



APSA
Automotive Parts & Service Association
OF ILLINOIS

Get Connected

JAN | FEB | MAR 2009

Volume 51, Issue 1

Official Magazine of APSA of Illinois

Welcome New Members!

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Flowers Auto Body, LLC, Beardstown

Route 1 Auto Repair, Westville

Royal Fleet Service, Inc., Bloomington

Vern's Auto Repair, Springfield

APSA of Illinois - Get Connected

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Article and Advertisement

Deadlines

Dec. 15 for January
 Mar. 10 for April
 June 10 for July
 Sept. 15 for October

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March 18

APSA of Illinois Board of Directors' Meeting, Springfield

April 8

Spring Meeting, Rexroats, Effingham

April 9

Spring Meeting, Coal City Diner, Carbondale

April 15

Spring Meeting, APSA of Illinois office, Springfield

April 16

Spring Meeting, Libertyville/Mundelein

May 13

*Ralph Silverman Memorial Foundation Scholarship
 Committee Meeting, Springfield*

May 28

APSA of Illinois Finance Committee Meeting, Springfield

APSA of Illinois Important Dates

June 17

APSA of Illinois Board of Directors' Meeting, Springfield

October 9-10

APSA of Illinois Conference, Springfield

November 11

Fall Meeting, (location TBA)

November 12

Fall Meeting, (location TBA)

November 18

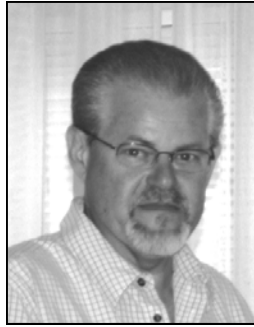
Fall Meeting, (location TBA)

November 19

Fall Meeting, (location TBA)

President's Message

Most President messages are usually about politics, the business climate or directions we should be taking. Well, with the media constantly talking about "Blago-son-of-a-bxxxx", the economy or our new President, I'd say the last thing we need, is me beating that horse anymore than it already is.



Instead, this month this message is a little more personable. A biographical article, if you will. Well, the fact of the matter is, the powers-that-be have decided that this article is to be about your Association President. I hope that I don't bore everyone too much, but here we go.

First, our family business; we run an automotive machine shop in Peoria. It's a small business, consisting of myself and four employees. Our shop is large enough that we can perform most operations in-house in our market share, but we try not to make it too hard. I have always said, work is a four-letter word, however, that doesn't mean you can't have some fun with it. I can honestly say, that over the years we have had the great opportunity to work with and meet quite a diverse group of people.

Second, my family; my wife, Shirley and I live in Morton and we have three children. Our two boys, Rob and Eric, which are both 26 live nearby and both work in the construction business. We have one daughter, Laura, and her husband, Sergio, both age 30, that live in Chicago. Fourteen months ago they blessed us with a granddaughter, Daniela; who by the way, is the most beautiful baby ever born!

My wife has two full-time jobs. One managing a parts department for a local tractor dealership, and the second is keeping me in line. The latter of the two, being the most difficult. We both enjoy traveling in our motor home mostly to street rod shows and NASCAR races, a couple of times a year.

Shirley decided a couple of years ago that we needed travel companions, so she came home with two Maltese pups. Seven pounds each of pure terror, she named them Paris and Lucy; I call them Osama and Bin Laden.

In conclusion, I just wanted to share how fortunate I feel, to work in a wonderful and interesting industry. I have a healthy family and two little dogs that are driving me crazy! Well, two out of three isn't bad.....

Ken Kalina

Kalina Machine & Engine Parts
kalinamachine@sbcglobal.net

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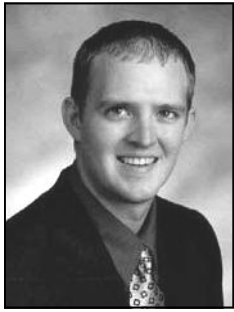
*Practicing Law with Integrity
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to our Clients.*

*Our attorneys have vast
experience in business,
employment and contract law.*

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Executive Vice President's Message



Wow! Now, this is different! Flip through this magazine and you will see how this Association is changing, right in front of your eyes. Not only with a new magazine format, but a new logo too! Tremendous strides of progress have been taken for you as a member of APSA of Illinois.

2009 seems to have many elements of change. With the inevitable impeachment of Governor Rod Blagojevich, the inauguration of President Barack Obama, our nation's economy in turmoil, looming closures of thousands of car dealerships, to the changes you are seeing in this Association; change is the theme for the year. But, the bigger question, are you going to change anything? And I am not talking about changing prices that you charge, or changing to a different line of batteries.

I am asking if you are going to adopt a change in your philosophy towards being an **active member** of the Automotive Parts and Service Association of Illinois. Being an active member doesn't just benefit the Association, you will benefit also! By making sure that you have taken advantage of every savings possible that APSA of Illinois can offer, you are maximizing the most of your dues. Look at the programs that we offer in helping you cut your operating expenses. On this page of the magazine, you will find a list of programs we offer through the association and their ad location. Make sure you are getting every savings we offer.

Being active can also be as simple as passing out this newsletter to others in the industry. Starting with this magazine, we will be sending additional copies each quarter to our jobber and warehouse members to pass out to others in the industry. (*We figured since they are in the distribution business, they would be a good place to start!*) If you would like to receive additional copies, please contact Sue Brookman at APSA of Illinois. We want everyone in the industry to read this magazine and realize why they, too, need to be members of this invaluable resource that is APSA of Illinois. The only

way we will be able to continue our highest level of service to you is by continuing to grow, and we need your help.

Being active can also mean contributing to the Association's Political Action Committee or the Ralph Silverman Memorial Foundation.

Time is precious, more so now than ever, and we understand that. If you cannot personally commit time to the Association, a small financial contribution can mean all the difference to these valuable assets of the organization. Your PAC is dedicated to supporting legislators who will work for business in Illinois, not against us.

The RSMF is your opportunity to help younger people learn that there are wonderful careers in this industry, and the scholarships that are given out ensure a future prosperous automotive aftermarket.

