



AAAS Industry News

News for the Southeast Automotive Aftermarket

Summer 2013

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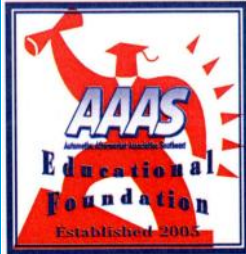
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George Ehrhard

Florida Operations Director

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AAAS Educational Foundation Announces 2013-2014 Scholarship Recipients



Automotive Aftermarket Association Southeast Educational Foundation (AAASEF) Chairman Clyde Darville of 3-D Service, Inc. in Tampa, FL is pleased to announce the winners of the 2013 AAASEF scholarships for the 2013 - 2014 academic year.

Additional scholarship honorees are as follows: Mitchell Lewis - Stan Waits Memorial Scholarship, Reid Enfinger - Dick Bell Memorial Scholarship, Adina Treise - Al Hines Memorial Scholarship, and Jonathan Eric Lowe - Gertrude Ellis Memorial Scholarship.

Students sponsored by Automotive Aftermarket Association Southeast (AAAS) members selected to receive the scholarships are:

Mitchell Lewis - Greenville, AL
Mallory Durbin - Prattville, AL
Jonathan Eric Lowe - Luverne, AL
Reid Enfinger - Dothan, AL
Adina Treise - Cape Coral, FL
Haley Bagents- Montgomery, AL

Four of this year's scholarship recipients were awarded the honor of receiving memorial scholarships that are awarded annually and are endowed by AAAS members, family and friends. The memo-

rially, AAASEF has reserved scholarship funds for association members and employees wishing to further their education or enhance their skills at trade schools, junior colleges, manufacturer sponsored clinics, etc. This effort is aimed at enhancing and expanding the capabilities of AAAS members and employees. Chairman Darville thanks all of the association members and industry contributors for their efforts in making this valuable program possible.

AAAS, along with several other state and national associations, collaborates with the Global Automotive Aftermarket Symposium (GAAS) Scholarship Committee. Through this cooperative effort, students are able to complete one online application at automotivescholarships.com/AAAS and receive consideration for the AAASEF and the GAAS scholarships plus other industry awards.

Obama Administration Delays Implementation of ACA "Pay or Play" Provision

The play or pay provision in the affordable care act has been one of the most confusing and disconcerting elements of the law. The provision's effective date has now been delayed until 2015. "Play or Pay" applies to the employer of 50 or more and would see those employers suffer penalties if they do not offer health insurance coverage or if coverage offered was not sufficient or affordable (per the requirements spelled out in the law).



The announcement noted that the administration has been "listening" to small business and has heard a lot of concern about the complexity of the mandatory employer and insurance reporting requirements, among many other issues related to the ACA, which lead to this delay. It is certainly encouraging to hear that the administration is now listening to employers as we face the full impact of the law. The administration is supposed to publish formal guidance describing the transition relief later this summer.

"Play or pay" is but one element of the affordable care act. All other mandates, fees and taxes have or will become effective as set forth in the law pending further announcements from the administration. Accordingly, your association is planning a meeting for aftermarket businesses employing 50 or more to discuss this and all the issues regarding the Affordable Care Act. This meeting is not just for the members of the association Blue Cross program but for any member or prospective member either currently employing 50 or more or anticipating growth in employment that would see your business subject to these rules. The lunch meeting is set for Tuesday, August 27 at the Birmingham Hilton Perimeter Park beginning at 11:30a.m. Please call the association office at (334) 834-1848 if you would like to reserve a seat at this important meeting. There will be no cost to attend.

AAAS Annual Conference and Trade Show 2014

We hope that you will make plans to join us next summer for our AAAS Annual Conference & Trade Show. The 2014 conference will be held June 5-8 at the Sandestin Village of Baytowne Wharf in Destin, Florida!

Go ahead and book your resort accommodations online at sandestin.com or by calling

800.320.8115. Make sure that you mention that you are part of the AAAS group.

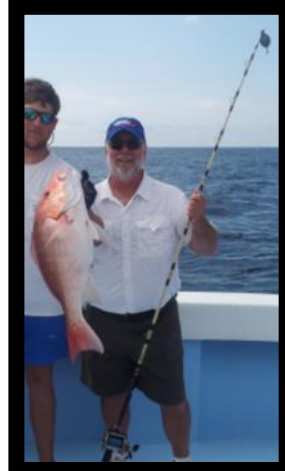
More information is available at aaas.us | events. Beneficial information and networking at a fabulous resort promises to be a valuable investment for your business!

