Program

MINIMUM WAGE INCREASE

The minimum wage change takes effect July 1, 2007. The following verbiage is taken from the public act. Below is a link to the public act.

- January 1, 2005 through June 30, 2007 every employer shall pay to each of his or her employees who is 18 years of age or older in every occupation wages of not less than **\$6.50** per hour.
- July 1, 2007 through June 30, 2008 every employer shall pay to each of his or her employees who is 18 years of age or older in every occupation wages of not less than **\$7.50** per hour.
- July 1, 2008 through June 30, 2009 every employer shall pay to each of his or her employees who is 18 years of age or older in every occupation wages of not less than **\$7.75** per hour.
- July 1, 2009 through June 30, 2010 every employer shall pay to each of his or her employees who is 18 years of age or older in every occupation wages of not less than **\$8.00** per hour.
- After July 1, 2010 every employer shall pay to each of his or her employees who is 18 years of age or older in every occupation wages of not less than **\$8.25** per hour.



LINK FOR PUBLIC ACT: <http://www.ilga.gov/legislation/publicacts/fulltext.asp?Name=094-1102&print=true>

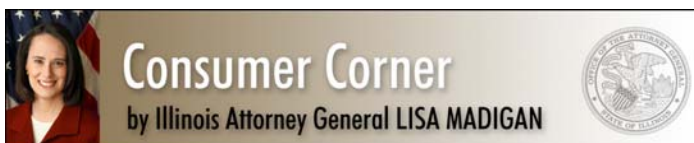
New posters must be posted in each location – Call Bill at the association office (800) 369-2964 to order yours today.

FAIR TAX PROPOSAL

PAC Chairman Ron Petrucci has sent the following links to share information on the State & National Fair Tax Proposal. He suggests you try both sites – you will find some very interesting reading:



Illinois site: www.ilfairtax.com
Nationwide site: www.fairtax.org



Consumer Corner
by Illinois Attorney General LISA MADIGAN

Attorney General Madigan asks that you take the Parental Internet Quiz to test your knowledge of what the kids in your life are doing on-line.

Click on the link below to take the test:
<http://www.apsail.com/Documents/AG%20Consumer%20Corner%20-%20Parental%20Quiz.pdf>

PHOTO RADAR STARTS IN JULY!

Just ONE mile per hour over the speed limit and the machine will get you. Illinois will begin using photo radar in freeway work zones in July.

Beginning in July the State of Illinois will use speed cameras in areas designated as "Work Zones" on major freeways.

Anyone caught by these devices will be mailed a \$375 ticket for the FIRST offense, but the SECOND offense will cost \$1000.00 and comes with a 90-Day suspension.

Drivers will also receive demerit points against their license, which allows insurance companies to raise their rates. This represents the harshest penalty structure yet for a city or state using PHOTO enforcements.

The State will begin with TWO camera vans issuing tickets in work zones with speed limits lowered to 45 MPH. Photographs of both the driver's face and license plate are taken.

For more info: <http://www.dot.state.il.us/press/r033005.html>

AAPEX 2007

AAPEX 2007

3 Days at AAPEX
52 Weeks of benefits

Tuesday, Oct. 30 – Thursday, Nov 1

REGISTER EARLY...

Simply click on the link below.

<http://www.apsail.com/Documents/AAPEX2007%20Postcard.pdf>

INJURY AND DEATH RATES FOR MECHANICS EXCEED NATIONAL AVERAGE

The Bureau of Labor and Statistics (BLS) has released an article in *Compensation and Working Conditions Online* that concludes automotive technicians are more likely to be killed or injured on the job than the average U.S. worker. The article reports that from 2003 to 2005, 147 technicians were fatally injured at work – a death rate of 5.3 per 100,000 workers. The fatality rate for all occupations is 4.0 per 100,000 workers. Additionally, there were 15,560 nonfatal injuries and illnesses to technicians in 2005, down roughly 10 percent from 2003. There were around 954,000 U.S. technicians during this time.

Most of the injuries and illnesses reported during 2005 were due to contact with an object or equipment or overexertion. Assaults and violent acts accounted for 30 percent of workplace fatalities in 2003-2005. Homicides accounted for 44 percent of assaults and violent acts, while self-inflicted wounds made up the remaining 56 percent. The national average for fatalities due to assaults and violent acts is 15 percent.

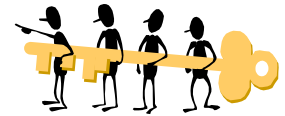
For the full analysis, visit:

www.bls.gov/opub/cwc/print/sh20070521ar01p1.htm.

O'REILLY/OZARK ARE LEAVING THE ALLIANCE AND STARTING THEIR OWN JOBBER PROGRAM

After nearly 30 years with the **Aftermarket Auto Parts Alliance**, **O'Reilly Auto Parts** (Springfield, MO) is terminating its shareholder status with the San Antonio-based marketing group, effective Dec. 31. O'Reilly cited difficulties maintaining product line compliance as a reason for leaving the Alliance.