Being active can also mean just giving the Association a call when you have a question without an answer. We are your resource and can find answers that can help you make the right decisions. **Use us.**

2009 will have many more changes before we close the door on this year. Over the next few months, you will see even more programs and legislative initiatives to enhance and strengthen your presence in the automotive aftermarket industry.

Are you going to change in 2009?

APSA of Illinois Programs

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“Under The Dome”



New General Assembly Sworn In...New Governor Before March

The 96th General Assembly was sworn in on January 14th. Their first order of business in the House was to reconfirm the impeachment articles against Governor Rod Blagojevich that

had been previously approved by the 95th House of Representatives the week before. The Illinois House will not get down to earnest activities until mid-February, allowing time for bill drafting and introductions. Meanwhile, the Senate will return at the end of January to begin the trial to impeach the Governor. The current timetable is pointing to a historic vote on impeachment in the Senate soon. Notwithstanding, a resignation by the Governor or some other dramatic turn of events, I predict a near unanimous vote by the Senate to remove the Governor from office.

New Senate Leadership (37 Democrats, 22 Republicans)

Sen. John Cullerton (D-Chicago) is the new Senate President following the retirement of Emil Jones, Jr. Cullerton has served in the General Assembly since 1979, his first twelve in the Illinois House. He brings a greater interest in cooperating with the Speaker of the House and his Republican counterpart, Sen. Christine Radogno (R-Lemont). Radogno was elected Senate Minority Leader after Sen. Frank Watson (R-Greenville) stepped down from the post due to health reasons. Radogno was elected to the Senate in 1996 and has been budget expert for the Senate GOP caucus the past several years. She will be challenged to keep her 22 member caucus as a viable player in the legislative process. Speaker Michael Madigan and Minority Leader Tom Cross continue as leaders in the House (70 Democrats/48 Republicans).

Michael J. Madigan (D-Chicago) was re-elected by his caucus, that has grown by three members since last fall's elections. Madigan has served as Speaker of the House 23 of the last 25 years. Tom Cross (R-Plainfield) will serve his 4th term as Republican Leader of the House.

What to Expect for the 2009 Legislative Session

ASAP of Illinois members will see a “normalization” of relationships between the two legislative chambers. This will lead to issues being dealt with in a more civil fashion and solutions to state problems dealt with.

However, the make-up of the General Assembly is likely to lead to solutions the small business community in the state will have difficulty embracing.

The huge multi-billion state deficit solutions will probably be driven by tax increases. Early political signals indicate some support to adopting a “streamlined” sales tax law and to expanding sales taxes to services. There, too, is a better chance for an income tax increase when Gov. Blagojevich is removed from office. The best defense from the business community will be the recessionary national economy and Illinois' dismal business climate relative to neighboring states.

Speculation is that when the Governor is removed from office the atmosphere to approve a capital program will improve. I still see problems of getting the legislature to agree on how to fund the bonds needed for such a program. A gas tax increase and expansion of gaming are being discussed, but not held favorably at this time. The capital program will need to wait to see what the new Congress and Presidential Administration has to offer as well.

APSA of Illinois will be pushing its own initiative to address auto efficiency and environmental impact. We have lobbied against past proposals that attempt to require auto and truck emission standards in Illinois to conform with those in California. The APSA of Illinois proposal will encourage and create incentives for auto and truck owners to purchase parts and equipment that increases efficiency and contributes to a cleaner environment with sales and use tax exemptions. The legislation is being drafted and we will have more information for you when it is introduced.

What to Expect from the Office of Governor in 2009

As mentioned earlier, I believe Governor Blagojevich's days as Governor are numbered and he should be relatively a non-factor. It would not surprise me if he attempts everything legally possible to thwart an impeachment. I would also be shocked, however, that the Illinois courts would stand by him. This means that current Lt. Governor Pat Quinn probably assumes the Office of Governor soon. Behind the scenes, Lt. Gov. Quinn is already preparing for the accession. He's meeting with legislative leaders and other constitutional officers to get a running start at addressing the State's problems...the biggest being the budget. But, before you get all excited about change in the Governor's office, Quinn's track record has not been outstanding on behalf of business. He is a populist that favors bigger

(continued on page 6)

The “Land of Lincoln” is now the “Land of Lawsuit Abuse”

By Travis Akin, Exec. Director,
Illinois Lawsuit Abuse Watch

For those of us living in Illinois, the arrest of Governor Rod Blagojevich was hardly surprising. After all, Illinois has a long history of indicting governors.

But, as a result of this latest episode, our state’s reputation as a fair place to do business has taken another hit, with the feds declaring Illinois one of the most corrupt states in the country.



Unfortunately, a new report says Illinois is competing for another dubious title – “*Lawsuit Abuse Capitol of the Country.*”

The 2008 “*Judicial Hellholes*” report, issued by the American Tort Reform Association, examined courts and legal systems across the country and named Cook County the third worst “*judicial hellhole*” in the country. According to the report, Cook County is home to 41% of the state’s population, and yet 65% of the state’s lawsuits are filed in Cook County, underscoring the widespread belief that personal injury lawyers are targeting Cook County as a friendly place to file a lawsuit – even if that lawsuit has nothing to do with Cook County.

The culture of lawsuit abuse that runs rampant in Cook County and throughout Illinois has created a situation where we are importing lawsuits and exporting jobs and opportunities. It defies logic to expect Illinois’ economy to grow under these circumstances, even in good economic times, and the Chicagoland area’s status as a judicial hellhole is only going to make a bad economic situation worse.

At a time of great economic crisis, we can ill afford to continue in our failure to change Illinois’ reputation as a magnet for lawsuit abuse.

Illinois Lawsuit Abuse Watch is a nonpartisan, grassroots, legal watchdog group dedicated to educating the public about the need to reform Illinois’ out-of-control courts. To find out more information about how to get involved in this important fight log onto www.illlawsuitabusewatch.org.

It is time we all stood together and put an end to Illinois’ culture of political corruption and lawsuit abuse.