Highlights from the 2013 AAAS Annual Conference and Trade Show!

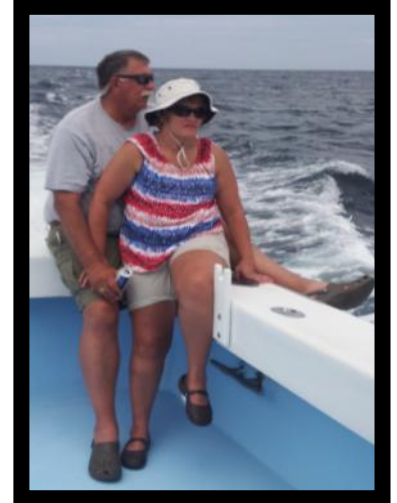
This year's AAAS Annual Conference and Trade Show was a huge success! AAAS Members, friends, and family joined together June 6-9, 2013 at the beautiful Sandestin Village of Baytowne Warf for a weekend of learning, relaxation, bonding and fun! Throughout the weekend, members and guests enjoyed delicious food and drinks, and participated in deep sea fishing outings, golf tournaments, trade shows, business sessions, social receptions and dinner parties. Check out the pictures below and on the adjoining page!



Several Members and guests joined Florida Director, George Ehrhard, aboard Miss Hazel's charter boat early Friday morning! The group caught the limit of 24 Red Snapper rather quickly even after throwing several fish back. Left to right front row: Steve Kean, Jarrett Liles, George Ehrhard, Bill Hamilton, Allison Mullins. Left to right back row: Elizabeth Kean, Donna Harris, Jim Harris, John Dent, Steve Kampwerth, Brandon Mullins, Bill Maggs.



Bill Maggs, National Pronto Association, with the largest Red Snapper catch of the day.



Donna and Jim Harris, C P Auto Parts, on Miss Hazel's Fishing Charter.



Members & guests attend the Saturday morning breakfast, table top show & business session. This year's business session provided an impressive list of speakers including Mr. Bill Maggs, President of the National Pronto Association, who spoke on growing & profiting in today's aftermarket, followed by Arlene Davis, Sr. Director of Meeting & Events for AAIA, who gave our members and guests a comprehensive look at AAPEX & growing the aftermarket business. Sandy Bass-Cors, Executive Director of C.A.R.E. spoke on Congress & the Statehouse, legislative issues affecting the aftermarket, followed by Wayne Bowling, Sr. Vice President of Employee Benefits for Willis Group, who presented on the much talked about topic of Obamacare.



2013 Bell Hines Memorial Scholarship Fundraiser Golf Tournament. From left to right: Donald Hall, Lila Brannon, Bobby Brannon, Sid Dooley.



2013 Bell Hines Memorial Scholarship Fundraiser Golf Tournament. From left to right: Garret Pepper, Wayne Krupicka, Wendy White, Drew Clark



2013 Bell Hines Memorial Scholarship Fundraiser Golf Tournament. From left to right: Randal Ward, Steve Kampwerth, Bill Maggs, Mike Morgan



Mrs. Lila Brannon was less than 7 inches away from winning \$10,000!



Florida Director, George Ehrhard and his wife, Kit.



At Saturday night's dinner party, the fishing outing winners. From left to right: Elizabeth Kean (smallest catch), Jim Harris (3rd place), Bill Maggs (1st place), Bill Hamilton (2nd place).



Teammates Garrett Pepper and Wendy White congratulating each other.

Many, many thanks go out to the all of the wonderful sponsors of this year's annual conference, AAAS Annual Conference & Trade Show 2013! A listing of all of the sponsors is enclosed. We appreciate the generous support that we receive year after year from all of these fine companies! Please support the organizations that support your association.



2013 Bell Hines Memorial Scholarship Fundraiser Golf Tournament. First Place Team! From left to right: Donald Hall, Sid Dooley, Lila Brannon, Bobby Brannon.



