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JUNE 2007

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Dad's Day!

Remember Dad on
“Dad’s Day!”

Father’s Day

June 17th

(third Sunday in June)



Congratulations on your RETIREMENT, Jan!

AWOI/Automotive Parts & Service Association of Illinois (APSA of IL) Members:



JAN FIRTH

It is with great anticipation and a certain amount of sorrow that I inform the members of AWOI/APSA of IL of my retirement, effective June 30, 2007. I want each of you to know what a pleasure it has been working

with you for the past twenty-nine years. Little did I know that when I agreed to help with your convention in 1978, that one day I would have the privilege to serve as the manager of this association. I want to thank you for the opportunities you have given me to join with my peers from the industry and other like associations to learn and provide the best leadership I could, as together we have helped the association grow to its current level of respect. APSA of Illinois is recognized as one of the premiere state associations; continue that progress!

While it will be very difficult to leave such a great group of people, you will always be a part of my extended family. As I open a new chapter in my life, I want to thank all of you for your support and friendship and will take great pride in your future accomplishments.

My best wishes to all of you,

Jan

After 29 great years with APSA, our leader, Executive Vice President, Jan Firth, has decided to slow down and enjoy life, and travel with her husband of almost 42 years, Bill. I’m sure this will include many visits to their children, Kevin, of Springfield, MO, and daughter, Kelly Hatfield, of Monument, CO; and four grandsons and one granddaughter.

Jan will sorely be missed at APSA of IL. I know how I rely on her, as I’m sure the 29 Presidents all have, that she has worked with throughout the years. Jan runs a tight ship, and believe me, our resources were always in good hands with her.

A leader, Jan Firth is respected throughout our industry, from the association level, legislative floor, AAIA, Global Symposium, Car Care Council, and in Washington, D.C., to name just a few. She has been an important cog at the wheel to get a multitude of tasks done towards achieving any of our group’s industries goals .

From the beginnings of AWOI, to today’s APSA of IL, Illinois has had a series of great leaders, and Jan did not let us down. She has kept Illinois at the very top of the heap. While many states have faltered, Illinois has weathered the storms, and still prospers.

We certainly salute Jan Firth, and the entire staff, for a job well done. I am sure all of you agree with the Board and me, in expressing that we certainly will miss you, Jan.

God Bless you and your family.

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



JIM MCKAY

MEMBERSHIP

NEW Member

- **B & B Auto Body,** McLeansboro



MEMBERSHIP ANNIVERSARIES

5 Years

- **Hogan Walker, LLC,** Dwight
- **Weber Auto-Body,** Fairbury

10 Years

- **Administrative Services, Inc.,** Rochester

35 Years

- **Lindsay Auto Parts, Inc.,** Marengo
- **Mac's Auto Supply, Inc.,** Lisle

CONGRATULATIONS to these MEMBERS!!



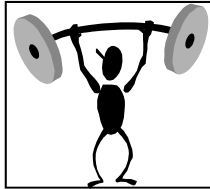
Thank you for your membership and continuous support of the Association!

GOLDEN RECOGNITION AWARD

★ If you know a member (individual) who has been in the automotive aftermarket industry over 50 years, submit his/her name to APSA of IL at (800) 369-2964. He/She will be honored with a "Golden Recognition Award" at the Annual Meeting in September. ★

Membership DUES RENEWALS

"The whole is greater than the sum of the parts."



Membership renewals help keep your association strong!

To those members who have renewed their membership for 2007, **Thank You!**

Your Association needs everyone's support to continue to provide the best in programs and services and to promote and support legislation affecting our industry. With this year's legislation threatening your very existence, remember how APSA of IL represents you at the State Capitol. When you receive that dues billing, think of it as an investment in your future and renew your membership.

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!

