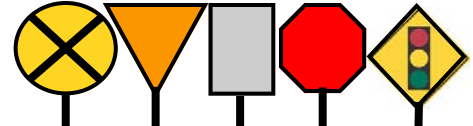




Automotive Parts & Service Association of Illinois



ROAD SIGNS

website: www.apsail.com

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OCTOBER 2007
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Interview with President Jeff Dust



JEFF DUST
President

Hi, My name is Jeff Dust. I am your newly elected 49th President of APSA of Illinois. I am very honored to be your new president and know that I have big shoes to fill following your Past President, Jim McKay. I have the utmost respect for Jim and I know I will have to call on his expertise to help me this year to be a good president for APSA of Illinois.

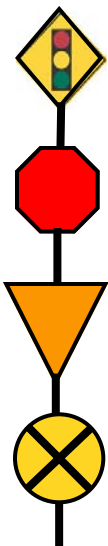
I am 45 years old and have lived in Effingham my whole life. Effingham is a small town in south central Illinois at the I-70 & I-57, otherwise known as about halfway between St. Louis and Indianapolis.

Family - My wife, Donna, and I have been married for over 22 years and have four children. Donna is a school teacher at St. Anthony Grade School in Effingham. Our oldest child, Matthew, is a junior at the U of I Champaign and is pursuing a business economics degree. Jessica, our second child, is a freshman at U of I Champaign and is pursuing a degree in architecture. Mitchell, our third child, is in eighth grade at St. Anthony Grade School and loves to play basketball. Our fourth child Jaccob, is in kindergarten at Sacred Heart School in Effingham. He loves to play t-ball and go to the farm with dad. Matt and Jessica have worked at Dust and Son Auto Supplies in Effingham, through high school. Matt currently works for Dust and Son of Champaign while attending college. Jessica currently works for Charter Sills Architectural Lighting in Champaign. The kids help out in the business, as needed, because I believe you can't start them too young.

What do you do in your spare time? - I enjoy spending time on our family farm in Ashmore, close to Effingham. I enjoy farming the ground for relaxation, and I enjoy ATV riding and camping. I also enjoy traveling in the U. S. and most of all a good meal whether it be dining out or a good home cooked meal and steaks on the grill.

Business - Our family business, Dust and Son Auto Supplies, has been in business since 1929. I am in business with my family, partners being my mom, Marie, brothers Chad and Kevin, and sisters Cindy, Tina, Angie and Nicole. My father, Nick, a Past President of APSA of Illinois, died in March 2000. Since then, we have still grown and have nine stores throughout Central and Southern Illinois.

(continued on page 2)



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.

(Interview with Jeff Dust - continued from page 1)

Most memorable moment working the counter

- My most memorable experience was working the counter Christmas Eve 1988. It was bitterly cold, about 20 degrees below zero and I was helping a family get from New Orleans to Chicago for Christmas.

They had a diesel car and it was jelled up and would not run in cold weather. Hardly any other businesses were open and it was past the time we were to close for Christmas Eve, but I knew if we didn't get them going, they would not make it to Chicago for Christmas.

Being busy with many other customers with similar problems, all the employees stayed late until we got all of our customers serviced. We did not get to close until after 6 p.m. that Christmas Eve. It did feel good to help people in need and to get them where they had to go for Christmas.

My vision for APSA of Illinois is to work closely with the entire staff - Matt, Marsha, Sue, Bill, Penny & Walt, the Executive Committee, Board of Directors, to grow by adding new members, by expanding services and show the great value that APSA of Illinois is for the price. Also to monitor the legislative actions in Springfield, and to fight for a better business atmosphere in Illinois. I want to work to strengthen the association in their efforts to help the automotive aftermarket and automotive services remain a thriving industry for safe dependable transportation in Illinois, and help make consumers car care aware nationwide.

Thank you for letting me be your president.

Jeff Dust
jdust@dustandson.com (217)342-2127

Invest a Few Minutes...by Matt Wells, EVP



An association mimics its industry. For a trade association like APSA of Illinois, the founding members needed a voice in the state legislature, an opportunity to network with peers, along with a forum and mode to handle specific industry issues. From that time forward the association worked to supply industry specific programs and services that followed those parameters. During the heyday of the 70's and 80's, your association accomplished those tasks very well while the industry was thriving. Business was good and APSA of Illinois, (AWOI at the time), flourished along with it.