2013 Bell Hines Memorial Scholarship Fundraiser Golf Tournament. Second Place Team! From left to right: Drew Clark, Garrett Pepper, Wendy White, Wayne Krupicka

We hope that you will make plans to join us next summer for our AAAS Annual Conference & Trade Show.

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More information is available at aaas.us | events.

Beneficial information and networking at a fabulous resort promises to be a valuable investment for your business!

Sandestin Village of Baytowne Wharf ~ Destin, FL ~ June 5 - 8 ~ Make your conference reservations today at 800.320.8115 ~

The Digital Showroom

Article by Pat Sandone, Founder & President of Net Driven

I recently found a black and white photograph of my Grandfather from 1953. In the picture, he was standing in the showroom of his new tire and auto service shop in Scranton, PA. He and the showroom were polished and neat. My grandfather wore a suit and tie and the showroom was clean and well organized. The pride in my grandfather's face was reflected in the layout of his showroom. While working with my father at the same store over 50 years later, I could see the same pride in the showroom. I also learned the importance of the details of that showroom and why it was a large part of the success of my family's business. Indeed, the showroom of a tire dealership or auto repair shop serves a similar purpose to a classroom in a school. The education of the customer in that showroom not only transfers knowledge, but is a critical step in making the sale.



For many years my family has focused on educating customers and preparing the showroom to be the center for that education. Their showroom includes all the materials needed to deliver information to the consumer including not just tires, but detailed information like placards describing features and benefits, technical information, warranty data and available specials. The salespeople are ready to provide reviews on the various products and comparisons between tires. This approach is followed on auto services as well. Informational handouts on the benefits of a fuel injection service are neatly stacked at the counter and a brake pad and rotor are in reach to help explain why brakes need to be replaced. The combination of props, products and knowledge are available to customers to help them not just buy, but to match the right product and service to meet their needs. Making the consumer feel comfortable helps my family make sales and is instrumental to their success. This level of service and knowledge is one reason independent tire and auto repair dealers have thrived over the years and why their customers are the most loyal in the industry.

We all want to be educated about our purchases and this applies to auto related items more so than for many other types of purchases. Today customers are increasingly being educated about their auto related purchase online as opposed to in your showroom. This shift requires your business to adapt to get new customers and retain old ones. Twenty years ago consumers shopping for brakes or tires followed a very different shopping process than they do today. Previous generations used the phone book and called three shops after realizing they needed brakes or new tires. Based on those calls they would visit a shop or two to learn more about what they needed and then make a purchase.

Today, however, over 70% of consumers shopping for automotive related products and services using a process called ROBO (Research Online, Buy Offline) where the research and education is occurring online. A recent study by Google revealed that, while ecommerce is growing fast, nine out of ten purchases still occurs at brick-and-mortar stores. That same white paper states, "if the last five years were about selling online, the next five years will be spent working out how to use online to influence the way customers spend money offline." (Influencing Offline – The New Digital Frontier, Google, December 2011) The Internet is fueling a fundamental shift in the purchase process for tire and auto services which empowers the consumer to gain more information faster than ever before and much of this information gathering is happening online. While the fundamental steps in the shopping process remain the same, the activities and sources of information have changed drastically. One of the biggest shifts is that education and research are moving online. That means the showroom experience needs to move online as well.

This shift in consumer behavior means that you need to think differently about your website and the data it provides. Just like in years past, the business that educates the consumer is likely to be the business that sells the consumer. Various studies indicate that online shoppers are looking for the following information online; consumer reviews, manufacturer rebates, product images, warranty data, and product/service comparisons. How well is your website providing that information? If we take my Dad's approach to the showroom and apply it to a website, you need to replicate the following items digitally; products pictures, feature and benefit data, warranty info, manufacturer rebate info, consumer reviews and comparison shopping data. Similarly for auto services, a great website will provide visual aids, answers to commonly asked questions and descriptions of services to help make the sale. A website without these items is like an empty showroom without products, selling aids or salespeople. You would not invite consumers into an empty showroom and similarly you should not invite customers to a website without critical information like consumer reviews, a tire fitment guide and the ability to compare products side-by-side. The days of a website displaying your name, address and phone number are over; consumers today are demanding much more from your website. When it comes to an effective showroom experience, lots of easy to understand information is best and the same holds true for your website; having more information than your competition may give you the edge that makes the sale.