2008						
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 Today

➔ **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>

STUDENT LOANS / SCHOLARSHIP PROGRAM — DEADLINE JUNE 30TH

COMMUNICATE WITH YOUR COMMUNITY COLLEGES! Let them know we have student loans and scholarships available. [The applications are available at:](#)



Student Loans:

http://www.apsail.com/Documents/Ralph_Silverman/Loan_app_0805.pdf

Scholarships:

http://www.apsail.com/Documents/Ralph_Silverman/Scholarship_app_0805.pdf

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!

Application

DEADLINE

for loans and scholarships is

JUNE 30th

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.COM

FREIGHTQUOTE
Discounted Freight Program

RECAP: MAY PAC AND BOARD MEETING



Chairman Ron Petrucci, Prix Parts, Inc., St Charles, presided over the APSA of Illinois Political Action Committee meeting. Pending legislative issues were discussed along with a plan of attack for keeping the pressure applied on Legislators regarding the GRT, health Care and Payroll Tax proposals. The committee elected the following officers for the upcoming year:

Office	Name	Firm	City
Chairman	Ron Petrucci	Prix Parts	St. Charles
Secretary	Dave Campbell	Lincoln Automotive Supply, Inc.	Lincoln
Treasurer	Al Martin	Martin's Automotive Center	Mt Vernon
Assistant Treasurer	J. Garth Elzea, III	Quincy Automotive Supply Co.	Springfield

- On Wednesday evening, the Board enjoyed a panel of legislators discussing pending legislative issues such as the Payroll Tax and Health care proposals. The guest speakers were:
 - Senator Bill Haine, Alton, Senate Insurance Committee Chairman
 - Senator Bill Brady, Spring Valley, Senate Minority Spokesman
 - Representative Jo Ann Osmond, Antioch, House Minority Spokesman
- On Thursday morning, the Board discussed the pending Gross Receipts Tax proposal with speaker Connie Beard, Executive Director, Illinois Chamber Tax Institute.
- Vice President Jeff Dust, presided over the APSA of Illinois' Board of Directors meetings.
 - The current Financial Reports and the 2008 Budgets were approved.
 - The Board voted to increase membership dues by \$5.00 for all Regular Members and Affiliate and Associate Members Class A thru D. The Board recommended a Bylaw change to reflect that Education Members have one representative on the Board.
 - APSA of Illinois' Board of Directors accepted the following 2007-2008 slate of officers, director nominees. Officers and Nominees will be installed at the Annual meeting, September 21, 2007, Eagle Creek Resort & Conference Center, Findlay, Illinois.

OFFICER NOMINEES (1-Year Term)			
Office	Name	Firm	City
President	Jeff Dust	Dust & Son Auto Supplies LP	Effingham
V. President	Ken Kalina	Kalina Machine & Engine Parts	Peoria
Treasurer	Doug Layhew	A & B Auto Body Supply, Inc.	LaSalle
Secretary	John Rice	The Jopac Companies, Inc.	Bloomington
REGIONAL DIRECTOR NOMINEES (3-Year Term)			
Region	Nominee	Firm	City
2	To Be Announced		
4	Steve Fransene	The Parts House, Inc.	Galesburg
6	Roy Hardesty	Canton CARQUEST	Canton
7	Jerry Chambers	Merry Motor Supply	Decatur

GLOBAL AUTOMOTIVE AFTERMARKET SYMPOSIUM

Over 400 industry professionals participated in the **2007 Global Automotive Aftermarket Symposium (GAAS)** in Chicago. It is through their attendance at the Symposium that we are able to donate the net proceeds of the event to fund scholarships for students pursuing careers in our industry. In fact the scholarship committee met on Monday, May 7 to award scholarships for 2007 to 154 students preparing for automotive aftermarket careers. The \$1,000 scholarships represent 142 students in the United States and 12 in Canada. In just over 10 years, the Symposium has helped open doors for 1,300 students--a \$1.3 million investment in the future of our industry!



Mark your calendars for **next year's Symposium** to be held **Tuesday, May 20 and Wednesday, May 21, 2008** at the **Hyatt Regency O'Hare in Chicago**. Don't miss it!

