

AAAS Industry News

News for the Southeast Automotive Aftermarket

Spring 2014

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AAAS Annual Conference & Trade Show— June 5—8, 2014!

The annual gathering of AAAS members, families & friends is just around the corner! **AAAS Chairman Mike Morgan** invites you to take advantage of this great opportunity to join with your friends and fellow automotive aftermarket industry professionals, June 5 – 8, at the beautiful Sandestin Village of Baytowne Wharf, located in Destin, Florida. This year's AAAS Annual Conference & Trade Show promises to be a great weekend for meeting people, picking up industry information and relaxing and enjoying yourself!

The Sandestin Village is a very popular vacation resort - rooms go fast! You can book your accommodations online at sandestin.com or by calling 800.320.8115. When making your reservation, be sure to mention that you are part of the AAAS

Conference group, or mention group code 2331MZ.

A conference flyer, with registration information is enclosed, and you can find additional information at aaas.us/Events. We

have a very interesting,

informative and enjoyable program lined up! Beneficial information and networking at a fabulous resort promises to be a valuable investment for your business! Please give the association staff a call if you have any questions. We hope to see you in June!



Aftermarket Auto Parts Alliance President and CEO, John Washbish, to Speak at AAAS Annual Conference



Automotive Aftermarket Association Southeast, Inc. (AAAS) is very pleased to announce that John Washbish, President and CEO of Aftermarket Auto Parts Alliance will be the keynote speaker at the association's annual conference and trade show. This year's conference will be held at the Sandestin Resort Village of Baytowne Wharf in Sandestin, Florida, June 5 – 8.

Washbish began his experience in the parts business at the age of eight when he would visit his family's automotive and heavy-duty parts distribution business in Louisville, Kentucky. After graduating from Northwood University with an associate's degree in Automotive Aftermarket Management and a bachelor's degree in business administration in 1975, Washbish began his aftermarket career with AEC Universal Joints. Washbish was national sales manager of AEC Universal Joints (1975-1981) and Michigan Engine Bearings (1982-1986). From

1987 to 2000, he was president of Clevite Engine Parts. In 2000, Washbish became president of the Dana Under Hood Group and in April of 2003 became president of the new Customer Relationship Management Group. In late 2004, Dana sold its aftermarket business to Cypress Group, a private equity investment firm. The new company was renamed Affinia Group and included WIX Global Filtration, Brake Parts, Affinia do Brazil and Quinton Hazell. Washbish was given dual responsibilities and held the titles of president, customer relationship management and president, Under Vehicle Group. He also served as a director on the Affinia Group board. In July 2008, he left Affinia and moved on to become executive vice president at Aftermarket Auto Parts Alliance. On Jan. 1, 2010, he assumed the position of president and CEO of AAPA.

His service to the industry includes stints as president of the Automotive Sales Council and National Engine Parts Manufacturer's Association. He has served as chairman of the Young Executive Society and the Manufacturer's Advisory Council of AWDA. He has held seats on the board of directors for the Motor Equipment Manufacturers Association, the Automotive Aftermarket Suppliers Associations and the Automotive Aftermarket Industry Association. He currently serves on the Michigan board of governors for Northwood University, as well as on the school's Aftermarket Curriculum Advisory Council.

Washbish has been recognized for his leadership with numerous awards, including the Automotive Warehouse Distributors Association Leader of the Year. He is also the recipient of Northwood's Automotive Aftermarket Management Education Award, and twice has been recognized as the university's Alumni of the Year.

AAAS Chairman Mike Morgan of Frost Transmission in Gadsden, AL stated "We feel very fortunate to have John joining us for our annual conference. We look forward to his visit and him sharing his views and insight on the industry and the economy."

2014 Conference Saturday Morning Business Program Preview

As AAAS Chairman Mike Morgan stated, "We are honored to welcome an impressive list of guest speakers who will deliver very timely educational and informative presentations on some of the most important topics facing the aftermarket industry today." The Saturday morning business program begins with breakfast and keynote speaker John Washbish, President and CEO of Aftermarket Auto Parts Alliance, who will discuss Aftermarket changes and trends that impact you and your business (see page 1). We are pleased to announce the follow up to his presentation with three speakers and presentations that will surely benefit you and your business.



