

Dixie Automotive News

News for the Southeast Automotive Aftermarket

Spring 2008

Register Now For AAAS/FAIA Conference

The annual gathering of AAAS members, friends and families is just around the corner! The Village of Baytowne Wharf at Sandestin located in Sandestin, Florida is a fantastic family vacation getaway destination. AAAS Chairman Bill Lewis invites you to take advantage of this great opportunity and join your friends and your fellow automotive aftermarket industry professionals in Sandestin June 19 - 22. This year is very special. Our friends from the Florida Automotive Industry Association (FAIA) will be joining us and **AAAS is celebrating 70 years of service to the industry.** The 2008 AAAS/FAIA Friends & Family Retreat promises to be a great weekend for meeting people, picking up industry information and just relaxing and enjoying yourself!

The Village is a very popular vacation resort - rooms go fast! When making your reservation, be sure to mention that you are part of the AAAS/FAIA conference to get the group rate. The deadline for group reservations is May 19. Please understand that The Village will book up and rooms will be gone, so go ahead and send in your housing request form today so you won't miss out on our great group rates! Reservation information is enclosed.

You will not want to miss this year's AAAS/FAIA Friends & Family

Retreat! Fishing, golf and retreat registration are enclosed for your use. The complete schedule of speakers and events is shown on the conference registration form. We have added the deep sea fishing trip to the schedule of events this year by popular demand. Please have a look at the conference business agenda. You will see some key players from the industry will be visiting with us to discuss some timely, important topics and the Charlie Fewell sales seminar is guaranteed to benefit you in building and maintaining your business. This alone makes your attendance worthwhile but on top of that you'll enjoy great food, recreational opportunities, entertainment and benefit from priceless networking with some of the most successful people in the automotive aftermarket. Add it all up, and you have an unbeatable package that only needs you to make it complete!

After making your room reservations, please go ahead and get your retreat registration in to the association, as well. It is important that we get your registration by May 19 so that we can properly plan to assure you and all attendees the best conference experience yet. Please give the association staff a call if you have questions and we hope to see you in June! ♦

Congressional Support For Right To Repair Act Reaches 40

Congressional support for the Motor Vehicle Owners' Right to Repair Act (H.R. 2694) has reached 40 sponsors, announced in February by Kathleen Schmatz, president and CEO of the Automotive Aftermarket Industry Association (AAIA).

"We want to thank the three new co-sponsors for their support of this vital piece of legislation and their commitment to ensuring that their constituents retain the ability to choose where to have their vehicle serviced and repaired," said

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**AAAS / FAIA
Friends & Family
Retreat**

**June 19 - 22, 2008
Sandestin, Florida**

Mark your
Calendars
to attend!



Make your accommodation
reservations today at
800.320.8115

Get event forms at
www.aaas.us



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WELCOME, New Members

More businesses making AAAS membership a part of their business plan!

AAAS Chairman Bill Lewis wishes to welcome the following members into the association. Lewis encourages these and all members to investigate the programs offered through AAAS.

Enclosed is an AAAS Membership Directory 2008 New Members Insert which can be placed with your directory.

- Auto & Truck Services, Inc.Birmingham, AL
- Burgess Equipment RepairNorthport, AL
- Cockrell's of PensacolaPensacola, FL
- Estes Automotive, Inc.Birmingham, AL
- Fleet Air Technologies, Inc.Hartselle, AL
- Hood RV CenterDecatur, AL
- Jimmy Pugh's Auto RepairMontgomery, AL
- Lane's Tire & Oil Service, Inc.Demopolis, AL
- Old Man's Garage, Inc.Rainbow City, AL
- Paragon Dealer Services, LLCNorthport, AL
- Precision Tune Auto CareDecatur, AL
- Precision Tune Auto CareForestdale, AL
- Revette's True ValueState Line, MS
- Weathers Truck AccessoriesNorthport, AL

Tax Change May Make This A Good Year To Purchase Equipment

Part of the federal economic stimulus package recently passed by Congress is designed to encourage small businesses to make capital expenditures in 2008.

The Section 179 deduction, which allows businesses purchasing less than \$800,000 in capital equipment—such as computers, office furniture, shop tools, or equipment—has nearly doubled for 2008 to \$250,000. That means that purchases up to that amount can be deducted upfront rather than depreciated over time.

Equipment like air conditioning or heating units, or structural parts of a building like replacement windows can't be deducted under Section 179. To qualify, the equipment also must be put into service (even if not paid for) by December 31.