The good news about the tire and auto service business is that it is hard to buy tires online and the Internet is never going to replace your brakes or give your car an oil change. Even in industries that lend themselves to ecommerce like publishing, brick-and-mortar retail is still the number one sales channel according to a recent article in the NY Post (NY Post, July 17th 2012). This fact, however, does not mean that you can pursue business as usual. Consumer habits are certainly changing and we need to change with them. If your customers want to get educated online, move your showroom online as well. Embracing this trend can be a critical advantage over your competition, while ignoring it could cost you your best customers.

Retaliatory Firing: Don't Fire Whistleblowers, No Ifs, Ands, or Buts.

Employees have a right to report alleged non-compliance to federal and state agencies without fear of retaliatory firing or demotion; no ifs ands or buts. A violation of an employee's protected conduct of reporting potentially illegal or dangerous circumstances, the Department of Labor has made it very clear that retaliatory firing will not be tolerated.

A historical case of retaliatory firing landed one company with a \$110,000 back wage payment, as well as fines imposed by OSHA. After an employee reported mechanical issues with his truck and was fired the next day, United Auto Recovery was required to rehire the employee, pay back wages and punitive damages, and was required to increase trainings for employee rights, as well as to improve the workplace by posting employee rights posters.

Traditionally OSHA and the EEOC (Equal Employment Opportunity Commission) have been the primary investigators of complaints of retaliatory firing. Other agencies, including the SEC and FTC, have become involved with strong whistleblower protections under Sarbanes Oxley for employees of publically traded companies; new laws including The Patient Protection and Affordable Care Act of 2009, which creates whistleblower protections for employees in the health care sector; and The Dodd-Frank Wall Street Reform and Consumer Protection Act, which provides expansive protection to whistleblowers in the financial services industries.

The bottom line is that you cannot afford to fire a whistleblower unless you have absolute, irrefutable evidence that the firing had nothing to do with the report of fraud, complaint of discrimination, or safety issues.



Major changes to Florida's auto insurance law



Everyone who drives a car knows PIP is required in Florida. PIP covers 80% of any medical bills up to \$10,000.00, 60% of loss wages, and also provides a death benefit. Beginning January 1, 2013, if you are injured in a car accident, you must obtain treatment within 14 days or you will be denied PIP coverage. That treatment can be with a M.D., D.O., Dentist, Chiropractor

or provided in a hospital or in a facility that owns or is wholly owned by a hospital. Follow up treatment must be supervised, ordered, or prescribed by a M.D., Chiropractor, D.O., Dentist, Physician Assistant or ARNP.

One of the big changes is in the benefit available. If you obtain treatment with the 14 day period there are 2 levels of PIP medical benefits available to you:

1. \$10,000 for an emergency medical condition; or
2. \$2,500.00 for non emergency medical condition.

The law defines "emergency medical condition" as follows: medical conditions manifesting itself by acute symptoms of sufficient

severity, which may include severe pain, such that the absence of immediate medical attention would be reasonable expected to result in any of the following:

1. Serious jeopardy to the patient health;
2. Serious impairment to bodily functions; or
3. Serious dysfunction of any bodily organ or part.

So what does that mean? It means insurance companies want you to pay for \$10,000.00 in coverage, but force you to only be able to use \$2,500.00. Insurance companies have the ability to send you to a provider they select to challenge your diagnosis. Rest assured the provider they select will be one they use regularly.

The second major change to the law is that, massage therapy and acupuncture will not be paid under the new PIP law regardless of the diagnosis, and regardless of whether a M.D., Chiropractor, D.O., Dentist, Physician Assistant or ARNP prescribes it. In other words, the insurance company is deciding the type of treatment you need. Whether you retain a lawyer or not, you should at least consult with an attorney before talking to the insurance company, and/or giving a recorded statement.