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“Under the Dome” (continued from page 5)

government and regulation. A smoother functioning General Assembly along with a more cooperative Governor could create an even more of an anti-business climate than we have seen in recent years. Legislation that failed in previous years, because of the disputes between the Governor, the Speaker and the Senate President, may have entirely different results this year.

APSA Members Stay Informed and Be Engaged

The staff at APSA of Illinois will do their best to keep you informed about what is happening in Springfield, in order for you to effectively communicate in a timely manner with your legislators. Through the member magazine, legislative reports and legislative alerts, APSA of Illinois members will have the tools to be engaged in the legislative process. Legislators need to hear your opinions and thoughts on legislation they are voting on that impacts your business. I urge you to stay informed and be engaged in what is shaping up to be a historical year in Springfield.

Jay Shattuck

Shattuck & Associates Consulting, Inc.

Phone (217) 544-5490 email: JayDeeShattuck@att.net

Need Grass Root Support for Clean Car Equipment Sales Tax Exemption in IL

In an effort to provide a positive movement for the automotive parts and service industry towards vehicle emissions reductions and improved consumer fuel mileage, APSA of Illinois is supporting a 'Clean Car Equipment Sales Tax Exemption' during this legislative session. Taking a pro-active stance towards cleaning automotive emissions will help impede efforts from environmentalist that want to impose industry crippling legislation to curb emissions beyond the 2012 standards already established by the Federal EPA.

The Clean Car Equipment Sales Tax Exemption (CCETE) proposal amends the Illinois sales and use tax laws to enable Illinois residents to purchase emission-related parts tax free. The proposal provides a sales/use tax exemption on the sale of motor vehicle parts, machinery, equipment, appliances and devices used solely to prevent, abate or reduce air pollution. Motor vehicle air pollution control devices includes, but are not limited to:

- air injection parts
- air pump check valve
- catalytic converters
- exhaust gas recirculation valves
- evaporative canister and canister purge valve
- positive crankcase ventilation valves
- smog pumps



Why do we believe this is a better way to curb automotive emissions in Illinois? The following is a list of reasons:

- ◇ This initiative will encourage individuals to repair faulty emissions equipment on older vehicles.
- ◇ Older vehicles with outdated equipment cause more pollution than new cars.
- ◇ Encourage automobile owners, (who are the ultimate decision makers on car repairs) to maintain the emissions equipment on their cars. This will increase full mileage and engine efficiency, ultimately saving the average tax payer more money.
- ◇ Relieve the automobile manufacturers from undue state regulations that have been addressed by the Federal government for emissions equipment in 2012.
- ◇ Move Illinois into the 'green revolution' through positive initiatives that encourage everyone to do their part in controlling and reducing air pollution.

As this proposal moves forward in the Illinois legislator this spring, your APSA of Illinois lobbyists, Jay Shattuck and Matt Wells will need your involvement and support. Lobbying legislators to support a piece of legislation involves more than just having a couple of really good lobbyists. You need to be ready to contact your local legislator, when the time comes, to become a resource of information for him or her. Legislators need to know that businesses in their districts support this idea and are involved in making sure the right legislation is passed.

If you would like to become actively involved in this legislation, feel free to contact Matt Wells at matt@apsail.com or 1-800-369-2964.



Automotive Aftermarket Associations Join Forces to Oppose Federal “Cash for Clunkers”

WASHINGTON, D.C. (January 7, 2009) – Seven trade associations representing the automotive aftermarket are opposing inclusion of a “Cash for Clunkers” program within the economic stimulus plan currently being considered in Washington. “Cash for Clunkers” would use taxpayer dollars to purchase and crush older vehicles into blocks of scrap metal. There is no evidence that the program will achieve the stated goal of boosting new car sales. In a show of solidarity, the seven groups submitted a joint letter to the U.S. Congress urging lawmakers to reject a program that, for no proven value, would do significant harm to the automotive aftermarket, a \$285 billion industry that employs approximately 4.5 million Americans in all 50 states.



The associations that signed the letter are: Automotive Aftermarket Industry Association, Automotive Engine Rebuilders Association, Automotive Parts Remanufacturers Association, Automotive Warehouse Distributors Association, Automotive Transmission Rebuilders Association, Specialty Equipment Market Association, and Tire Industry Association.

Under the current proposal, a “Cash for Clunkers” program would provide federal taxpayer money to purchase and crush older vehicles. “These programs have been generally rejected by the states since they are not a cost-effective means to improve fuel mileage, reduce emissions, or spur to new car sales,” the seven groups said in the letter. “Conversely, Cash for Clunkers programs threaten jobs in the automotive aftermarket since they remove the opportunity to repair and upgrade existing cars and raise the price of used cars and parts.”

According to the aftermarket letter, “Cash for Clunkers” is a “sounds good” idea that has been around for at least two decades. Upon closer scrutiny, it has always been rejected by Congress for the following reasons:

- Clunker programs focus on a vehicle’s age rather than a vehicle’s emissions, based on the erroneous perception that all older cars are dirty cars. However, there are no actual emissions measurements taken for cars that are scrapped. Rather, the programs “estimate” emissions

reductions, numbers that are significantly overstated.

- Clunker programs rarely capture the “gross polluter,” an improperly maintained vehicle of any model year, which puts out dramatically more emissions due to poor maintenance. Those seeking a quick fix through vehicle clunker programs ignore this reality.
- Clunker programs diminish the availability of affordable transportation and repair parts to low-income drivers as more and more older cars are crushed. Most low-income individuals will not be able to afford to purchase new vehicles, let alone more fuel efficient or cleaner vehicles, with the money provided by clunker programs.
- Clunker programs compete with charitable organizations such as Melwood Industries, the Congressionally-chartered Military Order of the Purple Heart and the Salvation Army that rely on used car donation programs to fund their organizations..
- Auto restoration, customization and repair shops nationwide will suffer with the loss of older cars, trucks and parts they need to supply and service their customers. It will also reduce the supply and, therefore, raise the price of second and third-hand cars and trucks often purchased by low-income citizens.
- Cash for Clunkers programs risk destroying classic, historic and special interest vehicles. America safeguards its artistic and architectural heritage against indiscriminate destruction. Our automotive and industrial heritage deserves the same protection.
- Clunker programs do not guarantee that a scrapped vehicle will be replaced with a more fuel-efficient vehicle. In fact, many older vehicles get better fuel mileage than the newer models.
- Cars turned in for scrappage often are rarely driven as second or third vehicles that have a minimal impact on overall fuel economy or emissions.
- There is no evidence that clunker programs boosts demand for new vehicles, drives traffic to new car

dealerships or creates or retains jobs.

