

AAAS Industry News

News for the Southeast Automotive Aftermarket

Fall 2017

AAAS OFFICERS

Keith West
Chairman
Auto Supply Company
Bowdon, GA

Sid Dooley
1st Vice Chairman
Associate Jobbers Warehouse
Boaz, AL

Joe Ward
2nd Vice Chairman
First Call Truck Parts
Tallahassee, FL

Bill Lewis
Treasurer
Speed/Brior Auto Parts
Greenville, AL

Jarrett Liles
Immediate Past Chairman
Connie Liles Auto Parts, Inc.
Tallahassee, FL

AAAS STAFF

Randal H. Ward, CAE
President

Robbie Allen, CPA
Workers' Compensation Fund
Director

Susan Dozier
Workers' Compensation Fund
Admin. Assistant

George Ehrhard
Florida Operations Director

Kay J. McCoy
Employee Benefit Fund Director

Sharon Pruett
Business Support Services

Matt Ward
Government Relations Director

Denise Webb
Membership Services Director

AAAS Set to Celebrate 80 Years of Service in 2018

AAAS enters its 80th year of service to the automotive aftermarket industry with a newly elected Board of Directors. The Automotive Aftermarket Association Southeast (AAAS) began in 1938 when a group of parts jobbers in AL collaborated to form an association to represent and support their industry. Over the years, the association has experienced many changes including the expansion into a multi-state association and evolving into an organization serving the entire aftermarket industry. **The association's mission is to represent, support, and promote the automotive aftermarket industry in AL, FL, GA, and MS.**

Strong volunteer leadership and dedication has always been the key to the growth and success of AAAS. Keith West of Auto Supply Company of Bowdon, GA was recently elected as the Chairman of the Board of Directors. The 2017-2018 Executive Committee is as follows: Sid Dooley, Associate Jobbers Warehouse – First Vice Chairman; Joe Ward, First Call Truck Parts – Second Vice Chairman; Bill Lewis, Speed/Brior Auto Parts – Treasurer; and Jarrett Liles, Connie Liles Auto Parts – Immediate Past Chairman. Serving as Directors are Liz Bureson-Barrett, Big Moe Spring & Alignment; Danny Durbin, Durbin Auto Parts; Jay Galimore, Dorn's Auto Parts; Bob Greathouse, CARQUEST; Steve Kean, Rick's Pro Truck; Brad Lightfoot, Langford Auto Parts; Roger McCollum, N.A. Williams; Michael Morgan, Frost Transmission; and Phil Payne, National Parts Exporters.

Retiring from the board in 2017 was Steve Kampwerth, Auto Electric and Carburetor and

Clyde Darville of 3-D Services. Steve has served on almost every board and committee including Chairman of the AAAS and AAAS Employee Benefit Fund boards during his more than 15 years of service. Clyde Darville served on the FAIA board of directors, AAAS Board and as the Chairman of **the AAAS Educational Foundation.** "We are looking forward to celebrating the accomplishments of these key leaders at the 2018 AAAS Conference and Trade Show, June 7 – 10, 2018. While they are no longer serving in board positions, they are always part of the AAAS family, and I look forward to honoring these gentlemen in June.

The departure of these leaders brought about two key appointments. Danny Durbin was appointed the Chairman of the AAAS Employee Benefit Fund **Board of Trustees.** "Danny has served in numerous volunteer leadership roles and is a not only a strong and valuable leader in our association but also within the aftermarket industry. We are very fortunate to have such a capable and experienced **volunteer to serve in this vital role**" commented West. Durbin has served on the Employee Benefit Board since 2007. Chairman West has appointed



Keith West, Chairman

(Continued on page 2)

Association Work Comp Programs Announce Dividends for 2018

As the Automotive Aftermarket Fund (AAF) enters its 26th year of providing exceptional work comp coverage, efficient claims management, and dividends to members, Chairman Sid Dooley, Associate Jobbers Warehouse, is pleased to announce **the Automotive Aftermarket Fund 2018 dividend will be an average of 32%**! AAF members have enjoyed a total of \$7.5 million in returns of premium dividends over the years. However, the 2018 dividend is far and away the largest yet with \$855,000 to be returned to 253 participating companies!