Somewhere along the way things changed...Manufacturers were consolidating at a rapid rate due to buying groups low-cost purchasing. The buying groups were formed due to the beginning of the big box theory of corporate owned parts stores and warehouses. Now we find ourselves in the reality of today. Ma and pa stores have survived in niche marketplaces or have bought out nearby competition for a conglomerate of stores that handle a market share to compete with corporate stores. Manufacturers by majority are overseas due to the globalization of the marketplace and the disappearance of US manufacturers. All of the sudden a thriving industry made primarily of independent parts stores is changing. Although sounding quite gloomy, the aftermarket automotive industry is not dead, it just looks different. Where we were once 80% parts and 20% service, the roles have reversed. Even in the parts stores what makes the sale isn't so much the price it's the service that comes with the sale.

The beauty of having an association is it can help relieve the challenges of change. Not only has your business changed, but so can your association. How does this work? Before your association can help you, we need your help. Soon you will be receiving a questionnaire from your board of directors to complete and return to us. Your board is beginning a strategic planning process that will bring your association closer to the needs of the industry, but we need your help in defining what the association will look like. Do you have a need that is not being met? Do you have a question you cannot get an answer too? What things do we do now that you value? Need to improve? What investment return do you value most from your membership dues?

You are still in the business, so you know how to change. Now it is time for you to be a part of the change and the direction of this association. When you receive the questionnaire, please invest a few minutes of time and thought to your association; it could be the most valuable time you have invested.

MEMBERSHIP ANNIVERSARIES

43 Years

- Harting Auto Supply, Inc., Centralia
- Davco Automotive Parts, Rockford

42 Years

- Effingham Automotive Warehousing, Inc., Effingham
- Blake Sales, Inc., Chicago

39 Years

- Keeley, Kuenn & Reid, Chicago
- G & E Sales Corporation, Riverdale

37 Years

- Arnie's Auto Body Supply, Inc., Joliet
- Harlem Auto Parts & Paints Supplies, Bridgeview

21 Years

- Western Motor Service, Rockford

20 Years

- Stockton Auto Supply, Stockton

17 Years

- Frank's Auto Repair, Peoria

8 Years

- Ancona Grain, Inc./Defenbaugh Trucking, Inc., Ancona

6 Years

- Linco Equipment, Inc., El Paso

5 Years

- Russ Braunecker Olds, Cadillac, GMC, Inc., Effingham
- Superior Fuels, Inc., Newton
- Streator Industrial Handling, Inc., Streator

4 Years

- SIU/Automotive Technology, Carterville
- Lincoln Land Community College/Automotive Technology, Springfield



CONGRATULATIONS to these MEMBERS!!

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

APSA OF ILLINOIS' 2008 Automotive Aftermarket CALENDAR PROGRAM

Celebrate the Year 2008 by getting your message into the home, stores and shops of your customers...daily! Let them know you will be there to serve their needs. Not only are calendars used all year, but 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. 65% of all calendar recipients write appointments/reminders on their calendar. This daily involvement keeps your advertising sign working all day, every day!

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>

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	

APSA of IL — 2007 CALENDAR OF EVENTS

MONTH	EVENT
OCTOBER	Fall Car Care Month
Oct. 29-30	<u>ASAAA Fall Membership Meeting</u> Caesar's, Las Vegas, NV
Oct. 31- Nov. 3	<u>AAPEXA/AAIW 2007</u> (Automotive Aftermarket Industry Week) Las Vegas, NV

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!



Automotive Parts & Service Association



President Jim McKay opens the Annual Business Meeting



Swearing in of President Elect Jeff Dust



President Elect Jeff Dust presents outgoing President Jim McKay with gavel plaque



Swearing in of new Officers and Directors by Thomas Roche, Keeley, Kuenn & Reid



Outgoing Directors Gordon Botts and Kevin Pierce



President Jeff Dust presented outgoing President Jim McKay with gifts from the APSA of Illinois Board of Directors



Jan Firth receives Lifetime Honorary Membership Award



APSA of Illinois Members enjoying Friday night



2007 ANNUAL MEETING

Friday Recognition Tribute, September 22,



President Elect Jeff Dust presents Jan Firth with retirement gift of a garden bench from the APSA of Illinois Board of Directors





Ron Petrucci received the Golden Recognition Award for 50 years of service to the automotive aftermarket industry

2007 Man of the Year Awards were presented by President Jim McKay to Bryan Black and Robert Reisner Saturday, September 22, 2007



J. Garth "Butch" Elzea, III, spoke to the group about "Your Future and How to Succeed in the Aftermarket."



Ben Hartman, Federated Insurance spoke to the group on "Hiring Practices and Employee Retention"

APSA OF ILLINOIS WOULD LIKE TO EXTEND SINCERE THANKS AND APPRECIATION TO THE FOLLOWING ANNUAL MEETING SPONSORS. THEIR FINANCIAL CONTRIBUTIONS HAVE ALLOWED APSA OF ILLINOIS TO BRING MEMBERS TOGETHER TO NETWORK AND RELAX. PLEASE EXPRESS YOUR APPRECIATION TO THESE SPONSORS FOR THEIR GENEROUS SUPPORT.