For details, check with your accountant or tax preparer, or download IRS Publication 946 (www.irs.gov/irs-pdf/p946.pdf). ♦

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Schmatz. "Vehicles are becoming increasingly sophisticated with virtually every system either monitored or controlled by computers. Servicing these vehicles to keep them in safe working condition requires ready access to complete

and accurate information from the car companies. Right to Repair ensures that car owners and their trusted repair shops have the same access to safety alerts and repair information as the franchised new car dealer network."

The three new legislators sup-

April Is National Car Care Month - A Good Time To Take Control Of Your Gas Expenses

April is National Car Care Month, the time of year to focus on taking better care of your second largest investment. Especially now, with record high gas prices, regular vehicle maintenance is even more important as it can increase gas mileage by as much as 10 percent, according to the Car Care Council.



"Consumers cannot control the price of gas at the pumps, but they can control the amount of gas they use," said Rich White, executive director, Car Care Council. "The condition of tires, air filters and spark plugs can impact fuel economy and these components can be easily checked on a regular basis."

During April, many auto repair shops and parts stores throughout the country celebrate National Car Care Month by offering special discounts on parts and service, handing out free Car Care Guides and hosting vehicle check-up events in the community. At these events, businesses volunteer their time to check components on vehicles that typically get overlooked, including tires, air filters, lubricants and fluids, belts and hoses, battery cables and lights. These free vehicle check-up events emphasize the importance of preventive maintenance and educate consumers about how to take proper care of their cars.

"Each year, car care events routinely identify that consumers are not taking proper care of their vehicles and in many cases, this amounts to spending more money at the pump than necessary," said White. "If you don't have the opportunity to visit a car care event in April, at least commit to having the vehicle checked on a regular basis to make sure it's running at optimal performance."

Motorists should check with their repair facility to identify the nearest car care event or visit the Car Care Council Web site, www.carcare.org, for more information. ♦

porting the "Right to Repair Act" are Reps. Shelly Berkley (D-NV), Yvette Clarke (D-NY) and Brad Miller (D-NC). A complete list of co-sponsors and a copy of the Motor Vehicle Owners' Right to Repair Act (HR 2694) can be found by visiting www.RightToRepair.org. ♦

Revised Employment Eligibility Form I-9 Now Required By Law

The Department of Homeland Security, U.S. Citizenship & Immigration Service, has issued a revised Form I-9, Employment Eligibility Verification document. As of December 26, 2007, businesses are required by law to use the modified form for all new hires, even if they are United States citizens (employers are not required to complete a new form for existing employees). This document has been revised to decrease the number of documents required to confirm identity and employment eligibility.

A copy of the revised form I-9 and instructions are available at <http://www.uscis.gov/files/form/I-9.pdf>.

The M-274, Handbook for Employers (Instructions for Completing the Form I-9) was also modified. This handbook may be accessed at <http://www.uscis.gov/files/nativedocuments/m-274.pdf>. ♦

"Adversity has the effect of eliciting talents, which in prosperous circumstances would have lain dormant."

~ Horace

OSHA Recordkeeping: Form 300A

OSHA's Form 300A, Summary of Work-Related Injuries and Illnesses, must be posted from the prior year each February 1 through April 30. Be sure to update your OSHA Form 300 and retain any supporting documentation such as Work Comp Forms or OSHA Form 101s. An injury or illness must be work related and fall under at least one of the following four criteria to count as a recordable injury and illness:

1. Days away from work
2. Restricted work
3. Transfer to another job duty
4. Medical treatment beyond first aid

If you had more than 10 employees at any one time during the prior year, then you are required to keep OSHA 300 and 300A logs on file. For more information visit www.osha.gov/recordkeeping. ♦

AAIA Calls On Congress To Include Tax Credit For Vehicle Maintenance

Kathleen Schmatz, president and CEO, Automotive Aftermarket Industry Association (AAIA), called on the U.S. Congress to include in the economic stimulus package, that is now being debated, a tax credit to American car owners for actions they take to maximize the fuel efficiency of their vehicles. Schmatz pointed to a recently released *Wall Street Journal/NBC News* poll that found Americans cite gasoline prices as the economic woe that most affects them.

"Car owners should undertake proper vehicle maintenance, which would be the most effective step in reducing fuel consumption by their vehicle," Schmatz told Congress.

The letter, addressed to both the chairman of the House Ways and Means Committee, Rep. Charlie Rangel, D-N.Y. and the chairman of the Senate Finance Committee, Senator Max Baucus, D-Mont., highlighted information from the U.S. Department of Energy that "fixing a car that is noticeably out of tune or has failed an emissions test can improve its gas mileage by an average of 4 percent."