The aftermarket associations pledged support for legislation to provide tax incentives to purchase new cars, such as allowing deductions for interest on car loans and state sales tax. The groups also support tax credits to help upgrade, repair or maintain an older vehicle. "A number of commercially available products and technologies exist that will substantially lower the emission rates of older vehicles while also offering the owner-added performance, drivability and fuel mileage. These innovative solutions drive product sales, produce American jobs and secure tax revenues for the government all while sustaining the multi-billion dollar motor vehicle aftermarket," the groups concluded.

APSA of Illinois is in support of this opposition and works with the Automotive Aftermarket Industry Association on a majority of national issues that our industry faces. If you are interested in being involved at the federal level on this and other issues, contact Matt Wells, Executive Vice President at matt@apsail.com. Matt currently serves on the AAIA legislative committee and will be attending the March 11-12, 2009 Automotive Aftermarket Legislative Summit in Washington D.C. to address this and other issues facing our industry at the federal level.



Toyota Beats Out GM in Annual Global Sales

aftermarketNews, January 22, 2009

NEW YORK -- The Associated Press has reported that Toyota Motor Corporation has overtaken General Motors (GM) as the leading automaker in terms of number of cars and trucks sold around the world last year. GM has held the top spot for the past 77 years, according to the Associated Press. Due to the overall decline in vehicle sales in 2008, Toyota didn't take the lead because of growing sales, rather, the automaker posted less of a loss in vehicle sales than GM did for 2008. GM sold 8.5 million cars and trucks around the world in 2008, about 616,000 fewer vehicles than Toyota reportedly sold in 2008. Toyota was said to have sold some 8.9 million vehicles around the globe last year.

Obama to Let States Set Auto Emission Rules

WASHINGTON, (CNN) -- President Obama signed a memorandum requiring the Environmental Protection Agency to reconsider an application by California to set more stringent auto emissions and fuel efficiency standards than required by federal law.

California and 13 other states would be permitted to set their emission standards under President Obama's plan.

If the EPA grants a waiver allowing California to set its own emissions standards, the nation's largest state will be allowed to require automakers to produce trucks and cars that get better mileage than what is required under the current national standard.

Thirteen other states could take similar action. (*Illinois is currently not included with that group. APSA of Illinois*)

"It will be the policy of my administration to reverse our dependence on foreign oil," Obama said.

Increasing fuel efficiency, he said, is a key step in preventing the United States "from being held hostage" to hostile regimes and the threat of global warming.

"I am fearful that today's action will begin the process of setting the American auto industry back even further," replied Sen. George Voinovich, R-Ohio, in a written statement. "The federal government should not be piling on an industry already hurting in a time like this."

Former President George W. Bush's administration rejected California's application, agreeing with automakers that the creation of another set of rules regarding pollution standards for some state would be confusing and unenforceable.

Besides the EPA waivers, Obama also called for automakers to increase their fuel efficiency standards nationwide.

The President also directed the federal government to make its buildings more energy efficient and to find new ways for federal agencies to save energy.



Membership Anniversaries

50 Years

NAPA Auto Parts of Waukegan, Waukegan

ACME Decatur, Decatur

Leverenz Automotive & Truck Parts, Danville

30 Years

APS, Inc., Libertyville

Eureka Automotive, Eureka

15 Years

BP Automotive, Pana

10 Years

Richard Tarvin, Inc., Dewey

Sterling NAPA Auto Parts, Sterling

Striegel Knobloch & Co., LLC, Bloomington

Weldon Co-Op Grain Co., Weldon

5 Years

Auto Tire & Parts, Harrisburg

Mt. Carmel Auto Parts, Mt. Carmel

Southern Illinois Truck Parts, Marion

Congratulations and thank you for your continuous support!

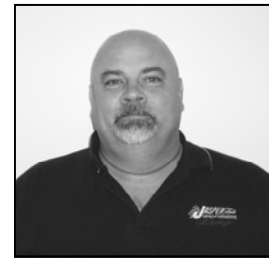
APSA of Illinois' New Region Directors



Mark Hagler,
Mark's Service
Center
Shorewood - Reg. 5



Dean Kinkelaar,
Effingham
Regrinding, Inc.
Effingham - Reg. 7



Al Martin, Martin's
Automotive Center
Mt. Vernon - Reg. 10

Obituaries

Mary Oppenheim

Mary Oppenheim, died peacefully surrounded by her loving family on October 25, 2008; beloved wife for 51 years of **Irvin**; loving mother of Cathy (Robert) Kabins, Mitch Oppenheim, Joanne (Kenneth) Kromash, Phyllis (Elliott) Reichel and Randi (Howard) Berger; devoted daughter of the late Abraham and Esther Feiger; adored Bubbie of Adam, Elyssa, Jordan, Nikki, Danny, Heather, Zachary, Benjamin, Jacqueline, Joshua, Brandon, Miles, Matthew and Jessica; cherished sister of Sidney Feiger and the late Helen (Abe) Levin; dear sister-in-law of the late Rochelle Markson; treasured aunt of Anita (Steven) Cohen, Deena (Craig) Parry, Jim (Debbie) and Hal (Monica) Feiger; special great aunt of Ryan, Amanda, Julia, Deanna, Renee, Rachel and Alex; friend to many and loved by all who knew her. Interment was Westlawn Cemetery, Norridge. In lieu of flowers, contributions to Temple Beth Israel, where Mary worked for the last 7 years; a job she loved and continued at during her illness or [American Cancer Society](#). Mary's husband, **Irvin Oppenheim** is a Past President of APSA of Illinois 1981-1982.