Florida Be Car Care Aware Program

Florida members are signing up for October Car Care Events. AAAS is helping sponsor car maintenance events to help bring additional exposure to your business. A great way for members of the industry to reach customers is to have a "Be Car Care Aware" vehicle check-up event! Events can be held any time during the year – they do not have to be in April (National Car Care Month) or October (Fall Car Care Month), and the event can be any size or style that works best for you and your community (could include food provided by a local vendor, local police demonstrating installation of child safety seats, local radio station coverage, for example). The options are endless, and the event can be as big or

small as you like. AAAS has secured a variety of resources, marketing and promotional materials to help put on an event. The following Florida Business that have committed or have shown an interest to host a Be Car Care event this year:

3D Service, Tampa
Reed Car Care, Gulf port ~ **October 2013; Exact Date T.B.A.**
Calderon Automotive Repair, Orlando ~ **October 26, 2013**

For guidelines or more information to have a vehicle check-up event, please contact George Ehrhard, AAAS Florida Operations Director (813) 679-4621.

In Memoriam

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

Russell D. Cobb (May 30, 2013) ~ Cobb's Automotive, Inc. ~ Oxford, AL. The Cobb family has been a member of AAAS for over 25 years.

Walter Spence, Jr. (April 19, 2013) ~ Tri-State Automotive Warehouse ~ Marianna, FL. The Spence family has been a member of FAIA/AAAS for over 35 years.



Compliance Assistance for Employers

With the threat of litigation and potential audits, most employers are searching for immediate answers for compliance issues. Contacting the government for answers isn't the first thing we usually think of, but employers should be aware that many federal agencies have employer help lines. Agencies are actually focused on educating and informing employers. Following is a handy list of the most frequently needed contacts:

EEOC National Call Center

Employers can call toll free at 1.800.669.4000. The EEOC can answer questions regarding discrimination (race, color, religion, sex, pregnancy, national origin, age 40+, disability, and genetic info), harassment by managers or co-workers, reasonable workplace accommodation because of religious beliefs or disability, and/or retaliation because of employee complaints.

US Department of Labor

Phone Contacts by Topic: <http://www.dol.gov/dol/contact/contact-phone-topics.htm>

DHS E-Verify Customer Support (I-9 verification)

Telephone: 1.888.464.4218. E-mail: e-verify@dhs.gov

If you are an employer or employee and would like more information about the E-Verify program, please call or email DHS Customer Support staff from the U.S. Citizenship & Immigration Services Website: <http://www.uscis.gov/portal/site/uscis>. Click on the E-Verify Home page link on the right side of the page.

Social Security Automates Employer Verification System

<http://www.shrm.org/hrdisciplines/technology/Articles/Pages/SSNAutomation.aspx>

OSHA

Onsite Consultation (free & confidential): Small businesses can use this service to improve safety performance in a variety of areas, including ergonomics. Consultants work with employers to identify hazards, advise on compliance with OSHA standards, and assist in establishing safety programs. General Information: <http://www.osha.gov/dcsp/smallbusiness/consult.html>
Consultation Office Directory: http://www.osha.gov/dcsp/smallbusiness/consult_directory.html



Nominate A Future Leader For The 2013 AAIA Impact Award: Four For The Future

The AAIA Impact Awards annually honor four aftermarket professionals who have made remarkable contributions within the aftermarket industry. The award is open to anyone 40 or younger, with relevant professional work experience, of which a minimum of two years must be in the automotive aftermarket.



Download the nomination form at <http://wap.aftermarket.org/Committees/MarketingmemberrelationsCommittee/Impact-Awards/Impact-Award-Form.aspx>.

Nominations are due Friday, Aug. 23. The four Impact Award winners will be recognized during the AAIA Town Hall Breakfast on Wednesday, Nov. 5 at AAPEX in Las Vegas.

Break It Down: Leasing vs. One Time Purchase



When most people think of accepting credit cards as a form of payment, the first thing that comes to mind is cost. But what most of us don't realize, is that cost doesn't stop just at the fees that come with a contract; that cost extends all the way through to the equipment that accepting credit cards requires. So much of the focus is centered on discount rates and transaction fees, and not enough spent researching the options for credit card terminals.

Similarly to buying a car, there are a myriad number of makes and models in the credit card terminal industry. Depending on the requirements of your business, something as simple as a counter top solution works fine. For other companies, maybe it's a computer based system, or a terminal that integrates with an internal software. The options are endless, can be customized almost down to the T, and come, of course, at a variety of prices. A good, full service credit card provider will spend the necessary time asking you what your business needs are, ensuring that the terminal configuration they recommend is the perfect fit for your business. Even better, a great provider will give you the cash price, instead of convincing you to lease it.