Following John Washbish, **Scott Lockett, the Chief Information Officer for the Automotive Aftermarket Industry (AAIA)**, will discuss "The Connected Car.. The Impact of Vehicle Telematics in the Auto Care Industry."

Mr. Lockett is liaison to the AAIA Technology Standards Committee and is responsible for coordinating committee projects and strategic initiatives, including: the Aftermarket Catalog Enhanced Standard (ACES); the Product Information Exchange Standard (PIES); Shop Equipment Integration Standards known as i•SHOP; Internet Parts Ordering (IPO) and others.

He also serves as Executive Director of the National Catalog Managers Association and is a director of the Aftermarket Telematics Task Force. Lockett has been recognized for his contribution to training and education as a 2001 recipient of the Northwood University Automotive Aftermarket Education Award and as the 2002 recipient of the University of the Aftermarket Founders' Service Award.

After a short break, **Skip Potter, Executive Director of the National Automotive Service Task Force (NASTF)**, will present "Aftermarket Access to OEM Vehicle Repair Information."

Skip Potter has more than 45 years of experience in many segments of the automotive industry including parts distribution, tool sales, service, and the motorsports press. Since 1988 he has worked for the industry in its trade associations, rising to Vice President of the Automotive Aftermarket Industry Association and then to Executive Director/CEO of the Chesapeake Automotive Business Association before becoming Executive Director of the National Automotive Service Task Force in 2012.

Potter was recognized by Babcox Publications in 1999 as an "Aftermarket Influence" and received the Education Award from Northwood University that same year. His syndicated radio broadcast, Virginia Race Line, won six awards from the National Motorsports Press Association during the 1970s and the Old Dominion Speedway in 2011 named Potter to their list of "Legends" for his work there in the 70s and 80s. Potter earned the professional designation as a Certified Association Executive from the American Society of Association Executives in 2001 and holds a bachelor's degree in economics from George Mason University.



Last but certainly not least, **Wayne Bowling** will speak on the much anticipated topic of Obamacare. Mr. Bowling is the **Sr. Vice President of Employee Benefits for Willis Group**.



Wayne Bowling began his insurance career in 1981 providing group insurance and individual life insurance to employers. From 1985 to 1995 Wayne worked as a Broker's Broker helping agents evaluate and place health insurance throughout the Southeast. In 1991 he began working with various Third Party Administrators placing partially self insured medical plans. Wayne started working exclusively with insurance carriers and Third Party Administrators in 1995 to market and manage Self Funded and partially Self-Funded Medical plans. It was during this time that Wayne narrowed his focus to the inner workings of medical plans. As an Employee Benefit Consultant, he has worked on many complex issues such as plan design, case management, disease management, Rx analysis, cost & trend analysis, stop loss coverage, and most recently Health Care Reform compliance issues.

Since 1999 Wayne has been involved as an Expert Witness for various State and Federal Insurance, Stop Loss and Self Funding Administration cases.

In 2001 Wayne joined Willis of Alabama as an Employee Benefits Consultant. His current clients range in size from 500 to 8,000 employee lives. Wayne is currently the Senior Vice President of the Human Capital Practice and the Practice Leader for the Alabama Willis Benefits Team.

Join Us Aboard the Solaris!



We are so excited to announce that for this year's Saturday night Dinner Party, we will be dining & cruising through the bay aboard SunQuest Cruises' Solaris! As one of the area's top attractions, the Solaris yacht takes fine dining in Destin to the next level, featuring three decks of indoor & outdoor fun. Enjoy fine dining in Destin on the water while you cruise into the sunset & dance under the stars. We are thrilled to embark on a memorable three hour dinner cruise complete with three full courses, premium bar, & house entertainment. Our experience will begin with a warm greeting from Captain Rick. Then, explore all three decks while chefs prepare your delectable fine dining meal. Take in the fresh breeze as well as panoramic views of Destin Florida & the colorful sunset!