Robert H. "Bob" Donnelly, 88 of Decatur died October 20, 2008. Memorials may be made to Holy Family School, 2400 S. Franklin Decatur, Illinois.

Bob was born June 9, 1920 in Springfield, Illinois. He served in the Army Air Corp during World War II. He

worked for Caterpillar Tractor Company in the 40's and 50's. He also worked for Lyons Auto Supply. Bob founded Donnelly Automotive & Machine Shop in 1955 and retired in 1988.

He married Cecelia Monaghan on June 21, 1941. They are charter members of The Holy Family Parrish. Surviving are his wife of 67 years Cecelia Donnelly, daughters; Dianne Brandhorst & husband Al of Valpariso, IN, Dale Ellen Unser & husband Del of Scottsdale, AZ, sons; Bob Donnelly & wife Tonya of Zionsville, IN, Pat Donnelly & wife Debbie of Decatur, 9 grandchildren and 9 great grandchildren. Bob was a great husband, dad and grandpa and will be deeply missed. His special request was Turn my back to the devil and put my face to the son. **Pat Donnelly** is a Past President of APSA of Illinois 1999-2000.

Richard C. Erkert Sr., died November 27, 2008, veteran of WWII. Dearest husband of Lucia J., nee Jones; loving father of Richard C. (Raima), Kathryn E. (Skip) Rozum and Randall G. (Pamela) Erkert; proud grandfather of Matthew (Elizabeth) Erkert, Julie (Matt) Smith, Dr. Amy (Matty) Francis, Bryan, Michael and the late Kristin A. Rozum; dear brother of George W. Erkert; fond uncle of many nieces and nephews. Interment was at Trinity Lutheran Cemetery, Burr Ridge, IL. In lieu of flowers, memorials may be made to Trinity Evangelical Lutheran Church or the Salvation Army. **Richard Erkert, Sr.**, is a Past President of APSA of Illinois 1983-1984.

“On the Road” with Penny Bagby & Greg Williams

I'm happy to write this little article about how proud I am to be involved with APSA of Illinois. March 1, 2009, I will have been in the auto parts business for 50 years, and I still learn something new every day.

We need APSA of Illinois to lead us and fight for us in today's business, as much as ever.

Prospective members need to know they need help to survive in today's business and we can help them. We are giving a lot more benefits than the price it costs you to be a member. Please look at the benefits and let us help you. Please join APSA of Illinois.

To the members, who already belong, check out the new benefits and get involved with some of our programs. We are your voice in Springfield. Tell us what you want and what you need. Any help I can give you, call me at (618) 922-3656.

Penny Bagby, Membership Field Representative sjb32577@mvexcel.com



It has been interesting since I started here in August 2008, I've seen a lot of changes in attitudes and ideas. Some businesses have been afraid of what the economy has thrown at them but others have thrived and even grown? The one key factor I've noticed is, diversifying one's way of creating new clients and new opportunities for growth. Coming from the hospitality industry, I've always believed in making your business different from your competition, to grow and to prosper. Over the past five months, and even over the past year, the economy has been a roller coaster ride, forcing some businesses to close their doors, or to the brink of closing their doors. But with the outlook I've seen from this industry and many others, 2009 is looking promising and I see some good changes in the future.

Lets' talk about **change** – it is always constant – it is inevitable, and in my opinion it's good. Change doesn't have to be drastic or huge, it could be something as little as changing your store hours or getting involved with your community. As a result, it increases your business and you enjoy what you are doing for your community.

I would like your suggestions on how - we, as an Automotive Parts and Service Association of Illinois, can help you - to make us a stronger industry. Together we can fight against – what really comes down to what most of us don't want – automotive aftermarket businesses closing their doors.

One of my goals, is to someday have a friend, neighbor, or even a business associate call me and say – “Hey Greg, I'm new to the area, and I need some assistance in finding a good repair shop, a great parts company, or a reputable body shop to fix my car.” From all regions of this great state, everyone I've talked to has wanted these qualities for this industry. So how do we do it? We all *work together* through our trade association, and as a business unit to watch each others backs and create a stronger industry. Soon, we will be that resource for everyone and anyone needing something from the automotive aftermarket industry.

But, unfortunately running a business in the automotive industry is not always easy in tough economic times like today. So, we want to help you through that. Through our various programs, or training opportunities, we can help you become more resourceful and profitable. In my past experience, I've learned that if we are all on the same page, in regards to opening new doors of opportunities for your business and ours, we will all win. The key component in that equation, is your involvement in preserving and bettering the automotive parts and service industry.

One final note – I've seen in my travels throughout the state of Illinois that the **successful business owners** who spend their money wisely and run their business in a neat and orderly fashion, are the ones that are steadily growing in 2009 and beyond. And, some of those people are our members and some of them are not. We want all of our members to be this successful and work to improve this industry for many years to come. That is why I believe in the changes now and in the future of APSA of Illinois!

Greg Williams, Membership Field Representative

greg@apsail.com (217) 786-2850

Scholarship Application Deadline March 31, 2009

Automotive Parts & Service Association of Illinois offers scholarships through the Ralph Silverman Memorial Foundation. Ralph Silverman Memorial Foundation, which honors APSA of Illinois' first President, Ralph Silverman, is dedicated to promoting careers and educational opportunities that are available to students interested in the automotive aftermarket industry.



The scholarship program provides a maximum of six \$500 scholarships per academic year, to students pursuing a career in the automotive aftermarket industry. Students are eligible to apply each academic year, up to four years.

APSA of Illinois has joined other organizations to create an online scholarship resource for students planning to pursue careers in the automotive aftermarket. To apply for a scholarship *and* be considered for additional scholarships, go to www.automotivescholarships.org and complete the application.

Deadline for applications is March 31st. Scholarships require Illinois residency and an APSA of Illinois member sponsor. Contact Matt Wells or Marsha Fogleman at APSA of Illinois to find a member sponsor in your area.

Advertise in the APSA of Illinois Magazine

The official magazine of APSA of Illinois is published quarterly. Editorial content includes coverage of APSA of Illinois sponsored meetings and events, legislative issues, topics related to the automotive aftermarket industry and member company's. We accept full-page, full-color advertisements as well as standard black and white advertising.