This great profit dollar saving workman's comp program currently serves over 250 member companies. "We are very proud of the fact that forty of the Fund's current member companies have participated in the program since its creation in 1992. Their loyalty has been rewarded with great service and tens of thousands of dollars in dividends!" states Chairman Dooley. **Florida, Georgia and Mississippi AAAS members participating in the association's AmeriTrust Group (formerly Meadowbrook/Star) work comp will receive another 10% dividend in 2018!** The AmeriTrust Group program has re-

turned a 10 -15% dividend every year **since the program's** creation!

AAAS members participating in both the AAAS Employee Benefit Fund Blue Cross **program and either of the association's work comp programs are eligible for a 2% discount on their health insurance.**

AAAS Chairman Keith West of Auto Supply Company, Bowdon, GA, states "Our two work comp programs continue to perform remarkably well. These great profit dollar saving programs deliver solid member value. I encourage you to consider either Automotive Aftermarket Fund or AmeriTrust for **your business.**" **Dividends are based on each program's overall performance, each individual member's attention to good hiring practices and workplace safety.**

Automotive aftermarket businesses are invited to call the association for a no risk look at either of these great programs!



AAAS Capitol Days—Promoting the aftermarket industry's interest

Please join fellow AAAS members and leaders in Atlanta, GA; Jackson, MS; Montgomery, AL and Tallahassee, FL for Capitol Days!

Capitol Days strengthen the association's hand in advocating for a strong, free and competitive automotive aftermarket industry to legislators. Members are able to introduce themselves and their businesses to representatives and share experiences, as well as, offer themselves as a resource for questions and issues the legislators may face in years to come.

Florida Capitol Days
Georgia Capitol Day
Mississippi Capitol Day
Alabama Capitol Day

January 16-17, 2018
January 31, 2018
February 13, 2018
March 7, 2018

Experience the legislative process first-hand by participating in meetings with members of your state's elected officials. Call or e-mail [Matt Ward](mailto:Matt.Ward@aaas.com) at 800.239.7779.

AAAS Employee Benefit Fund—Teladoc

We would like to encourage all employees and their eligible dependents to participate in an exciting new health care service called Teladoc that will be available to AAASEBF members effective 11.01.2017.

Teladoc gives you and your eligible dependents 24/7/365 access to quality medical care through phone and video consults. Teladoc doctors are U.S. board-certified doctors and pediatricians licensed in your state, and average 15 years practice experience. With Teladoc, you get convenient access to quality care for a \$10 Consult Fee.

- Here's when you should use Teladoc:
- When you need care now
- If your regular doctor is unavailable
- If you're considering the ER or urgent care center for a non-emergency issue
- If you're sick on vacation, a business trip, or away from home
- For short-term prescriptions or refills, when appropriate

Teladoc provides treatment for many conditions including cold & flu



GA Capitol Day 2017—L-R—Bob Knight, Kierstin Turnock, Brad Lightfoot, Senator David Shafer, Keith West, Randal Ward, and Matt Ward.

symptoms, respiratory infection, sinus problems, bronchitis, allergies, ear infection, urinary tract infection, skin problems, and more.

AAAS
employee benefit fund

Welcome letters are being mailed by Teladoc direct to employees this month. However, before the physician will discuss an issue with a subscriber, they will need to call or go online to set up an account with Teladoc using their name, birthday and BCBSAL ID number and complete the medical history questionnaire. They can do it when they are calling about an issue, but it is more efficient if the subscribers can call ahead and then Teladoc has the medical history on file and there will not be a delay when they need medical care. Encourage your employees to go ahead and register with Teladoc now so it will be already active when needed.

The first 100 employees to sign up for/request a consult with Teladoc will be automatically entered into a cash prize drawing with 1st, 2nd & 3rd place awards of \$300, \$200 & \$100, respectively.

Get started now by calling 1-855-477-4549, visiting Teladoc.com/Alabama, or downloading the mobile app.

