TWENTY AAAS Educational Foundation Scholarships Awarded!

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 2016 AAASEF scholarships for the 2016-2017 academic year.

Additionally, 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.

Students sponsored by Automotive Aftermarket Association Southeast (AAAS) members selected to receive the scholarships are listed on page 3. CONGRATULATIONS TO THESE STUDENTS AND THEIR AAAS SPONSORS!

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 automotive scholarships.com/AAAS and receive consideration for the AAASEF and the GAAS scholarships plus other industry awards. More information is available at aaas.us/member programs.

As we celebrate the scholarships awarded this year, it is time plan for 2017. The Educational Foundation’s success depends on the generous and gracious donations of our members and friends of the association. Please consider using the enclosed form to make a tax deductible donation or a pledge.

2017 AAAS Conference—Plans are Underway

Chairman Jarrett Liles is proud to announce our 2017 Key Note Speaker will be Bill Hanvey, President and CEO, of the Auto Care Association. Hanvey has spent his entire 25+ year career in the aftermarket. “I look forward to meeting Bill Hanvey and hearing directly from him, his perspective and insights on the State of the Aftermarket” said Liles.

Mark your calendars now for June 8–11th and join fellow members to gain the latest information from industry leaders, as well as, the opportunity to foster and enhance professional networks. The Sandestin Golf and Beach resort is a beautiful venue that promises fun for the whole family. For more information or to pre-register, call or email denise@aaas.us or 800.239.7779. We look forward to seeing you there!

AAAS Officers Elected

During the 2016 Conference and Trade Show, the association elected officers, re-electing Jarrett Liles, of Connie Liles Auto Parts, Tallahassee, FL as Chairman. Keith West will serve as First Vice Chairman with Sid Dooley acting as Second Vice Chairman and Steve Kampwerth continuing to serve as Immediate Past Chair. Bill Lewis was elected Treasurer.

The Directors selected and serving on the board include Liz Burleson-Barrett, Clyde Darville, Jay Galimore, Bob Greathouse, Steve Kean, Roger McCollum, Michael Morgan, Phil Payne, and Joe Ward. Randal Ward states, “AAAS is indeed fortunate to enjoy the volunteer leadership of this great group of automotive aftermarket professionals. Congratulations to each of these officers and directors!”

October is Car Care Awareness Month—TIME TO SET A DATE!

Car Care Aware events are great for your community and your business. Connecting with a customer through a check up event is an effective way to build trust and loyalty. AAAS would like to help by providing association members hosting Car Care Aware Event in their community $100 to help offset the costs of supplies and refreshments. Here is a helpful link to reference as you plan your event: www.carcare.org check out the Industry Tool Box.

Please send the date and details for your event and we’ll help you spread the word with a press release and through our social media channels!
This year’s AAAS Annual Conference and Trade Show was a huge success! AAAS Members, friends, and family joined together June 9 -12, 2016 at the magnificent Sandestin Village of Baytowne Warf for a weekend of informative presentations, building professional relationships and friendships in a beautiful and relaxing atmosphere! Throughout the weekend, attendees enjoyed great food and company while participating in our popular events, including: a deep sea fishing outing, a golf tournament, a trade show, business sessions, social receptions and dinner parties. Check out the pictures below and throughout this newsletter!
AAAS EBF ~ Welcome to the Board ~ Donald Hall

Chairman Jarrett Liles has appointed Donald Hall of Harrell & Hall Enterprises to the AAAS Employee Benefit Fund Board of Trustees. Hall has been an active association member since 2009. Liles says, "Donald is a great supporter of our association and the industry. He is a natural leader in our association and will certainly serve our Employee Benefit Fund members well."

Hall is ‘pleased and proud to be asked to serve the association on this board. I think the health insurance program is one of the most important services our association offers, and I look forward to contributing any way I can. We are loyal members, and we have benefitted greatly from our participation in this particular program and from membership in the association in general.”

Congratulations and Many Thanks Bill Hamilton

The Board of Directors and staff of AAAS bid a fond farewell to Bill and Julie Hamilton. Bill has recently announced his retirement from the aftermarket industry. He has served on the AAAS Board of Directors for over thirty years. “There has never been a more loyal or supportive board member. Bill has handled the Membership Committee Chairmanship for most of those thirty years and has seen the association grow from a single state with three hundred members to four states and some six hundred fifty members.” reminisces Randal Ward. “We wish the Hamilton’s the best of luck and a very happy retirement.”