APSA of Illinois Members receive 25% off published rates.

(see advertising specifications below)

Ad Type and Size	* Rates
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Trim size ** 8 1/2" w x 11" h	4x - \$600.00
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	4x - \$412.50
Half-page - full color	1x - \$450.00
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	4x - \$112.50
Business card - black & white	1x - \$ 50.00
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* Rates are per insertion

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All digital color and grayscale artwork must be supplied at 300 DPI. Line art must be supplied at 600 DPI. High-res PDF, TIFF and JPEG files are accepted. Images from the web are NOT suitable for printing. All color artwork must be in CMYK mode, black and white artwork must be in either grayscale or bitmap mode. RGB mode artwork is not accepted and if supplied will be converted to CMYK mode, which will result in a color shift. All screen and printer fonts as well as linked images must be supplied if not embedded in the file.

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"At GAAS we gain a better understanding of the challenges from all the channel partners that we do business with."
Rusty Bishop, CEO, Federated Auto Parts



"The best reason for why I go to the Symposium is because of the fresh ideas I always get there that help me improve my business."
Scott Webb, Senior Vice President, Pep Boys



"Being there [at the Global Symposium] allows you to obtain information and value that I have not found in other venues around the industry."
Richard Roy, President & CEO, UniSelect, Inc.



The 2009 Symposium is scheduled for Wednesday, May 6, and Thursday, May 7 at the Hyatt Regency O'Hare in Chicago. Save \$200 when you register by March 20.





R.I. Polk & Co. is the corporate sponsor of the Global Automotive Aftermarket Symposiums.

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APSA of Illinois Seminar Examines Biodiesel Application and Advancements

by [Michael Anderson](#), *Parts & People magazine*

Peoria, IL -- While over-the-road truckers have used biodiesel for years, many may not recognize how quickly biodiesel technology has advanced. Hoon Ge of the Meg Corporation and consultant to the National Biodiesel Board examined biodiesel and its application during a seminar at the recent APSA of Illinois Annual Meeting and Conference.

"Either you believe in global warming or not," said Ge, who has a background in chemical engineering. Using biodiesel, usually a blend of 89% fuel and 10% or more organic oil extract, may aid in slowing global warming and helping the United States become more energy independent, he said.

Use of biodiesel has increased from a half-million gallons sold in 1999 to 500 million gallons sold in 2008, Ge said, adding that 50% of the U.S. production was exported to Europe. There are approximately 171 biodiesel plants in the United States as of June 2008, he added.

"It doesn't matter what the feed stock is because it's a chemical," Ge said, adding that triglyceride is oil and the catalyst is sodium hydroxide. Soy is the main feed stock in the upper Midwest, he said, pointing out that Illinois is the second-largest producer in the United States next to Iowa. Several companies are experimenting with algae, an easily renewable stock feed, he said.

"The biggest negative of biodiesel is the glycerin byproduct," Ge said, adding that trying to get rid of it once it's in an engine is the biggest problem. However, he said, the quality of biodiesel continues to increase. More than 40% of the samples taken in 2006 didn't meet specifications, he said, but in 2007, only 10% failed. Today more than 75% of U.S. biodiesel production is BQ-9000 certified, he said, urging the audience to always buy from BQ-9000-certified producers and marketers.

Using bad biodiesel can cause water to get into the engine system, creating a ripe environment for bacteria and fungus to grow, he said. "The lack of sulfur causes them to grow like mad. Once they grow, they multiply."

The bacteria use the water for oxygen and fuel for nutrients, Ge said. A fuel treatment sold at parts stores can help alleviate this problem.

Using E85 requires a different fuel system, but biodiesel doesn't require that, he said, but slight modifications can be preformed to better accommodate biodiesel. "Since bio is a solvent, it eats rubber seals up," he said, adding that he recommends Teflon seals, which are resistant to corrosion.

In 2007, the Environmental Protection Agency required truck manufacturers to reduce emissions, especially particulate matter, Ge said. Those engines have a new catalyzed diesel particulate filter that eliminates most soot, metals, and other solid particles by burning them off just like a self-cleaning oven, he said.

"In a truck, you have to use fuel to do that," he said, adding that there's about a 1% decrease in fuel economy.



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For additional information call toll-free (877) 796-2333 or contact the APSA of Illinois office for an application.

2008 Tire Shipments to Fall More Than 6% - Further Softening Anticipated in 2009

From the *Service Executive*, Volume 12, Issue 16

Gary Molinaro, Editor & Publisher

Tire shipments are projected to decline by more than 6% this year with a further 1% decline expected in 2009, according to the Rubber Manufacturers Association (RMA). Total tire shipments are below 300 million for the first time since 1997 when shipments were 290 million units. The decrease in tire shipments reflects a sharp decline in U.S. economic conditions. Combined OE and replacement tire shipments for 2008 light vehicle and truck categories are anticipated to decrease by more than 20 million units to approximately 290 million total shipments compared to 310 million total shipments in 2007. A further decline of approximately 3 million total units to nearly 287 million total units is anticipated for 2009, as an economic rebound is unlikely to occur until the latter half of the year. The slowing economy, higher energy costs and declines in miles traveled have contributed to a decline in the replacement passenger tire market. As a consequence, this category is expected to realize a nearly 2.7% decrease (roughly 5.5 million units) in 2008, reaching a level of 198 million units. No growth is expected for 2009 because of soft economic conditions. The forecast for replacement light-truck tires in 2008 is for a 4.5-million unit decrease, nearly 13%, to

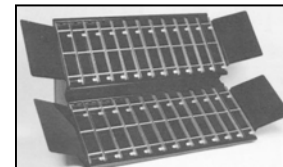


about 29 million units. Although the number of vehicles for this market remains steady, declining economic conditions and fewer miles driven will contribute to a further projected 4% drop in replacement light-truck tire shipments in 2009.