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RECEPTION SPONSOR
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NOVA Information Systems
Smith Barney, a Division of Citigroup Global Markets, Inc.

BAND SPONSORS
Dust & Sons Auto Supplies, LP & Effingham Automotive Warehousing, Inc.

SILVER SPONSORS
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Dean W. Cass, Inc.
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McKay Auto Parts, Inc.
Quincy Automotive Supply Co.
Shattuck & Assoc. Consulting Inc.
Standard Motor Products, Inc.

TRIBUTE SPONSORS
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Administrative Services, Inc.
NOVA Information Systems
PPG Industries, Inc.
Shattuck & Associates Consulting, Inc.
Rock Valley Distributing, Inc.

BRONZE SPONSORS
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AC Delco, General Motors
Al's Automotive Supply, Inc.
Central US Marketing
Counter Craft Service Systems
Farley Insurance & Investments
Keeley, Kuenn & Reid
Lincoln Automotive Supply, Inc.
Quality Brand Products
SMP Automotive Products, Inc.
Striegel Knobloch & Company, LLC
Sunnyside Parts Warehouse/Factory Motor Parts
The Parts House, Inc.
Trenton Auto Supply, Inc.

Long Distance Service Now Available to Owners & Employees

A benefit offered by APSA of Illinois has changed to allow owners and managers to receive the same long distance telephone service as offered to your company. This is a great way to check out the service reliability and switching ease before committing your company to the program. As owners or managers you can also offer it to anyone who works for you as an benefit. The program offers 24 hours a day/ 7 days a week 2.9¢ in state, and 4.4¢ out of state. The flyer is included in this issue of Road Signs. Your own association uses this service, so if you have any questions, please contact Data Transfer at 1-877-796-2333 or APSA of Illinois at 1-800-369-2964.

LEGISLATIVE / REGULATORY

Right to Repair Sponsor Count Hits 30

The Motor Vehicle Owners' Right to Repair Act (H.R. 2694) hit a milestone last week as three new legislators were added to the co-sponsor list.

Joining chief sponsor, Rep. Edolphus Towns, D-N.Y., were Reps. Jo Ann Davis, R-Va.; Jim Gerlach, R-Pa.; and Chris Van Hollen, D-Md.

For a complete co-sponsor list and other information on H.R. 2694, visit www.righttorepair.org.



Passing of the gavel from Jim McKay to Jeff Dust

2007/2008 Officers elected to the APSA of Illinois Board of Directors

President

Jeff Dust, Dust & Son Auto Supplies, LP, Effingham

Vice President

Ken Kalina, Kalina Machine & Engine Parts, Peoria

Treasurer

Doug Layhew, A & B Auto Body Supply, Inc.,
LaSalle

Secretary

John Rice, Jr., The Jopac Companies, Bloomington

Those elected to serve on the Board and Committees:

Region 4 Director

Steve Fransene, The Parts House, Inc., Galesburg

Region 7 Director

Gerald Chambers, Dust & Son of Macon County,
Decatur

Education Director

Dick Rogers, Lincoln Land Community College,
Springfield

Student Loan/Scholarship Committee

Rob Larson, Gates Rubber Company, Westmont

Insurance Trust Committee

Bryan Black, NAPA Auto Parts/Vogler Motor
Company, Carbondale

Business Insurance Committee

Dean Kinkelaar, Effingham Regrinding, Inc.,
Effingham



Overtime Leads to Political Unrest

The 2007 legislative session will go down in infamy as the longest overtime session in modern history. The budget battle between the Governor and the legislative leaders this past summer was fueled by mistrust and political attempts to undermine and outdo each other. Unfortunately, similar activities appear to be the future for the next several years until changes are made in the make-up of the General Assembly. For the remainder of this year, the General Assembly faces a number of challenges, such as mass transit funding and a capital program especially for Illinois roads and bridges.

As legislators begin gathering signatures to file their intentions to run for re-election, the frustration of how the legislative process has not worked this year has led to a number of incumbents to decide not to run. Legislators who have announced their intention not to run for reelection are: Rep. Bill Black (R-Danville); Rep. Joe Dunn (R-Naperville); Rep. Carolyn Krause (R-Mt. Prospect), Rep. Patricia Lindner (R-Aurora); Rep. Jim Meyer (R-Naperville); Sen. Bill Peterson (R-Buffalo Grove) and Sen. Todd Sieben (R-Geneseo).