Why is the cash price better than a lease, you ask? There's an extremely simple answer to that, actually - cost. For a credit card sales office, a leased piece of equipment equals a high profit margin for them. Most leases have a 36-48 month contract term, and a payment around \$59.99-\$99.99 a month. Let's look at a 48 month lease, at \$79.99 a month for the payment. When you do the math that means you, as the merchant, have paid out

\$3,839.52 over the term of the contract. What's more, at the end of the contract, there's usually an additional payment due of at least a couple hundred dollars to finalize the purchase of the terminal.

Let's talk about cash prices now. Most credit card terminals, on average, cost around \$350-\$400 for a moderately high end piece of equipment. If you look at the numbers, you could pay \$400 for a terminal and own it outright, or pay \$3,839.52, plus a final buy out, after three years. In pure numbers, you'd save a minimum of \$3,439.52 if you paid cash. It all comes down to cost.

So, looking at the comparison, the next question becomes, why lease? What would cause a sales representative to encourage a lease over an outright purchase? Put extremely simply, it's a profit cash cow. The bulk of the money that you pay out over the term is paid as upfront commission to the agent who submitted the lease. The agents do have to pay for the cost of the equipment out of the commission, but even then, it's a substantial profit center. When you look at the numbers, it all makes sense for the agent. Not so much for the merchant though.

Qualified Processing Services always recommends that a business owner purchases a terminal, rather than lease. Not only is it more cost effective for a business, owning a terminal outright means less fuss if anything ever happens to the equipment. Warranties can be extended, repairs can be easily addressed, and replacements, if needed, still come in far under the total expense of leasing. If you'd like further information on the benefits of purchasing a terminal, or would like to ensure your current terminal set up, QPS is available to assist.

Parts Sellers Go Global with New eBay Shipping Service

eBay has helped parts sellers reach buyers in the U.S. and around the world for years – with more than 310 million parts and accessories transactions taking place on eBay Motors to date. Now, eBay announced it is making it easier for its sellers to expand their global reach with its new global shipping platform.

eBay's Global Shipping Program simplifies the process of shipping items to a number of countries worldwide, making an international sale feel as easy and straightforward as a domestic transaction, the company says. Sellers send their items to a shipping center in the U.S., which takes care of the international shipping, including the customs forms, remitting applicable import charges pre-paid by the item's buyer, and providing tracking of the shipment. Enrollment in the program is free for sellers.



Auto parts sellers are already benefiting from the opportunity to go global, eBay says. Parts sellers such as Joel Cohen, owner of AutoPartsDirectToYou, report that they are already seeing the benefits of the program. Cohen, who has conducted business internationally prior to joining the program, said he has seen his international sales grow by 15 percent since opting in to eBay's new program. Cohen says he also now has the peace of mind that comes with knowing that international taxes and duties are being calculated accurately ahead of shipping an item, avoiding the unforeseen fees that have plagued him in the past and allowing him to be competitive on price where he wasn't before.

Through its Global Shipping Program, eBay is enabling parts sellers to reach new buyers in 34 countries, including Australia, China, Japan and the U.K.

Supreme Court Decides Not To Consider Industry Group's Challenge Regarding EPA's E15

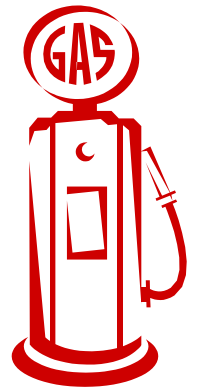
The American Fuel & Petrochemical Manufacturers (AFPM) expressed disappointment yesterday after learning that the Supreme Court has decided not to consider the association's challenge of EPA's E15 waivers.

"The Supreme Court's decision denies the petitioners their day in court and will have negative repercussions for consumers," said AFPM President Charles Drevna. "It is unfortunate that EPA's decision to place politics ahead of science will stand."