The OE passenger tire category is expected to decrease by more than 14% to roughly 39 million units in 2008 as a result of continued decreases in domestic vehicle production. A further decrease of approximately 3% is expected in 2009 owing to a delayed economic recovery and continued market share gains for light-vehicle imports. This projection does not account for any changes to the auto industry as a result of recent requests for federal financial assistance or the potential for bankruptcy. Consumer demand for vehicles with higher fuel economy, a shift in vehicle fitments to P-Metric passenger tires and market share increases by import vehicle manufacturers have combined to significantly impact light-trucks fitted with LT tires. As a result, RMA is forecasting a decrease of roughly 34% for the OE light-truck tire market in 2008 for a total of 2.9 million units. That's a 1.5-million unit decrease from 2007's total. For 2009, another 100,000-unit decrease is anticipated owing to the slow economic recovery and its impact on the commercial sectors that use light-truck vehicles.



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Mac-Weld, Inc. Carves Out Niche with Combination of Machine and Welding Services

Carbondale, IL--What's in a name? For business owners, it should quickly and accurately depict the product they offer or service they provide. With Wain Taylor and Jerry Kaufmann, their business moniker does just that, depicting the uniqueness of their machine shop's machine and welding services.

"Before we opened up, you could go to Cape Girardeau and get a crank turned and go somewhere else and get some welding done," said Taylor, who co-owns Mac-Weld with Kaufmann. "We thought we could combine the two, and that's how we came up with the name Mac-Weld."

In January 1987, Kaufmann said he called Taylor to come look at the building that would become the future location of their machine shop. A few months later, they said they put a business plan together and opened shop.

"We were lucky enough to find a bank that would finance us," Taylor said. "Over the years we purchased modern equipment that allowed us to reduce the number of employees we needed." At one point the pair said they employed 14 people, which has since changed because of advancements in equipment technology.

For instance, the cleaning equipment that Mac-Weld uses is an AmPro that uses an oven, an airless blaster, and a recovery system that cools it down. The co-owners said they can load up to eight cylinder heads at one time, allowing them time to clean up the valves and other parts while it's going through its cycle, a process that once required many labor hours without the machine.

"It's extremely environmentally friendly; what's left after the grease and oil burns off becomes ash and is landfillable," Taylor said. "Being able to use this machine really cuts down on the labor needed to work on a set of heads."

Once cleaned, the crew rebuilds the heads, many of which are aluminum and require welding cracks, an area that the shop specializes in, Taylor said.



"Our aluminum cylinder head crack repair is our niche in the industry," he said. "We are the only shop that I know of in the

tri-state area (Illinois, Missouri and Kentucky) that will warranty our crack repair on aluminum cylinder heads. We can stand behind it because we know it is not just a repair, but a permanent fix."



He went on to say that once they've determined the location of the crack, they will use special grinders in the cracked area. The head then goes into an oven and is preheated to 550 degrees, he said, adding that once heated, the welding process will fill in the ground-out area.

The shop uses a Lincoln Square Wave TIG welder that gives users better control of the arc. "Instead of getting bubbles in the weld it flows nicely," Taylor said.

The process takes about 24 hours, including the heat-up and cool-down periods, he said.

Mac-Weld has the knowledge of the co-owners' and staff's years of experience, Taylor said, adding that they can easily recognize if a head can be repaired or not. That knowledge was obtained, in part, by cutting core heads in half to see potential problem areas and if there's enough material to weld.

The reason that the head repair is so popular is because of the increasing scarcity of certain heads, Taylor said.

Getting cores has become a problem because automakers are beginning to buy up salvage yards in order to reprocess some of those parts, causing a shortage in the salvage pool, Taylor said.

"If it's a newer car that hasn't found its way into the salvage yards in large numbers, then repairing the head would be extremely cost-effective for the owner," he said.

Taylor said Mac-Weld helps its customers complete their service work in a timely manner by keeping a large selection of rebuilt heads in stock.

"We pride ourselves in being able to satisfy the customer quickly," he said. "If they bring in the heads, we can usually get them back within a day. But we keep a lot in stock because if there's one that can't be repaired, we have one on the floor they can use, which helps keep the service writers turning units quicker and keeps their customers happy."

Taylor said he believes that many of the problems he sees with cylinder heads can be attributed to the weather changes in the Midwest.

(continued on page 16)

Websites and The Automotive Parts and Service Industry

In our industry it is easy to think that we know our marketplace, that we know the people who are going to buy our services or products. Many times, if you have been established in a certain location for a number of years then you feel you already know everyone who is your customer. But what about knowing your customer five years, maybe ten years from now? Are you reaching them yet? Do they know your company, or what you provide? Will they know how to contact you when they need your services?

Today's youngest generation, who will be the largest purchasers of automobiles and affiliated services in the next ten years, know one thing for sure, how to get information, and lots of it. Over the next few years you will see a change, and maybe already have in the purchasing habits of your newer customers. They seem to know more or have gotten information about what they need from somewhere...

Understanding what a website can do for your business is key, before you even think about having a site built. What used to be found in the yellow pages is now done with Google.com. That is right; people are looking up local phone numbers and services on Google.com more than they are using the yellow pages. I, personally, have not used a yellow page book in three or four years, and that is more common than you think, just ask anyone under the age of 28.

With a website, not only can customers find you through search engines, but it is a great way to control what customers know and learn about your company. The powerful thing about the web is that anyone can post any information, right or wrong. Without a website where you can control what customers learn about your business, you do not have any influence over what

someone may read about your company. A website will allow you to tell the world exactly what you want them to know about your business. Don't underestimate simplicity. Sometimes just saying what you do is enough to convince someone to use your company's services or dispel any mistruths they may have read.

A website will also allow you to reach out to new customers. We live in a global society that has no rhyme or reason. With today's economy you need to ensure that you are reaching out to every possible potential customer. Being accessible to tomorrow's key customers is as important as ever. Today's new adults have never lived in a world that does not have the internet or computers.

Finally, the key is having someone who knows how to optimize your website to be found by search engines like google.com, yahoo.com and msn.com. Anyone can have a website built; that is the simple part of having a presence on the web. The difficult part is getting your site to the first page of a search engine results when someone is looking for your services. Having the right tags, and keywords along with an intricate understanding of search engine programming knowledge, will allow you to have your site optimized.