AMAZON'S STEVE FRAZIER TO RETURN FOR 2007 EFORUM™

Automotive leader to appear as part of panel on effective eMarketing for aftermarket companies



BETHESDA, MARYLAND – A panel of industry experts, including Steve Frazier of Amazon.com, will look at “**eMarketing 2.0**” during the 2007 Aftermarket eForum™, July 16-18 at the Hyatt Regency O'Hare in Chicago, Ill. Frazier, vice president of U.S. Hardlines Category Management for Amazon and oversees the Automotive retail group, provided the keynote address for the 2006 eForum.

The panel discussion on eMarketing will provide attendees with expertise on how to design an eMarketing campaign that will produce a positive return on investment. The seminar will look in-depth at localized eMarketing, social network sites and book marking sites. The session is being facilitated by Dan Jondron of Advanced Digital Strategies and Alan Dicker of SEMA. Other panelists include Luanne Brown of eTool Developers and Gigi Ho of Digital Performance.

“Thousands of companies of all sizes are using the Internet to effectively increase sales and lower costs,” commented Jondron. “Yet surveys of the aftermarket show that we are still lagging in our efforts to take advantage of what is arguably the most important technology to impact business in the past decade.”

“eMarketing 2.0” is one of three concurrent seminar sessions that will be held on the first day of the eForum, Monday, July 16, from 1 pm to 4:30 pm. Other sessions include “IS Outsourcing for Manufacturers” and “Pursuing Excellence in Data Management.”

The early bird discount registration deadline for the 2007 Aftermarket eForum™ is Friday, June 1. For more information and to register, visit www.AftermarketForum.com, or contact Barbara Clark of AAIA at 301-654-6664.

About The Aftermarket eForum™

Now entering its seventh year, the Aftermarket eForum™ is produced by the Automotive Aftermarket Industry Association (AAIA), in conjunction with Automotive Aftermarket Suppliers Association (AASA), Automotive Industries Association (AIA) of Canada, Automotive Warehouse Distributors Association (AWDA), Motor & Equipment Manufacturers Association (MEMA), and Specialty Equipment Market Association (SEMA) to provide an educational and business development symposium dedicated to e-commerce and supply chain technology solutions in the vehicle aftermarket.

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

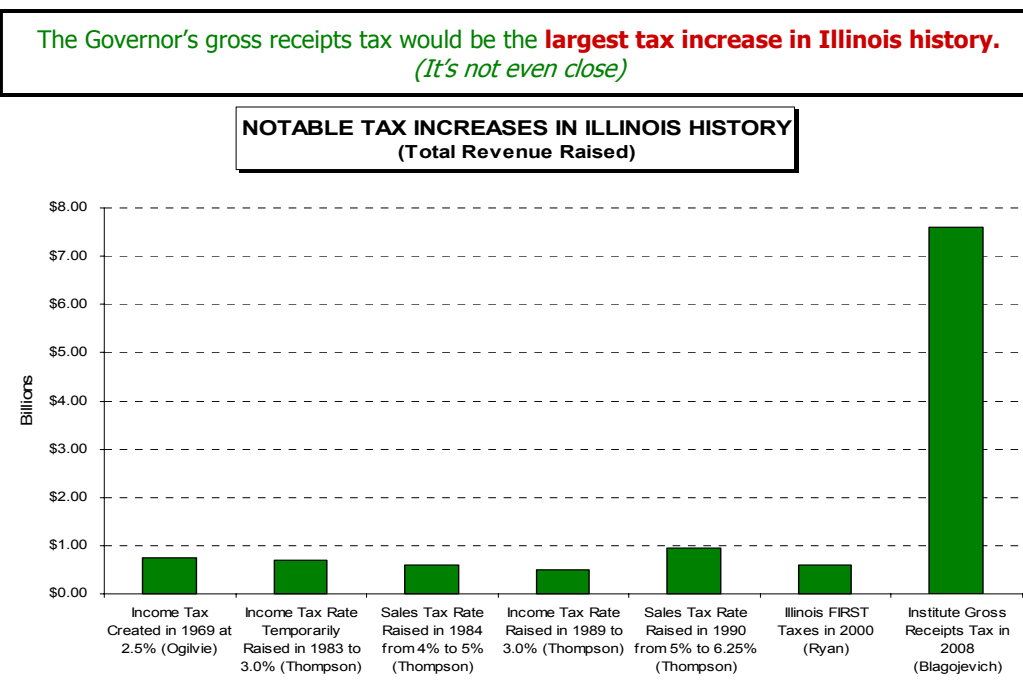
“UNDER THE DOME”