Connie Liles Fleet Solutions Open

Customers and community members alike gathered to celebrate the opening of Connie Liles Fleet Solutions in northeast Tallahassee. Jarrett Liles thanked over 100 attendees for their support and shared his vision for the future. George Ehrhard of AAAS was on hand for the event and declared it a huge success.

An open house or check up event is a terrific way to reach out to new and existing customers. Congratulations Connie Liles Auto Parts on opening your second location and hosting a successful event.

AAAS is here to help. If you are thinking of hosting an event, let us help you plan. Call 800.239.7779 or email denise@aaas.us today!

Pictured above left and center Bill and Julie Hamilton. Right Jarrett Liles with Bill Hamilton

### AAAS Educational Foundation 2016-2017 Scholarship Recipients

<table>
<thead>
<tr>
<th>Student</th>
<th>Hometown</th>
<th>Sponsor</th>
<th>Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jordan Battee</td>
<td>Clayton, DE</td>
<td>DYK Automotive, LLC.</td>
<td>AAAS EF Scholarship</td>
</tr>
<tr>
<td>Kyle Beasley</td>
<td>Honoraville, AL</td>
<td>Southland International Trucks</td>
<td>AAAS EF Scholarship</td>
</tr>
<tr>
<td>Stephanie Burgett</td>
<td>Pinson, AL</td>
<td>Donnie’s Paint and Body</td>
<td>AAAS EF Scholarship</td>
</tr>
<tr>
<td>Grace Day</td>
<td>Montgomery, AL</td>
<td>Federated Insurance</td>
<td>AAAS EF Scholarship</td>
</tr>
<tr>
<td>Andrew Gollos</td>
<td>Daphne, AL</td>
<td>Loxley Auto Parts, Inc.</td>
<td>AAAS EF Scholarship</td>
</tr>
<tr>
<td>Taylor Griffin</td>
<td>Andalusia, AL</td>
<td>B&amp;C Automotive Inc.</td>
<td>AAAS EF Scholarship</td>
</tr>
<tr>
<td>Cambria Matthews</td>
<td>Pinson, AL</td>
<td>Southland International</td>
<td>AAAS EF Scholarship</td>
</tr>
<tr>
<td>Emily Quattlebaum</td>
<td>Dothan, AL</td>
<td>Fastener Service, Inc.</td>
<td>AAAS EF Scholarship</td>
</tr>
<tr>
<td>Frances Reilly</td>
<td>Brandon, MS</td>
<td>Rick’s Pro Truck</td>
<td>AAAS EF Scholarship</td>
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<tr>
<td>Emmalee Richards</td>
<td>Lake Whales, FL</td>
<td>Auto Supply Company</td>
<td>AAAS EF Scholarship</td>
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<tr>
<td>Taylor Swindle</td>
<td>Warrior, AL</td>
<td>McGriff Tire</td>
<td>AAAS EF Scholarship</td>
</tr>
<tr>
<td>Kirsten Terhofter</td>
<td>Tallahassee, FL</td>
<td>Connie Liles Auto Parts</td>
<td>AAAS EF Scholarship</td>
</tr>
<tr>
<td>Brian Turner</td>
<td>Wetumpka, AL</td>
<td>Tire and Wheel Professionals</td>
<td>AAAS EF Scholarship</td>
</tr>
<tr>
<td>Haley Turner</td>
<td>Wetumpka, AL</td>
<td>Tire and Wheel Professionals</td>
<td>AAAS EF Scholarship</td>
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<tr>
<td>Steven Trunec</td>
<td>Hoover, AL</td>
<td>Southland International</td>
<td>AAAS EF Scholarship</td>
</tr>
<tr>
<td>Alex Ward</td>
<td>Bainbridge, GA</td>
<td>First Call Truck Parts</td>
<td>Mike Morgan Memorial Scholarship</td>
</tr>
<tr>
<td>Justin Lee</td>
<td>Union Grove, AL</td>
<td>Associate Jobbers Warehouse</td>
<td>Stan Waits Memorial Scholarship</td>
</tr>
<tr>
<td>Rachel Berbert</td>
<td>Marianna, FL</td>
<td>Tri-States Automotive</td>
<td>Dick Bell Memorial Scholarship</td>
</tr>
<tr>
<td>Luke Liles</td>
<td>Tallahassee, FL</td>
<td>Connie Liles Auto Parts</td>
<td>Al Hines Memorial Scholarship</td>
</tr>
<tr>
<td>Olivia Kampwerth</td>
<td>Birmingham, AL</td>
<td>Southern Distributors</td>
<td>Gertrude Ellis Memorial Scholarship</td>
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If you’re not connected, YOU’RE MISSING OUT!