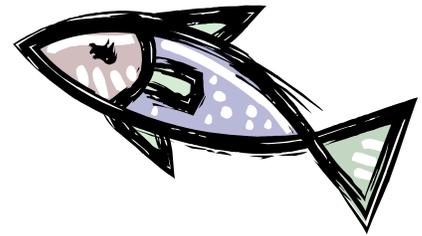
Member Favorite Deep Sea Fishing Charter!

Join us aboard the Destination early Friday morning, located behind the Fisherman's Wharf Restaurant on Highway 98 in Destin, Florida, where "the Luckiest Fishing Village in the world" offers deep sea fishing year round. This charter boat can accommodate up to 20 people, and has a huge 20ftx20ft fishing deck! Top of the line fishing rods are furnished along with bait, ice, license, tackle and best of all ... a lot of fun. Captain Bill Williams has many years of experience in the fishing industry and utilizes state-of-the-art marine electronic equipment to help locate the perfect catch. You are guaranteed to



have a fun-filled and exciting outing on the Gulf of Mexico which offers a great variety of angling opportunities. There is

plenty of fish to catch. Come catch Red Snapper, Trigger, Grouper, Vermillion Snapper, King Mackerel, Amberjack, Wahoo, Mahi Mahi, Tuna, Sailfish, and many more species. We will clean and prepare the fish, ensuring they are all set to cook when you are ready. Prizes will be awarded for the top catches of the day! Everything you need to enjoy this day will be provided including lunch. It doesn't matter if you are a novice or professional; all you need is an ability to have fun! Hurry and get your registration in! The boat always fills-up fast!



2014 Bell/Hines Memorial Scholarship Fundraiser Golf Tournament



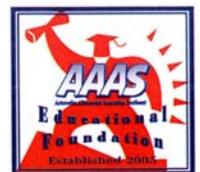
We hope that you will be able to join us Saturday afternoon, June 7th, at 12:30 p.m. at the Baytowne Raven Golf Course for the Bell/Hines Memorial Scholarship Fundraiser Golf Tournament. This tournament raises money for the Automotive Aftermarket Association Education Foundation Dick Bell and Al Hines Memorial Scholarships. The Dick Bell Memorial Scholarship and the Al Hines Memorial Scholarship were established in 2008 to honor Dick Bell and Al Hines, respectively, for their tireless contribution to the aftermarket. The annual tournament is always a huge member attraction. Prizes are offered on several holes, for several shots; including a \$10,000 possible prize for a hole-in-one, sponsored by Federated Insurance.

Raven Golf Club, home in 2006 and 2007 to the Boeing Championship – a stop on the PGA Champions Tour – is masterfully carved through the marshes and pine trees of Sandestin Florida Golf Resort. Robert Trent Jones Jr. crafted this unique and visually stunning 6,900-yard par 71 into what he calls

"a true modern traditional."

Voted "Best New Course in Florida in 2000" by Florida Golf News, the Raven Golf Club is a natural wonder that presents drama and strategy on every tee. Guests are presented with a myriad of exciting shot options while experiencing dramatic changes in color and texture throughout the course. Large undulating greens make club selection an essential part of each round.

The Automotive Aftermarket Association Southeast Board of Directors is proud to sponsor the AAAS Educational Foundation scholarship program and be in a position to offer financial assistance to deserving students. The success of the Foundation is due to the unselfish support of the many members and friends of our association. The AAASEF scholarship program is dedicated to these fine people. It is our hope to offer assistance to as many students as possible, now and in the future.



Sandestin Village of Baytowne Wharf ~ Destin, FL ~ June 5 - 8

~ Make your conference reservations today at 800.320.8115 ~

EPA to Propose Eliminating Use of 134a In Vehicles

The U.S. Environmental Protection Agency (EPA) announced on Tuesday, Feb. 4 that it will soon issue a proposed rule that would eliminate the use of 134a as a refrigerant in new motor vehicles and as an aerosol in many consumer products. The action will be taken under the Significant New Alternatives Program Air Act Amendments to evaluate the human health depleting substances that have been phased out of the President Climate Action Plan, which aims to reduce emissions of greenhouse gases in the U.S.