By Jay Shattuck

Why is May 31 IMPORTANT in Springfield?

For those of us who are immersed in the legislative activities in Springfield, May 31st is an important day. *It is the last day that a simple majority in the legislative process can pass a bill with an immediate effective date. This is critical especially for the state budget which must take effect on July 1. When May 31st comes and goes, any issues needing to become law when the Governor signs it require a three fifths majority. That adds 12 votes in the House and 6 votes in the Senate.*

Prior to the state constitutional changes that took place in 1970, the General Assembly could stop the clock and the deadline was generally ignored and/or abused. But with the new state Constitution that practice was no longer allowed. In the early 1990’s an additional modification was made as well when the voters moved the constitutional deadline from June 30 to May 31.



The three fifths majority allows the minority party to be a “player” in the process and this year looks like the House Republicans will be especially important to the process if the Democrat majorities are unable to wrap-up the session on time. Senate President Emil Jones, Jr. enjoys a 37-22 advantage in his Chamber and can pass virtually anything with just democrat votes in the Senate. Unlike in previous years however, the Senate Democrat caucus is not as unified. Downstater in the caucus are unhappy about electric rates. Hispanic members are split over a leadership appointment. Senator Jones is being asked to carry a lot of the Governor’s water for the gross receipts tax and the healthcare plan. Speaker Madigan is polling his members on their viewpoints on taxes, spending and how the budget for next year can be structured but there is a huge

hurdle in that the Governor has set the political bar so high on his GRT proposal. There is very little political wiggle room as the Governor has been very clear about his intentions to veto a sales or income tax increase.

So where do they go? With a little over a week left it appears that a small growth budget with no new taxes is the light at the end of the tunnel for this session. There will be revenue enhancements from gaming expansion - my prediction - with the new monies going to education and an infrastructure program. The lease of the state lottery also has support with the estimated \$10 billion going to pension funding. But, there is little support for the explosive spending that the Governor is calling for. Just think...the GRT \$8 billion tax increase alone is more than the budgets of 26 states.

On the sidelines at this point the republicans in the House and Senate are watching and waiting. They see the potential for a political backlash against the party in power just around the corner - big spending requiring huge tax increases; no solution on the electric rate issue; pay raises for lawmakers approved; rising gas costs leading to a voter revolt next year. My sense though is that Speaker Madigan is quite aware of those possibilities and will lead his party out of the firestorm.

If it goes into overtime, expect the House Republicans to be part of the budget solution and therefore giving political cover to Democrats in 2008.

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AFTERMARKET LEGISLATIVE SUMMIT REGISTRATION EXCEEDS 200



AAIA is pleased to announce that more than 200 representatives from aftermarket companies throughout the nation will be heading to Washington, D.C., June 12-13, to attend the Aftermarket Legislative Summit. While time is growing short, members can still help continue the momentum building for the event by making the decision to join their colleagues at the summit. A large showing by the industry at the summit will help demonstrate to Capitol Hill the

economic and political importance of the industry, and will provide a major push to the aftermarket's efforts to obtain passage of Right to Repair and small business health plan legislation. The Aftermarket Legislative Summit provides an opportunity for aftermarket professionals to come to Capitol Hill to meet with key congressional leaders and discuss issues that affect and impact their businesses. There is no registration fee to attend and AAIA staff will schedule meetings with attendees' lawmakers. Attendees only are

responsible for making their own travel and hotel reservations. All that is required of participants is a day and half of their time and a commitment to voice their concerns to the men and women who are elected to represent them. Online registration for the 2007 Aftermarket Legislative Summit is still open. For more information and to register for the summit, click [here](#) or contact Alexis Walters at 301-654-6664 or e-mail alexis.walters@aftermarket.org.