Have you figured it out? What does 🚀 and 🚀 signify in this newsletter? It means this information is available to you on our Facebook Page or through our email subscriptions. Want to be the first to know? Connect with us on Facebook([www.facebook.com/AAASSassociation]), and add your e-mail address to your dues certification form or membership invoice. Keep up to date with valuable information and association programs.
**Legislative News**

This spring AAAS leaders worked with several other associations, and the National Federation of Independent Business (NFIB) to tackle a major issue many of our Alabama members have faced, Third Party Audits. The following is an article summarizing the process and welcomed results.

**Legislation would ease frustration for small business owners.**

After several rounds of negotiation, legislation to change the law concerning auditing and collection firms passed at the end of the 2016 Regular Legislative Session. SB 335 would update the Alabama Taxpayers’ Bill of Rights and Uniform Revenue Procedures Act to prevent auditing and collection firms from mistreating businesses and to prevent businesses from being overburdened by the auditing process.

Over the years, the issue of third-party auditing and collection firms has been a major source of frustration for Alabama business owners. NFIB/Alabama has received numerous complaints over many years from members who are dealing with a third-party firm under contract with a municipality or county for auditing and collecting tax receipts. Many legislators have received complaints from constituents as well.

During a House State Government Committee public hearing in late March, one business owner revealed that a third-party auditing and collection firm had presented him with a tax bill for $95,000, but after his attorney reviewed the audit findings, the tax bill was slashed to $135.80. The business owner’s payment to his attorney, however, was $45,000.

**E-tailing and Tax Collection**

E-tailing is having a growing impact on the aftermarket industry. An upcoming change in tax collection may signal a shift that will benefit retail parts stores and many AAAS members.

Beginning November 1, 2016 Alabama residents will be charged tax on Amazon.com purchases. You can read more about how the Alabama Department of Revenue and Amazon came to this agreement in tax attorney Jeff Patterson’s recent article on the aaas.us/breaking news. The Birmingham Business Journal reported in an similar article on July 6 that as many as 50 online retailers will also begin the practice of collecting taxes on goods sold in Alabama.

**Who Represents You?**

Get to know your elected officials and make sure they understand and represent your views as a constituent. Search Openstates.org. Find your elected officials with a simple address search. After clicking on your elected official’s name you will be able to see the committees on which they server and bills they have introduced, supported and as well as their voting history. Capitol Days will be schedule in early 2017. Keep an eye out for the dates in your state and join fellow members to advocate for the aftermarket industry.

**What Is the PAC and Why Do We Have One?**

The Association Political Action Committee (PAC) participates in elections in Alabama, Florida, Mississippi and Georgia. The PAC allows AAAS to increase the visibility and understanding of the Association, its members and the industry it represents to law makers. In short, a PAC allows an individual business to make a greater impact in the public policy arena than if they acted alone. The PAC also educates members of the legislatures on issues that matter most to the aftermarket industry, our Association and its membership. Without these efforts, elected officials might not realize the importance of our industry to their constituency or how issues they are deciding might impact both auto care business and their customers. Thus, the AAAS PAC helps strengthen our Association’s voice by supporting key decision-makers who truly understand our industry and the work we do. It is important that we build relationships with our lawmakers.

As originally introduced, SB 335 would have prohibited municipalities from entering into a contract with a private auditing and collection firm. The sticking point—leading to an initial failure to pass to the House State Government Committee—was that these private firms would continue to audit, collect, and present final assessments on sales, use, and lodging taxes, as well as be paid a contingency fee for the collection of business and delivery licenses.

After the proposed compromise failed with a 7–6 vote, NFIB and other trade associations helped negotiate a compromise between all parties, and a substitute bill was adopted by the House State Government Committee and the Senate County and Municipal Government Committee unanimously. Under the substitute bill, private auditing and collection firms would have to meet specific requirements and make disclosures to the taxpayer when contracted by a municipality or county, including confidentiality requirements, use of an independent appeals officer, and signature approval on the final assessment from a public official or employee of the local government.

Many thanks Sen. Paul Sanford, Rep. Paul Lee, and Rep. Mark Tuggle for taking on this battle on behalf of small business! AAAS is proud to partner with the NFIB on many issues that impact AAAS member businesses and recommend that our members also consider NFIB membership. For more information go to www.nfib.com/why-nfib/
The Coalition for Auto Repair Equality (CARE) is a national, nonprofit organization that represents companies in the automotive aftermarket, among them: NAPA, AutoZone, Advance Auto Parts, O’Reilly Auto Parts and Bridgestone-Firestone Retail Operations.