EPA's waiver allows gasoline containing 15 percent ethanol, called E15, to be sold into the general fuel supply. AFPM challenged the legality of EPA's decision because E15 has been shown to cause engine damage in most automobiles, boats and outdoor power equipment, such as chainsaws and lawnmowers.

AFPM continues to assert that EPA overstepped its authority under the Clean Air Act when it granted partial waivers to allow the use of E15 in certain engines, including vehicles model year 2001 and newer. Objective tests have shown that E15 may cause engine damage in vehicles and therefore should not be an approved fuel under the Clean Air Act that can be sold in the general gasoline supply.

AFPM is not the only industry group opposed to E15, however. The SEMA Action Network also recently participated in a rally on Capitol Hill to protest the use of E15, as it poses a risk to older cars and motorcycles.



Average Number of Miles Driven by Model Year

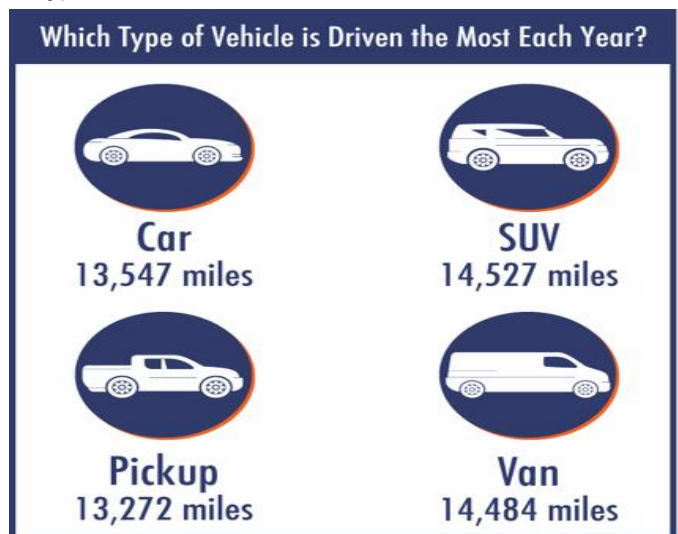
According to the latest information from IMR Inc., SUV's barely edge out vans with just over 14,500 miles driven each year. The chart here shows the average number of miles driven based on the type of the vehicle.

Average Number of Miles Driven by Model Year

2013	14,534	2001	14,021
2012	12,044	2000	13,782
2011	14,242	1999	13,103
2010	13,980	1998	12,915
2009	14,090	1997	14,153
2008	14,408	1996	14,094
2007	14,030	1995	12,895
2006	13,994	1994	12,639
2005	13,726	1993	11,476
2004	14,009	1992	12,773
2003	14,369	1991	13,859
2002	14,303	1990	12,466

Which Type of Vehicle Is Driven Most Each Year?

According to the latest information from IMR Inc., SUV's barely edge out vans with just over 14,500 miles driven each year. The chart here shows the average number of miles driven based on the type of the vehicle.





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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 randal@aaas.us.

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

AAAS Industry News is a quarterly publication of Automotive Aftermarket Association Southeast, Inc. This newsletter is for the exclusive use of the members of AAAS. Any reference herein to laws or governmental rules and regulations are made solely for the information of our members and in no way constitutes a legal interpretation of any legislative or administrative enactment. For advice concerning the legal effects of any enactments referred to herein, members should consult legal counsel or a certified public accountant.

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.



Autosport Body Works.....	Opelika, AL
Crystal Clear Car Wash.....	Dothan, AL
Dirt Racing, LLC.....	Rainbow City, AL
Empire Autohaus, Inc.....	Pelham, AL
Holland's Paint & Body.....	Robertsdale, AL
National Pronto Association.....	Grapevine, TX
Ryan Motors, Inc.....	Hattiesburg, MS
Solgate, Inc.....	Montgomery, AL
Southeast Auto Parts of Hazel Green.....	Hazel Green, AL
Southeast Auto Parts of Hunstville.....	Huntsville, AL
Southeast PBE of Cullman.....	Cullman, AL
Southeast PBE of Rome.....	Lindale, GA

AAAS Calendar of Events 2013

September 21 AAAS Board of Directors Meeting ~ Panama City, FL
November 5-7 Automotive Aftermarket Parts Expo ~ Las Vegas, Nevada



aapexshow.com