According to the agency, a proposed rule will be issued in new motor vehicles and as an aerosol in consumer products for 134a in both motor vehicles and consumer SNAP for use on vehicles. EPA did clarify that the upcoming action will not impact the use of 134a in the servicing of motor vehicles already on the road. As part of the announcement, EPA did not specify a timeline for ending use of 134a, but stated that such action would be determined based on each specified use case.

was issued this summer to withdraw approval for 134a for consumer products. EPA pointed to the availability of substitutes including 1234yf, which was approved under SNAP, which was established under the 1990 Clean Air Act Amendments to evaluate the human health and environmental impact of substitutes for ozone-depleting substances. The agency is taking this action as part of an "all-of-the-above" strategy for reducing emissions. (AAIA Capital Report)

U.S. Treasury Issues Rulemaking Delaying ACA Implementation for Certain Classes of Small Businesses



On Feb. 10, the Department of the Treasury issued a rulemaking that gives employers with 50-99 full-time workers "transition relief" until 2016 before the Affordable Care Act's (ACA) employer mandate begins. However, these businesses will have to subscribe to the reporting requirements in the ACA in 2015. One significant condition that must be met to qualify for transition relief is a self-certification that the business has not laid off any employees to come under the 100 employee level. Other provisions in the latest rulemaking include:

- Employers can determine whether they had at least 100 full-time or full-time equivalent employees in the previous year by reference to a period of at least six consecutive months, instead of a full year.
- Non-calendar year plans: Employers with plan years that do not start on Jan. 1 will be able to begin compliance with employer responsibility at the start of their plan years in 2015 rather than on Jan. 1, 2015, and the conditions for this relief are expanded to include more plan sponsors.
- Dependent coverage: The policy that employers offer coverage to their full-time employees' dependents will not apply in 2015 to employers that are taking steps to arrange for such coverage to begin in 2016.
- On a one-time basis, in 2014 preparing for 2015, plans may use a measurement period of six months even with respect to a stability period – the time during which an employee with variable hours must be offered coverage – of up to 12 months.

As these limited transition rules take effect, Treasury will consider whether it is necessary to further extend any of them beyond 2015. The U.S. Treasury Fact Sheet on the rulemaking can be viewed at <http://www.treasury.gov/press-center/press-releases/Documents/Fact%20Sheet%2020121014.pdf>.

April is National Car Care Month: Spring into Action



April is National Car Care Month and the Car Care Council reminds motorists to spring into action and follow 10 basic maintenance procedures to make sure their vehicles are running at peak performance for the summer driving season.

- **Check all fluids**, including engine oil, power steering, brake and transmission as well as windshield washer solvent and antifreeze/coolant.
- **Check the hoses and belts** to make sure they are not cracked, brittle, frayed, loose or showing signs of excessive wear.
- **Check the battery** and replace if necessary. Make sure the connection is clean, tight and corrosion-free.
- **Check the brake system** annually and have the brake linings, rotors and drums inspected at each oil change.
- **Inspect the exhaust system** for leaks, damage & broken supports or hangers if there is an unusual noise. Exhaust leaks can be dangerous and must be corrected without delay.

- **Schedule a tune-up** to help the engine deliver the best balance of power and fuel economy and produce the lowest level of emissions.
- **Check the heating, ventilating and air conditioning (HVAC) system**, as proper heating and cooling performance is critical for interior comfort and for safety reasons such as defrosting.
- **Inspect the steering and suspension system** annually including shock absorbers, struts and chassis parts such as ball joints, tie rod ends and other related components.
- **Check the tires**, including tire pressure and tread. Uneven wear indicates a need for wheel alignment. Tires should also be checked for bulges and bald spots.
- **Check the wipers and lighting** so that you can see and be seen. Check that all interior and exterior lighting is working properly and replace worn wiper blades so you can see clearly when driving during precipitation.

"Whether you visit a professional service technician or do it yourself, a thorough vehicle inspection this spring can help keep your car safe and dependable and help you avoid much higher costs down the road in the form of more extensive repairs or lost resale value," said Rich White, executive director, Car Care Council.

Florida Education Bill and AAAS Scholarships to Provide Savings to Florida's Families

This year Florida drastically lowers the skyrocketing cost of Florida Prepaid College. SB 732 by Senator Galvano passed the Senate Education Committee unanimously. The bill reduces the 4-Year Florida University prepaid program from \$53,729 to less than \$43,000.