Auto Care Association Applauds Michigan Governor’s Veto of Aftermarket Parts Bill

The Auto Care Association today applauded Michigan Governor Rick Snyder for vetoing House Bill 4344, legislation intended to update regulations in the Michigan Motor Vehicle Service and Repair Act. However, the bill authors also included new language that limited the use of aftermarket parts by mandating that an aftermarket part would have to be verified by a nationally-recognized automotive parts testing agency.

The Auto Care Association earlier joined a number of other groups in an unsuccessful grassroots effort to defeat the bill in the legislature. In his letter to the legislature to explain the veto the governor said that “As Michigan continues its comeback, it is imperative that we ensure all components of that industry can remain strong, including Michigan’s robust aftermarket parts industry.” He also expressed his concern about HB 4344’s effect on market competition for replacement parts on motor vehicles.

“We had a tremendous effort from the industry to communicate directly with the governor’s office and I have to thank everyone who took the time to personally write the governor,” said Bill Harvey, president and CEO, Auto Care Association. “We worked hard to sit down with the stakeholders early on in this process, but those efforts did not produce the compromise we were seeking, and we are very grateful that Governor Snyder had the astute ability to get to the heart of the matter and send this bill back to the legislature.”

“Michigan’s aftermarket auto parts industry is strong because of its competition with the OEM’s,” said Governor Snyder. “Enacting a law to prohibit mechanics from providing high quality and safe alternatives for customers is an inappropriate impediment on the competition that has resulted in both high quality OEM and aftermarket parts for Michigan drivers to enjoy.”

Source: Auto Care News

Family Medical Leave Act (FMLA) Handbook Available

The USDOL has recently compiled a very useful employer tool. For companies having 50 or more employees, within a 75 mile radius, the Family Medical Leave Act (FMLA) can be a big headache. The Department has created an employer handbook to help explain the law and use as a tool when administering the benefits. A copy of the handbook can be found at:


Sherry Robertson, PHR at IGO Insurance Agency, Inc. may be reached at sherry@igoinsurance.com

AAAS Employee Benefit Fund Participants

Open enrollment period for a January 1 effective date coming earlier this year!

Be on the lookout for more details coming soon.

In Memoriam

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

Gerard Crnkovich (June 18, 2016) ~ CMAX, Inc. ~ Newnan GA. Gerard was a member for many years and will be fondly remembered.

Lorene Darville (May 2016) ~ 3-D Service ~ Tampa, FL. Lorene helped establis 3-D Services 43 years ago. The Darville family have been long time supporters of the automotive industry and members of AAAS and FAWA.
PrimePay is the approved payroll and employee management services provider for our members. This partnership provides a discount on payroll and HR services, as well as access to mobile employee scheduling, time and labor management, and more. Plus, PrimePay is committed to serving AAAS members to the highest of standards. To kick off the program, PrimePay is offering a Summer Free promotion to all AAAS members. This means you won’t see your first invoice until October!


Calendars are an economical tool to advertise your business and they look great! Check out the many choices in the catalog enclosed.

No need to store your calendars all summer long, as shipment options are either: when ready or After 10/15/2016 and the billing will be delayed until the end of October 2016.

Please fill out the enclosed Order Form and fax to the AAAS office 334.834.1848 or e-mail to Sharon@aaas.us to take advantage of this great offer. If you have any questions call 800.239.7779 today!
4 Things To Consider Before Choosing A Credit Card Processing Company

If you are like many other members, you have probably heard misleading promises of low rates and excellent customer service that are never fulfilled. As a member of the Automotive Aftermarket Association Southeast (AAAS), Superior Financial Systems (SFS) and AAAS understand your needs and are here to help. Most people choose a credit card processing company based on the lowest advertised rates, without checking important facts like:

1. What are the rates that your company will see?
Many of our competitors quote rates that your business will never see and will hide fees in disclaimers. AAAS’ program partner Superior Financial Systems provides individually tailored programs that are more realistic to your industry/company, instead of providing you a cookie cutter program. Your business should see a reduction of 25%-30% off your fees - our average savings per merchant.

2. Is the company proactive about security and upcoming technology?
Most credit card processors neglect to discuss PCI compliance or any new technology with their merchants. Superior Financial Systems partners with the leading PCI compliance provider, Trustwave to ensure our merchants’ PCI compliance needs are met and exceeded. You’ll be kept aware of new information on technology upgrades and industry changes.

3. What is the estimated hold time when you need any type of assistance?
SFS does not believe in call queues and 100 percent of all calls are answered by a live person.