SENATE REPUBLICANS SAY BUDGET SHOULD PROTECT THE MIDDLE CLASS

With the General Assembly's May 31st adjournment date fast approaching, Senate Republicans are focusing on core state budget principles that would protect middle class taxpayers and restore public trust in government.

Senate Republicans say the budget should:

- Meet the state's current financial obligations
- Reform existing government programs to maximize savings
- Have the state live within its means
- Not use one-time revenues to pay for ongoing government programs

- Not expand or create programs until the state budget is balanced
- Pursue policies that help create jobs and spur economic development



Despite their control of the Legislature and all of the constitutional offices, Democrats have so far been mired in gridlock this session. When crafting legislation and public policy, Senate Republicans intend to pursue these principles to protect the middle class and make Illinois a better place for the next generation.

ITC GRANTS REVIEW IN KEYSTONE CASE

In light of the widely-discussed U.S. Supreme Court case handed down in *KSR International Co. vs. Teleflex Inc.*, the U.S. International Trade Commission (ITC) decided on May 1 to reconsider the administrative law judge's determination in a dispute before the commission between Ford Global Technologies LLC and Keystone Automotive Industries, Inc. The decision to revisit the case was based upon the language in the Supreme Court's decision that held that the teaching, suggestion and motivation test used in determining the obviousness of a patent should not be applied in an impermissibly rigid manner rather than as a general principle – something that the administrative law judge (ALJ) had done in the KSR case.

Earlier this year, an ALJ had found that seven of 10 contested patents (originally 14) held by Ford for cosmetic parts were non-obvious and, thus, Keystone violated Section 337 of the Tariff Act of 1930 by importing parts that infringed

this patent. ITC decided on March 20 that they would not review the ALJ's determination, thus setting up a remedy determination that was scheduled on May 4. However, Keystone and the other respondents filed a petition for reconsideration on May 1 based on the KSR decision.

ITC granted the petition on the same day, reasoning that "in holding that none of these designs was obvious despite Ford's prior public use, the ALJ relied on a 'rigid rule that limits the obviousness inquiry,' the same rigid rule that the Supreme Court found improper in KSR."

The decision to reconsider ALJ decision delays the remedy determination by ITC until June 6, although it does not necessarily mean that the ALJ decision will be overturned. For the full text of the ITC's ruling in the matter of *Certain Automotive Parts*, visit: <http://pub.bna.com/ptci/337557May1.pdf>

OSHA INTRODUCES PROPOSED RULE FOR PPE STANDARDS



The Occupational Safety and Health Administration (OSHA) has proposed regulations to update provisions of the personal protective equipment (PPE) standards regarding use of eye and face protective devices, and head and foot protection. The provisions will reflect changes in national consensus standards.

The proposed rule would replace the existing references to specific, out-of-date consensus standards with performance language that requires PPE to be constructed in accordance with good design standards. The proposed revisions include appendices that may be used to identify good design standards. OSHA also proposes to delete paragraphs in the ventilation standard referencing a specific version of the American National Standards Institute (ANSI) standards on foot protection and a specific ANSI standard on eye and face protective equipment in the welding, cutting and brazing standard that currently reference outdated PPE consensus standards.

For general information, contact Kevin Ropp, OSHA Office of Communications, at 202-693-1999. Comments, requests for hearings and additional materials are due by July 16 and may be sent to OSHA Docket Office, Docket No. OSHA-2007-0044, Labor Department, 200 Constitution Ave., NW, Washington, D.C. 20210.



TOLL FREE **HOTLINE** — 1-800-369-2964
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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

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 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/AIWI 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.*

Register Today

COMPLETE & RETURN the REGISTRATION FORM TODAY!!

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>