Other lawmakers are seeing a strong interest from potential opponents. Early indications are that many lawmakers are not only facing general election opponents but will need to deal with an opponent in the primary as well. For many legislators in safe districts in Chicago and the suburbs, the primary will be their real election with the November 2008 election a mere formality for the primary winner.

The primary also has been moved to the 1st week of February to try and assist US Senator Barack Obama's chances for the White House. The presidential primary elections have wide fields in both parties which will create interesting election day turnout that could

swing votes in unusual ways next February. We provide these ratings to assist APSA of Illinois members to gauge how their legislators respond to APSA of Illinois issues when voting in Springfield. The ratings are one tool and should be used with other factors in determining whether to support an incumbent's reelection or to consider assisting and voting for their opponent.

Votes Used in House Ratings:

HB 374: (Rep. Jack Franks-D-Woodstock and Sen. Terry Link-D-Waukegan) Creates the Illinois Family and Medical Leave Act expanding the federal law to include in-laws. HB 374 passed the House on a 62-50-1 vote. Held by the Senate sponsor. (APSA position: no/present-**20 points**)

HB 536: (Rep. Dave Lietch-R-Peoria and Sen. Dave Koehler-D-Pekin) eliminates the prohibition against tinted windshields and tinted side windows to vehicles owned and operated by persons afflicted with or suffering from a medical illness, ailment, or disease requiring that person to be shielded from the direct rays of the sun. HB 536 passed the House 111-5 and is now PA 95-202 effective 8/16/07. (APSA position: yes-**5 points**)

HR 402: (Rep. Mike Madigan-D-Chicago) indicates support for or against the Governor's proposed Gross Receipts Tax. House vote: 0-107-7 (APSA position: no-**45 points**)

SB 13: (Sen. Link and Rep. Madigan) an extension of the sunset for the 7% homeowner exemption. A recent study has shown that the impact of the cap on increases for assessed valuation for residential property taxes has led to disproportionately higher taxes on commercial property. SB 13 passed the House 101-9-6 but the House amendments died in the Senate. An alternative measure, HB 664, was passed by the legislature and awaits action by the Governor. (APSA position: no/present- **5 points**)

(continued on page 11)

SB 1544 passed the House 63-53-0 and is now PA 95-233 effective 8/16/07. (APSA position: no/present- **5 points**)

SB1592 (Sen. Gary Forby-D-Benton and Rep. George Scully-D-Flossmoor) provides over \$1 billion in rebates and rate reductions for residential and small commercial electric customers. Passed the House 80-33-1; PA 95-481 effective 8/28/07. (APSA position: yes- **20 points**)

Votes Used in Senate Ratings:

SB 5, amendment 1- (Sen. Donne Trotter-D-Chicago) Gov. Blagojevich's Illinois Covered Universal Health Care plan that included a 3% payroll tax on employers of 10 or more that did not provide at least 4% of their payroll for healthcare benefits to their employees. Amendment adopted on a Senate 29-28-0 vote. (APSA position: no- **50 points**)

SB 13: (Sen. Link and Rep. Madigan) An extension of the sunset for the 7% homeowner exemption. A recent study has shown that the impact of the cap on increases for assessed valuation for residential property taxes has led to disproportionately higher taxes on commercial property. SB 13 passed the Senate 33-23-2.

The House amendments died in the Senate. An alternative measure, HB 664, was passed by the legislature and awaits action

by the Governor. (APSA position: no/present- **10 points**)

SB1296- (Sen. Cullerton and Rep. Hamos) requires defendants of less than 25% to be responsible for all the damages in certain instances. Passed the Senate 34-23-1. (APSA position: no/present- **10 points**)

SB1544: (Sen. Hendon and Rep. Currie) various tax business tax changes that increased Illinois' business tax burden by over \$200 million. Now PA 95-233 effective 8/16/07. Passed the Senate on a concurrence vote of 32-26-0. (APSA position: no/present-**5 points**)

SB1592 (Sen. Forby and Rep. Scully) calls for over \$1 billion in rebates and rate reductions for residential and small commercial electric customers. SB 1592 passed the Senate 40-13-1 and is now PA 95-481 effective 8/28/07. (APSA position: yes- **20 points**)

HB 536: (Rep. Lietch and Sen. Koehler) eliminates the prohibition against tinted windshields and tinted side windows to vehicles owned and operated by persons afflicted with or suffering from a medical illness, ailment, or disease requiring that person to be shielded from the direct rays of the sun. HB 536 passed the Senate 111-5 and is now PA 95-202 effective 8/16/07. (APSA position: yes-**5 points**)

Jay Shattuck

*Shattuck & Associates Consulting, Inc.
Phone (217) 544-5490*



Automotive Parts & Service
Association

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Bill Richards— Products Service Manager: bill@apsail.com

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