4. What is the company’s merchant retention rate?
Superior Financial Systems’ merchants are continuously pleased with their service and rates. They pride themselves on their 98% merchant retention rate.

AAAS’ program partner Superior Financial Systems (SFS) provides custom, competitive credit card processing rates to AAAS members. SFS conducts free, no obligation fee analysis, provides in-depth explanations of how your existing program works and ways that it can be improved upon. To receive a free analysis, simply email a copy of your merchant statement to Todd Lazar at Superior Financial Systems, todd@sfsprocessing.com. For further information, call Todd Lazar at 888-737-7762.

Start saving money when you switch to AAAS’ Credit Card program. When you enroll, SFS will waive all credit card processing fees for your first month (UP TO $1,000)!

Take a Stand Against Distracted Driving

Imagine yourself standing alongside a busy road, watching the cars go by. Now pretend you have super powers and can see everything going on in each car, and you see this: A driver looks down at his phone to check GPS directions. At the same time, traffic ahead slows. That driver’s quick glance at his phone is enough of a distraction for him to not be prepared for the traffic slowdown. He rear-ends the vehicle in front of him resulting in two deaths and serious injuries to himself.

The driver wasn’t talking on his cell phone. He wasn’t texting. But he was distracted by an electronic device.

Describing distracted driving as an epidemic doesn’t do it justice—it has gone beyond that. It is rampant, worsened by the influx of electronic devices constantly competing for drivers’ attention. Distracted driving threatens our well-being on a daily basis. What can we do to make our roads safer?

He Had a Choice

The driver’s decision to check GPS was, literally, a life and death choice. Two people are dead. He could have made a different choice. But he didn’t, and that’s the point here. Drivers are setting priorities based on an electronic device, putting something as trivial as a text message, phone call, or other electronic communication ahead of safe, attentive driving. People everywhere are choosing—and, yes, it is a choice—to interact with mobile devices while they’re on the road.

That choice puts everyone around them in danger.

Wiser Choices
Federated Insurance wants to help your business address this issue so you can take measures to reduce the chances you or someone who works for you is involved in a crash resulting from distracted driving.

First, we realize people’s attitudes aren’t going to change overnight. The “it’ll never happen to me” perception is alive and well, just as it was during the seatbelt and motorcycle helmet safety campaigns in the past.

But, eventually, with education, repetition, demonstrations, examples, and messages, people began to understand the importance of wearing seatbelts and motorcycle helmets—for themselves and the people important to them. And slowly but surely, it became a priority.

What and Who is Important to You?

The key is persistence. Federated will continue to offer solutions to help your business to inform your employees. We’ll present an insurance company’s perspective. And we’ll boldly ask, “What—and who—is important to you?”

Your family, friends, co-workers, and your business itself all play a vital role in the happy ending to each day. We want everyone to make it home safely.
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 Jarrett Liles wishes to welcome the following members into the association. Liles encourages these and all members to investigate the programs offered through AAAS.

Action Car & Truck
Action of Enterprise
Action Truck Center
AM PM Road Services
AM PM Road Services
AM PM Road Services
Atlanta Powertrain & Hydraulic
Blackman Insurance
Brian’s Tire & Service
Calhoun Auto Parts
Chavers RV
Davis Oil Company of Dothan
Fuse5 Automotive Software
Jim Whaley’s Tire (2 locations)
Jim Whaley’s Tire
Jim Whaley’s Tire
Legal Shield
Masset Supply Company
Precision Grinding
PrimePay
Southern Rubber Tire Pros
Southern Truck Center
Success1Auto
Thermo King
Truck Equipment Sales
Truck Equipment Sales
Westmoreland Tire—Fort Payne

Bainbridge, GA
Enterprise, AL
Dothan, AL
Atlanta, GA
Birmingham, AL
Memphis, TN
College Park, GA
Bay Minette, AL
Huntsville, AL
Calhoun, GA
Dothan, AL
Dothan, AL
Pensacola, FL
Dothan, AL
Ozark, AL
Troy, AL
Birmingham, AL
D’Iberville, MS
Birmingham, AL
Birmingham, AL
Birmingham, AL
Daytona Beach, FL
Mobile, AL
Cantonment, FL
Mobile, AL
Fort Payne, AL

AAAS Calendar of Events 2014 - 2015

AAAS Dues Certification
August—September 2016

AAAS Board of Directors Meeting
September 26, 2016

Car Care Awareness Month
October 2016

Automotive Aftermarket Fund ~ 25th Anniversary
October 1, 2016

AAAS Annual Conference & Trade Show, Sandestin, FL
June 8—11, 2017