Over 26,000 Florida families who purchased plans at higher prices in recent years will receive refunds totaling nearly \$50 million. Future monthly payments will be reduced for those purchasing a prepaid contract and paying on a monthly basis.

The savings do not end there. This year the Florida Senate is working to make college education more affordable and accessible for Florida families currently paying tuition.

Also to offset college costs, the Automotive Aftermarket Association Southeast Educational Foundation scholarship program offers financial assistance to deserving students. All applications must be completed and submitted online at www.automotivescholarships.com/AAAS by March 31 of each year. Make sure that you complete and submit your application in time to be considered. All AAAS members sponsored and eligible applicants will be considered regardless of student's field of study.



Automakers & Aftermarket Move to Preserve Consumer Choice in Auto Repair



The Alliance of Automobile Manufacturers (Alliance), the Association of Global Automakers (Global), the Automotive Aftermarket Industry Association (AAIA), and the Coalition for Automotive Repair Equality (CARE) today announced their collective acceptance of a national agreement to ensure consumer

choice in post-warranty auto repair, decisively ending the longstanding "Right to Repair" debate within the industry.

The national agreement is based on a recent law finalized in the Commonwealth of Massachusetts (Chapter 165 of the Acts of 2013). The signed Memorandum of Understanding (MOU) extends the essential provisions for all light vehicles negotiated in the Massachusetts law nationwide; it impacts all companies and organizations that are currently members of the signatory associations.

This national agreement ensures the Alliance, Global, AAIA, and CARE will stand down in their fight on "Right to Repair" and work collectively to actively oppose individual state legislation while our respective groups work to implement this MOU. In the meantime, the parties agree that further state legislation is not needed and could serve to weaken the effectiveness and clarity of the MOU.

"Automakers manufacture high quality, innovative vehicles that provide strong value, safety, and convenience to our customers," said Mitch Bainwol, President and CEO of the Alliance of Automobile Manufacturers. "Accessible, efficient, accurate, and competitively-priced repair and service are paramount, and franchised dealers and the aftermarket play unique and important roles in the repair process."

"We are excited that consumers and independent repair facilities around the Nation will have the same access to the information, tools and software needed to service late model computer controlled vehicles as is required under the Massachusetts right to repair statute," said Kathleen Schmatz, President and CEO of the Automotive Aftermarket Industry Association. "We believe that the resulting competitive repair market is a win-win for car companies, the independent repair industry and most importantly consumers."

"Much like with fuel efficiency economy and greenhouse gases, a

single national standard regarding vehicle repair protocols is imperative," said Mike Stanton, President and CEO of the Association of Global Automakers. "A patchwork of fifty differing state bills, each with its own interpretations and compliance parameters doesn't make sense. This agreement provides the uniform clarity our industry needs and a nationwide platform to move on."

"Since the first Right to Repair Act was introduced in Congress in 2001, CARE and the automotive aftermarket have worked to ensure our customers continue to have the right to choose where they buy their parts and have their vehicles serviced," said Ray Pohlman, President of CARE. "This agreement will ensure vehicle owners will have competitive and quality choices in their repairs while strengthening the auto repair industry nationwide. This agreement illustrates what can happen when organizations focus on putting customers and consumers first," Pohlman said.

The Alliance of Automobile Manufacturers is an association of 12 vehicle manufacturers including BMW Group, Chrysler Group LLC, Ford Motor Company, General Motors Company, Jaguar Land Rover, Mazda, Mercedes-Benz USA, Mitsubishi Motors, Porsche, Toyota, Volkswagen Group of America and Volvo Cars North America.

The Association of Global Automakers represents international motor vehicle manufacturers, original equipment suppliers, and other automotive-related trade associations. Members include American Honda Motor Co., Aston Martin Lagonda of North America, Inc., Ferrari North America, Inc., Hyundai Motor America, Isuzu Motors America, Inc., Kia Motors America, Inc., Maserati North America, Inc., McLaren Automotive Ltd., Nissan North America, Inc., Subaru of America, Inc., Suzuki Motor of America, Inc., and Toyota Motor North America, Inc.