O'Reilly and **Ozark Automotive Distributors**, a wholly-owned subsidiary, have created a new independent jobber program called **Parts City Auto Parts** to provide



marketing and advertising programs that are based on a dual market strategy, designed to grow sales with both the retail and installer customer bases. **O'Reilly and Ozark independent jobber stores currently flying the Auto Value or Bumper to Bumper flag are expected to be converted over to the new Parts City program by year's end.** Ozark sells automotive products to jobbers throughout the O'Reilly trade area — stores generally located in areas not directly serviced by an O'Reilly store.

The company plans to provide print and radio advertising, store promotions, grassroots marketing assistance and, in some cases, co-branding with O'Reilly motor sports events. Each Parts City store will get a new image package that includes signage for the interior and exterior of the store. **O'Reilly hopes the Parts City program will encourage more independent jobbers to join.** The company also plans to offer a certified auto repair program, including a nationwide warranty on repairs, shop insurance, exterior signage and marketing tools.

(Source: Automotive Week/The Greensheet)

INDUSTRY INDICATORS REPORT

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



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

The Industry Indicators Report can be accessed here:

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

"UNDER THE DOME"

By Jay Shattuck



The Much-Predicted Overtime Session has Arrived. The infighting amongst the Democrat leaders in the legislative process continues to dominate the political landscape in Illinois. Maybe Speaker Madigan, Senate President Jones and Governor Blagojevich have been watching too much of the clubhouse antics of my beloved Chicago Cubs.

If there was a possible state budget solution near at hand in mid-June that was pretty much dashed by the June 20th vote of the Senate. The Senate approved SR 258 with 33 democrat votes. In essence the resolution was designed to send a message to the Speaker that the House democrat version of the budget was dead on arrival in the Senate. The interesting thing was that the resolution was three votes shy of that needed to pass a budget in the Senate.

At one point it appeared that the Governor was setting the stage for a state shut down and letting the General Assembly take the heat. That would have been a page from former President Bill Clinton. You will recall that the freshly elected republican congressional majority had a budget showdown with then President Clinton. The republicans failed to pass a budget to the President's liking and federal government was shut down for a short period. However, President Clinton used the closing of federal parks and the stopping of other federal services to turn the political tables on the republican leaders in Congress. But that scenario has subsided with the announcement of a one month temporary, stop-gap budget agreement. What it does is continue to avoid the need to take on the wide gap between the leaders as to how to resolve the budget for the next fiscal year for another month.

At some point however, the rank and file members of the General Assembly will need to shake their leaders into a mood of cooperation. Since June 1, as required by law, their travel expenses to be in Springfield are coming out of their own pocket. And as summer plans are on hold or upset because of the lack of cooperation between the leaders and the Governor, legislators could start taking action on their own. But, if lawmakers didn't already abdicate the budget responsibility to their leaders, would the state be in the current predicament?

My big fear is that the Governor continues to wrangle for his costly healthcare plan and is delusional to the size that he intends to build state government and the cost to taxpayers. Eventually he may win.

One bright point in the overtime session recently was that agreement on the electric rate issue was close to resolution. The electric issue is a large political log in the end of session log jam. There was abroad agreement on the parameters such as rate relief for residential and small commercial customers. The details of creation of an Illinois Power Authority still are being worked out. Proponents of an electric rate rollback and freeze continue to leverage negotiations with HB 1750 which is one vote away from going to the Governor. HB 1750 rolls back rates to 2006 levels and freezes them there for 3 years.

As I observe the call for state government to take over electric power and healthcare, I can only think of Venezuela and who will be the next Illinois Hugo Chavez.

Jay Shattuck
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Phone (217) 544-5490
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RIGHT TO REPAIR INTRODUCED IN U.S. CONGRESS AS BATTLES MOVES FORWARD ON THE STATE LEVEL



The Right to Repair battle opened in Congress on June 13 with the introduction of the legislation (H.R. 2694) by Rep. Edolphus Towns, D-N.Y., along with co-sponsors Reps. G. K. Butterfield, D-N.C.; Anna Eshoo, D-Calif.; Steven LaTourette, R-Ohio; George Miller, D-Calif.; and James Moran, D-VA. Similar to legislation introduced in the last Congress, the bill would require car companies to share the same service information and tools with independent service facilities that they provide their franchised new car dealers, thus ensuring that car owners can continue to have a choice in vehicle repair.

Changes made to the legislation include a provision added to provide independent shops and car owners the ability to sue car

companies for failure to make the required information or tools available. In addition, the legislation no longer requires the Federal Trade Commission (FTC) to promulgate regulation implementing the bill, but instead would permit car companies to make the information available over the same Web sites that they are required to make emissions-related information available per the Clean Air Act.