"With gas prices at more than \$3 per gallon in most parts of the country, any effort to reduce fuel costs for car owners will put more money into the pockets of Americans and maybe, more importantly, reduce our dependence on foreign oil," Schmatz said. "This will lead to reduced emissions of global warming gasses and ensure that vehicles are meeting federal and state emissions standards."

The provision recommended by AAIA would authorize the Department of the Treasury to work with the U.S. Environment Protection Agency (EPA) and the Department of Energy (DOE) to develop actions that could be undertaken by motorists to qualify for the credit. Examples listed in the letter include: changing air and fuel filters; replacing spark plugs; and any repairs necessary to turn off the vehicle malfunction indicators light that alerts motorists to an emissions-related problem.

"All of these actions would ultimately reduce gasoline consumption and improve the environment at the same time," Schmatz said. ♦



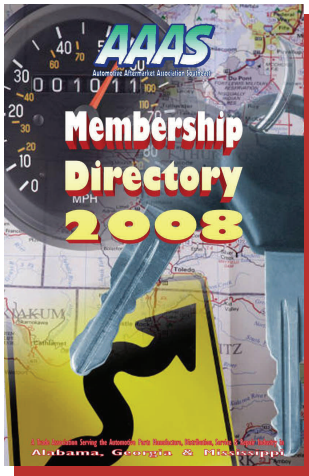
In Memoriam

☪ *Edwin H. Simiard* ☪ (November 7, 2007) - *Ed's Auto Parts, Ider, AL*

☪ *Ronnie Lee* ☪ (December 21, 2007) - *Ronnie Lee's Automotive Services, Inc., Daphne, AL*



AAAS's 2008 Membership Directory Is Here!



Many thanks are extended to all of our wonderful advertisers! We appreciate all of your support and encourage all AAAS members to support the organizations that support your association!

How Your Daily Planner Can Help You Reduce Turnover

Study after study has shown that if employees feel appreciated, they are much less likely to look for another job. Right now, go through your weekly planner for the next six months. Write the name of a different employee on each week. When that employee's week comes up, catch them "doing something right" - and dish out the praise. If you schedule your praise the same way you schedule your meetings, your employees may never look for another job. (Adapted from *Smart Moves for People in Charge*, by Sam Deep and Lyle Sussman (Addison Wesley)). ♦

Aftermarket FastForward 2012 - AAIA Debuts New Groundbreaking Report

Looking into the aftermarket crystal ball for 2012, you will find an array of valuable forecasts intended to help complement your market intelligence gathering and challenge your long-term strategic thinking, according to the Automotive Aftermarket Industry Association (AAIA), which just released its *Aftermarket FastForward 2012* in partnership with Lang Marketing Resources, Inc.

Among the forecasts for 2012 revealed in this new report, you will find the following:

- 13,000 fewer light vehicle service bays by 2012.
- Foreign car and light truck aftermarket product growth will double domestic vehicle.
- Of the 80 aftermarket product categories mentioned, find out which 10 will exceed 5.5 percent annual growth.
- 950 fewer jobbers by 2012.
- Two outlets will achieve more than 85 percent of DIY aftermarket product growth.
- Traditional WDs will decline 9 percent.
- Retail auto parts stores will outnumber Jobber outlets.

"While so much of our industry's attention is focused on the impact of rising fuel costs and other economic pressures, gaining insights into channel analysis, outlet and product trends for the next five years is invaluable," said Kathleen Schmatz, AAIA president and CEO. "This 320-page publication is a one-of-a-kind comprehensive report with unique analytical perspective with some surprising conclusions and forecasts about what our

industry will look like in 2012."

Aftermarket FastForward 2012 drills down into the following major subject areas:

- Aftermarket size analysis and underlying trends
- Service and do-it-yourself market analysis
- Domestic and foreign vehicle aftermarket analysis
- Passenger car and light truck aftermarket volume
- Distribution channel volume/growth
- Key traditional channel distributors: warehouses and jobbers
- Retail auto parts stores

Aftermarket size analysis is presented for 2006 through 2012. Aftermarket volume is differentiated between products, purchased service and major vehicle segments. Size of the service (do-it-for-me) and do-it-yourself markets is provided through 2012. Regional volume of these market segments, along with regional market growth, is also presented. The following seven major service outlets are analyzed:

- Service stations and garages
- Foreign specialists
- Vehicle dealers
- Auto parts stores with bays
- Repair specialists

- Discount stores/mass merchandisers with bays
- Tire stores

For information on purchasing AAIA's new report, *Aftermarket FastForward 2012*, contact AAIA at 301.654.6664 or visit the AAIA online Commerce Center at www.aftermarket.org. ♦