The Automotive Aftermarket Industry Association is a Bethesda, Md.-based association whose more than 23,000 members and affiliates manufacture, distribute and sell motor vehicle parts, accessories, service, tools, equipment, materials and supplies. Through its membership, AAIA represents more than 100,000 repair shops, parts stores and distribution outlets.

The Coalition for Automotive Repair Equality (CARE) is a national organization that represents companies in the automotive aftermarket. CARE member companies include AutoZone, Advance Auto Parts, NAPA and O'Reilly Auto Parts.

In Memoriam

With heartfelt condolences, we remember and honor the memory of.

Berta Mae McGriff [December 2, 2013] ~ McGriff Tires~ Cullman, AL. The McGriff Family has been a member of AAAS for 9 years.



How To Conduct A Better Job Interview

When you're preparing to interview job candidates, imagine you're an investigative reporter and consider the facts you'll need to uncover to draw accurate conclusions. This will help you turn a "routine" hiring procedure into a fruitful and informative one.

It's helpful to think of the job interview as an exercise in asking the right questions. When preparing to interview candidates, try to move beyond the stock questions that will yield only formulaic, standard answers. Here are some suggestions for designing the kinds of questions that will prompt candid answers.

1. Do your research. Review each candidate's background and experience with an eye for red flags such as gaps in work history, odd job titles or achievements that sound too good to be true. These are the areas of concern you'll want to explore in the interview.

2. Don't be ruled by the list. Of course it's important to prepare a list of questions to ensure that you cover the same topics with all candidates. But don't become so chained to the list that you never go off script.

3. Fill in the blanks. At times, you will need to respond to a candidate's answers with a follow-up question that draws out more detail. For example, if a candidate states that she developed an algorithm that reduced the time it takes to produce a key report by three days, you'll want to follow up by asking additional questions.

4. Ditch off-the-shelf questions. "What are your strengths and weaknesses?" and "Where do you see yourself in five years?" are predictable, shopworn questions that will elicit canned answers.

You often can get more useful information with an unconventional line of inquiry. For example, present a hypothetical situation that requires him to reason through a real-life problem. This will give you a chance to evaluate his resourcefulness and ability to

think on his feet. If the individual struggles, seems tentative or offers an inadequate solution, you've likely uncovered a weakness the applicant might never have revealed if questioned directly.

5. Probe for specifics. While you don't want to interrogate the candidate, you will need to explore uncomfortable subjects on her résumé, such as a layoff or an unexplained gap in employment.

It's likely the candidate will give very short, general answers in such cases. It will be up to you to gently but firmly probe for more information; for example, "Tell me more about the events that led to your decision to leave that position," or, "What did you do during those 10 months between jobs?"

Ask for examples. If the applicant makes a general statement (e.g., "I'm detail-oriented"), ask for concrete examples that back up his claim. You can also obtain the same type of information by asking him for examples of occasions when he was under a tight deadline, juggling an especially heavy workload, supervising a work team, dealing with upper management, interacting with clients or any other situations that are relevant to performance of the available position.

6. Push past resistance and double-talk. Occasionally, you'll ask a question a candidate does not want to answer. He/she may give an evasive, vague or rambling response that isn't quite forthcoming. Don't settle for this; instead, say, "I'm not sure I understood what you meant, and I want to be sure I do. Could you explain a little more?" If the candidate still stonewalls, make note of it and move on. Later, you can try to get more information from her references.

(Robert Half International)



Proposed Legislation Would Bar Employers from Conducting Credit Checks

Debate over how employers should use credit checks in the hiring process was reignited on Dec. 17, 2013, when Sen. Elizabeth Warren, D-Mass., introduced legislation that would prohibit employers from asking job applicants to disclose their credit history.

"A bad credit rating is far more often the result of unexpected medical costs, unemployment, economic downturns or other bad breaks than it is a reflection on an individual's character or abilities," Warren said in a written statement. "This is about basic fairness; let people compete on the merits, not on whether they already have enough money to pay all their bills."