In related news, the Nevada legislature passed a concurrent legislative resolution on June 7 that encourages the automobile manufacturers to make information and tool available to independent service facilities. Introduced by State Senator Warren Hardy, the resolution states that the State Legislature agrees that inaccessibility of certain information and diagnostic tools required to repair motor vehicles limits consumer choice

and inhibits competition among automotive service facilities. The resolution goes one step further in stating that Nevada residents will benefit from independent garages having the same service and training information and diagnostic tools currently available to the franchised dealers. It is hoped that the state resolution will help spur the U.S. Congress to take action on this important issue.

In addition, the Massachusetts legislature will hold its first hearing on the state's Right to Repair legislation (H.B. 296) on June 26 in the Massachusetts General Court's Joint Committee on Consumer Protection and Professional Licensure. A successful hearing will be critical to moving the bill forward in the state. Therefore, all companies with locations in Massachusetts are urged to attend or to send a letter to the legislature in support of Right to Repair legislation.

RECORD NUMBER OF ATTENDEES TURN UP THE HEAT AT THE 2007 AFTERMARKET LEGISLATIVE SUMMIT

More than 300 automotive aftermarket professionals headed to Capitol Hill last week for the AAIA 2007 Aftermarket Legislative Summit, June 12-13 in Washington, D.C. This record number of attendees participated in meetings with key congressional leaders to discuss issues that affect and impact their businesses, including the Motor Vehicle Owners' Right to Repair Act and the rising costs of health insurance.

The summit kicked off Tuesday, June 12 with a legislative briefing at the Washington Court Hotel to coach and prepare attendees for meetings with their elected officials with tips, talking points and current information on the pertinent issues. Speakers included Aaron Lowe, AAIA vice president, government affairs; Amanda Austin, manager, legislative affairs, National Federation of Independent Business (NFIB); and Rolf Lundberg, Jr., senior vice president, congressional and public affairs division, U.S. Chamber of Commerce. A highlight of the briefing was Senator David Vitter, R-La., who provided an overview of the political landscape for the 110th Congress and opened the floor to a Q&A period, where the issue of immigration reform was widely discussed. The day wrapped up with a legislative reception in the Rayburn House Office Building, where special guest Ray Evernham, president and CEO, Evernham Motorsports, sponsored by the Aftermarket Auto Parts Alliance, Inc., joined the assembled aftermarket executives, legislators and staff for networking and photo opportunities.

Wednesday, June 13, featured more than 170 meetings between aftermarket professionals and their elected officials on Capitol Hill. All meetings had been pre-set by summit staff for participants with their district representative and two U.S. senators.

"I've heard from countless attendees about the high quality and success of their meetings," Lowe said. "This biannual summit has become the defining event in the nation's capital for the industry to demonstrate to their elected leaders both its size and economic power."

"I've heard from countless attendees about the high quality and success of their meetings," Lowe said. "This biannual summit has become the defining event in the nation's capital for the industry to demonstrate to their elected leaders both its size and economic power."

Among the more than 300 participants at this year's summit were members of the Independent Garage Owners of North Carolina and the Automotive Aftermarket Association of the Carolinas and Tennessee. Their 30-person delegation rented a bus to travel to Washington, D.C. to meet with their political leaders.

"The dedication of these two groups, along with the more than 300 aftermarket professionals that participated in the summit, made our elected officials aware that the automotive aftermarket represents an economically and politically strong and vocal industry," said Kathleen Schmatz, AAIA president and CEO. "Our thanks to all these outstanding individuals who helped us turn up the heat on Washington, D.C."



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2007 CALENDAR OF EVENTS	
July 16-18	<u>Aftermarket eForum</u> Hyatt Regency O'Hare, Chicago
Sept 5-7	<u>AAIA Fall Board & Committee Meetings</u> Renaissance Hotel, Chicago
Sept 21-22	<u>APSA of IL Annual Meeting/Board/Committee Meetings</u> Eagle Creek Resort & Conference Center, Findlay
OCTOBER	FALL CAR CARE MONTH
Oct 29-30	<u>ASAAA Fall Membership Meeting</u> Caesar's, Las Vegas, NV
Oct 31-Nov 2	<u>AAPEXA/AAIW 2007</u> (Automotive Aftermarket Industry Week) Las Vegas, NV



*SUPPORT YOUR
 LOCAL GUARD AND
 RESERVE TROOPS!*

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!




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*Sponsorships
 are
 available
 for this
 annual
 event!!*



APSA of Illinois
ANNUAL MEETING
September 21 - 22, 2007
*on Lake Shelbyville
 Findlay, Illinois*

*Please
 join us!
 All APSA of
 Illinois
 members,
 families,
 friends and
 employees
 are cordially
 invited to
 attend.*

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COMPLETE & RETURN the REGISTRATION FORM TODAY!!

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