These are a few of the questions you need to think through before building a website, or if you have a website and are not happy with its performance. Having a presence on the web will be crucial to an automotive parts or service business plan for survival in the near future.

For more information or any questions about having a website, contact Matt Wells at matt@apsail.com or 1-800-369-2964.

Mac-Weld, Inc. *(continued from page 15)*

The abrupt changes in temperature cause the head bolts in a bi-metal engine to stretch, he said, adding that they then lose clamping force, resulting in premature head gasket failure.

"That's one reason why you see the large amount of blown head gaskets in our area, due to the large variance from extreme heat to extreme cold through our seasonal changes," he said.

Parts & People magazine October 28, 2008



Avoiding Credit Card Fraud

By Mitch Breslow, President
Qualified Processing Services

Though it may sound basic, the key to mitigating fraud is repetitive business practices. By processing your credit card transactions correctly and the *same way every time*, you will significantly, if not completely, reduce your chances of running fraudulent cards. As many merchants know, accepting a stolen card is your liability. Chargebacks result in funds automatically being debited from your account, and there is no recourse. To prevent this from happening, you want to follow the same basic steps every time.

- For card-present transactions, *always* verify identity.
- For card-not-present transactions, *always* enter address and invoice/PO information.
- We recommend utilizing a credit card authorization form for all card-not-present transactions; for larger amounts you may want to request a fax copy of the credit card and drivers licenses.

Not only will this information protect your sales, but it will lower your processing costs.

Once again, most merchants know this is the right way to run card transactions, but how many actually follow these practices? In a tightening economy, stolen card sales are increasing. Now is the time to make sure your staff is doing what is necessary to mitigate this common form of fraud. For more risk prevention info such as PCI Compliance or for additional cost-reduction tips, please contact APSA Illinois or Qualified Processing Services.

If you would like an authorization form (like shown below), please contact the APSA of Illinois office at (217) 786-2850.



The Automotive Parts & Service Association of Illinois Board of Directors recently endorsed an exceptionally successful credit card processing service to our membership. Find out what your fellow APSA of Illinois members already know: In a time when customer service is often lacking, Qualified Processing Services (QPS) provides a level of service that is unsurpassed.

QPS partners with our members to help reduce the overall cost of credit card processing. It is their emphasis to create true relationships with their clients. Through relationships, they not only teach our members how to process correctly, but QPS also monitors their accounts to ensure they always process correctly.

QPS will work with your company to remove the extra fees from your merchant account statement. Their approach is different, but the net result will be significant savings, delivered through reduced charges and low rates.

	<p>For more information contact APSA of Illinois (217) 786-2850 or Nader Saweeris (866) 962-4462</p>	
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- ★ Five percent (5%) of the gross profitability from member accounts will be refunded back to participating APSA of Illinois members on an annual basis*
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Some items above may be crash printed or customized to fit your needs.

We can also provide stock and custom supplies for computer systems.



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2009 Industry Calendar

(For APSA of Illinois Dates, see the inside front cover)

January 28- February 1

St. Louis Auto Show, St. Louis, MO

February 14-15

Race & Performance Expo, St. Charles

March 4-6

The Work Truck Show, Chicago

March 10-11

AASA Vision Conference 2009, Rosemont

March 11-12

Aftermarket Legislative Summit, Washington, DC

March 12-14

Hot Rod & Restoration Trade Show, Indianapolis, IN

March 31

RSMF Scholarship Application Deadline

April 2-4

Car Care World Expo, Las Vegas, NV

April 3-4

Chicago Classic Car Auction & Show, Chicago

April 22-25

AAIA Spring Leadership Days, Huntington Beach, CA

May 1-3

O'Reilly NHRA Midwest Nationals, Madison, WI

May 6-7

Global Automotive Aftermarket Symposium, Chicago

May 25

IRL Indianapolis 500, Indianapolis, IN

June 4-7

NHRA Route 66 Nationals, Chicago

July 10

NASCAR Nationwide Series, Joliet

July 11

NASCAR Sprint Cup Series, Joliet

July 11

Hot Import Nights, Chicago

July 13-15

Aftermarket eForum, Chicago

July 16-19

NMRA/Ford Nationals, Chicago

July 18

NASCAR Nationwide Series, Madison, WI

July 19

Road Run, Northbrook

July 22-24

International Conference on Intelligent Transportation Systems, Chicago

August 1

DUB Super Series National Car Show Tour, Chicago

August 7-9

Super Chevy Show, Chicago

August 28

NASCAR Craftsman Truck Series, Joliet

August 29

IRL Delphi Indy 300, Joliet

September 9-11

AAIA Fall Leadership Days, Boston, MA

September 12

NASCAR Craftsman Truck Series, Madison, WI

September 18-20

Peak Chicagoland Nationals, Joliet

September 19-20

Corvette Funfest, Effingham

September 21-24

Assembly Technology Expo, Rosemont

October 6-8

SAE Commercial Vehicle Engineering, Rosemont

November 3-5

AAPEX 2009, Las Vegas, NV



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More Highlights From the 50th Anniversary Annual Meeting & Conference

Company's recognized at the 50th Anniversary Annual Meeting & Conference, September 19 & 20, 2008, that have been with the Association since 1959. Their loyal dedication to the morals and ideas of this association is greatly appreciated. Together, this Association and these members have shared a 49-year history of change and maturity. *(photos courtesy of Parts & People)*

49-Year Members

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The Jopac Companies, Bloomington
Kindelspires Auto Supply, Morris
McKay Auto Parts, Inc., Litchfield
Acme-Decatur, Decatur
Erkert Brothers, Inc., Blue Island
Kostka, Inc., Chicago
Leverenz Automotive & Truck Parts, Danville
NAPA Auto Parts of Waukegan, Waukegan



*Tom Kindelspire
Kindelspires Auto Supply*



*John Rice
The Jopac Companies*

*Dean Kinkelaar
Effingham
Regrinding, Inc.
(far left)*



*Bob McKay and
Earl Flack
McKay Auto Parts*

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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.