If enacted, the bill would amend the Fair Credit Reporting Act to stop employers from requiring or suggesting that applicants disclose their credit history & from obtaining a consumer or investigative report of job candidates. In addition, the measure would bar companies from dis-

qualifying applicants based on a poor credit rating or any other information on their creditworthiness.

Warren claimed the bill is needed to enable all workers to compete on an equal footing in the rocky U.S. job market. She told reporters during a media briefing that because of the recession & the ensuing weak economy, many people in the U.S. had blots on their credit histories through no fault of their own.

The legislation has strong support among Democrats, with more than a half-dozen co-sponsors in the Senate & more than 30 co-sponsors in the House. The proposal, however, has gathered no support from Republicans. Sources agree that the proposed legislation faces serious hurdles in Congress, where Republican leaders in both chambers have indicated strong opposition to its passage.

Companies typically use credit reports to determine if candidates applying for jobs

with accounting or budgetary responsibilities can manage their personal finances. Several employer & business groups have criticized the legislation, claiming it would handcuff employers & eliminate a useful tool for conducting thorough background checks. A ban on credit checks could also make employers more vulnerable to claims of negligent hiring, according to sources familiar with the issue.

Credit reports are one tool used in the hiring process but often not the deciding one, according to Mike Aitken, vice president of government affairs at the Society for Human Resource Management. "[These] are an important piece in the hiring process, as the consequences of making a poor hire are significant, with potential financial losses—from financial mismanagement or theft—or legal liability to customers, shareholders or other employees; [they] should not be banned outright."

Important PCI Compliance Update – Windows XP Tech Support Expiration



Effective April 8, 2014, Microsoft is discontinuing the technical support programs currently in place for the Windows XP operating system, including automatic updates. Per PCI DSS v3.0, Requirement 6, subsection 6.2, any merchant who is still using this operating system after the April 8, 2014 deadline will fail their PCI compliance validation. If you are currently utilizing the Windows XP operating system on your computer or network please contact Customer Care immediately at **(866) 601-2733** for more information on how Microsoft's decision will affect you, and the steps you can take to avoid falling out of compliance.

Florida Capitol Days

Raising the bar each visit, this year's Capitol Days in Tallahassee was met with great enthusiasm and success! Randal Ward (AAAS President), George Ehrhard (FL Director of Operations), Tom Carella (Furrin Auto Parts Warehouse), Joe Ward (First Call Truck Parts), Christine Sankar, Terisha Lee and Pamela Pamela (LKO) traveled to Florida's Capitol to meet with legislators on March 18 and 19, 2014.



Over the two days, participants advocated on behalf of the AAAS in Florida, as they met with members of the executive branch, legislators who chair committees of interest and legislators who represent the districts of AAAS members.

George Ehrhard, AAAS FL Operations Director says... "AAAS and its members have visited the Florida Capitol for over 20 years. As a result, relationships are formed and legislators and their staff recognize and remember us from previous visits. Florida Capitol Days is one of the most important events that AAAS offers to its members. The legislators will know who we are when we do have an issue that affects our industry."

Although it was a very busy time in the Capitol, AAAS and its members were able to have discussions with more than 20 legislators and their staff! Members met with Commissioner of Agriculture Adam Putnam and the offices of Governor Rick Scott, CFO Jeff Atwater and Attorney General Pam Bondi.

Georgia Capitol Days

February 19, 2014 marked the second annual Georgia Capitol Day for AAAS. In attendance were Randal Ward (AAAS President), Keith West (AAAS Officer and owner of Auto Supply Company), Bobby Brannon (PSKB), Christine Sankar and Terisha Lee (LKO).

During the day's activities in the Capitol, AAAS members met with several legislators and were given the opportunity to introduce themselves, their businesses and discuss the automotive aftermarket industry in Georgia with them. "A day well spent! The opportunity to interface with and help educate elected officials learn about our industry was gratifying and rewarding. It was enlightening how little, many even seasoned legislators knew about our industry and economic reach that it has. The message of allowing the consumer to have a choice in repair options resonated well with everyone that we met with. I would encourage anyone that is able to participate in this process in the state that you reside, do so. It is beneficial to all of us who make a living in the automotive aftermarket" stated Bobby Brannon, association member and partner of PSKB.

"A day well spent! The opportunity to interface with and help educate elected officials learn about our industry was gratifying



Legislators such as Representatives Elizabeth Porter, Tom Goodson, Mark Danish, and Senator Jeff Clemens were knowledgeable of the industry and gave great feedback regarding aftermarket issues and their own personal experiences with the industry. While other legislators engaged with AAAS members and were enthusiastic to learn about their businesses and the aftermarket

industry. AAAS members solidified old and established new relationships and offered themselves as a resource of the industry for any questions the legislators may have in the future.

Capitol Days is an annual event held in Florida and Georgia. The event allows the AAAS to advocate for a strong, free and competitive automotive aftermarket industry to those legislators that make decisions affecting the industry. We encourage more members to join us in Tallahassee in 2015!



and rewarding. It was enlightening how little many legislators, even seasoned ones, knew about our industry and the economic reach it has. The message of allowing the consumer to have a choice in repair options resonated well with everyone we met. I would encourage anyone that is able to participate in this process in other states, to do so. It is beneficial to all of us who make a living in the automotive aftermarket industry" stated Bobby Brannon, association member and partner of PSKB.

It was an extraordinarily busy day for Georgia legislators. With extreme weather the week prior forcing most of Atlanta closed and controversial legislation the morning of Capitol Day, the legislators were faced with tight and restricted schedules. Some legislators stepped out of the House and Senate chambers to meet with AAAS members, while others allotted specific meeting times with AAAS in their offices.

Legislators such as Senators Mike Dugan and Brandon Beach and Representatives Richard Smith, Randy Nix, and Jay Roberts were knowledgeable of the industry and gave great feedback regarding issues and concerns about the industry and the success of small businesses in Georgia. Senator Buddy Carter graciously thanked the members for coming to the Capitol to meet with legislators. Representative Lynn Smith was very engaged with members and eager to learn about their businesses and the aftermarket industry. Members solidified old and established new relationships with legislators and offered AAAS and themselves as a resource to the legislators should they have any questions about the industry in the future.

Capitol Day is an annual event facilitated by AAAS for its members. The event allows AAAS to advocate for a strong, free and competitive automotive aftermarket industry to legislators that make decisions affecting the industry. We encourage more members to join us in Atlanta for Georgia Capitol Days 2015.



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aaas.us



Established in 1938, **Automotive Aftermarket Association Southeast, Inc.** is a nonprofit trade association representing the automotive parts manufacture, distribution, service and repair industry. We serve automotive aftermarket businesses in Alabama, Florida, Georgia and Mississippi. Our membership consists of parts manufacturers, distributors, jobbers, service facility specialists (paint & body, general repair, transmission, muffler shops, etc.), engine rebuilding and machine shop specialists.

For more information, contact AAAS President, Randal Ward, at 800.239.7779 or

A Trade Association Serving the Automotive Parts Manufacture, Distribution, Service & Repair Industry

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WELCOME, New Members!

More businesses making AAAS membership a part of their business plan! AAAS Chairman Mike Morgan wishes to welcome the following members into the association. Morgan encourages these and all members to investigate the programs offered through AAAS.



Cockrells Wrecker
Evans Automotive
Greensboro Retreading
Hood RV Center
Marsh Body Shop, Inc.
National Coatings & Supplies
Robert Elgart Automotive

Mobile, AL
Dothan, AL
Greensboro, AL
Decatur, AL
Morris, AL
Raleigh, NC
Philadelphia, PA

Southern Distributors- Montgomery
Thomas Garage & Auto Parts
Truck Repair, Inc
Westmoreland Tire
Westmoreland Tire
Westmoreland Tire – Albertville

Montgomery, AL
Warrior, AL
Hope Hull, AL
Fort Payne, AL
Fort Payne, AL
Albertville, AL

AAAS Calendar of Events 2014

May 20 - 21	Global Automotive Aftermarket Symposium (GAAS) ~ Chicago, IL	globalsymposium.org
June 5 - 8	AAAS Annual Conference & Trade Show 2014 ~ Destin, FL	aaas.us events