Continued—AAAS Set to Celebrate 80 Years of Service in 2018

Michael Morgan the Chairman of the AAAS Educational Foundation Board of Trustees. Michael has been instrumental in fundraising for the Educational Foundation. "The Foundation has experienced a tremendous amount of growth and support in its few short years. The energy and commitment that Michael brings to the AAAS EF board are exciting", West explained.

Eighty years of service is a great accomplishment, and all members and companies in the aftermarket industry in AL, FL, GA, and MS are invited to contact the association to learn more about the benefits available to your business. Please mark your calendar now and plan to attend the AAAS Conference and Trade Show, June 7 – 10th, 2018 at the beautiful Sandestin Golf and Beach Resort, FL.

Be Social—Connect with AAAS

AAAS has got more great resources and information to share. Connect with AAAS on

- ⇒ Facebook (www.facebook.com/AAASassociation),
- ⇒ LinkedIn and stay up to date with valuable information and tools to for your business.
- ⇒ Sign up for member E-formation straight to your inbox. Submit an email address to denise@aaas.us.



Recent posts and threads include information regarding Telematics from Telematics Talk; Remarkable Results Pod Casts to give you insight and information on your schedule; Human Resources hot topics and compliance issues and much more.

AAAS Educational & Charitable Foundation

Thank you to those who have contributed to the Educational Foundation. Your generosity funds annual scholarships to help deserving students pursue their goals for higher education. Those students represent the future leaders in the aftermarket industry and our communities. More than 75 students have been awarded AAAS EF scholarships since its inception in 2005. During the 2017-2018 school year 24 students were awarded scholarships.

Chairman Michael Morgan, Frost Transmission, Gadsden, AL, encourages you to consider the Educational Foundation in your planned giving and end of year giving.

Estate Planning - An opportunity to make a meaningful and lasting contribution to the members of the aftermarket industry. AAAS staff is happy to work with you and your financial/tax advisors to establish a contribution plan.

End of Year Giving - Looking for a great charity for your end of year giving? Please consider the Education Foundation in your charitable giving as we bid farewell to 2017.

Silent Auction and Educational Foundation Golf Tournament - both events will take place during the 2018 Annual Conference and Trade Show - June 7-10th - mark your calendars today.

We hope we can count on you to make a positive impact our industry by helping members, their employees and family members as they pursue their higher education. **If you'd like to make a tax deductible contribution to the AAAS Educational Foundation, please return the enclosed form with your contribution.**

**AAAS EF
Welcomes End of Year Contributions!**



Apply Now—It is time to get the word out to employees and family members planning to attend college or technical training during 2018 about the AAAS Educational Foundation (AAASEF) Scholarship program. **Applications for the 2018/2019 school year are now being accepted. All applications must be completed and submitted online by March 31, 2018.**

To apply go to automotivescholarships.com/AAAS_or_aaas.us/member-programs/education.

AAASEF gives priority to AAAS members, member employees and family of member employees. **Make sure the AAAS member sponsor information section is completed on the application. The Sponsor Information is the last question on the application. If it is not filled out correctly the application will not be presented to the review committee.** All AAAS member sponsored and eligible applicants will be considered regardless of student's field of study.

Display a AAAS scholarship information poster in your business to inform your employees of this terrific program! Simply go to www.aaas.us/memberprograms/education to download a copy today.

Please call or email denise@aaas.us at 800.239.7779 for more information and/or to have a customized poster mailed to you.



AAAS Conference and Trade Show—2018

GUEST SPEAKERS:

Bill Hanvey, President and CEO ~ Auto Care Association

Tom Shay, Profits Plus Solutions ~ Sponsored by Highline Automotive

June 7th—10th, 2018

Sandestin Golf and Beach Resort, Florida

Register now at www.aaas.us/events

For information about sponsorship opportunities call 800.239.7779 or email denise@aaas.us

SafeBridge Benefits—for AAAS Members

AAAS is pleased to announce recommendation of the SafeBridge Benefits Group (dba... Association Benefits Alliance).

Charles Allen, Founder & CEO of SafeBridge Benefits Alliance... dba... Association Benefits Alliance, comes to AAAS with many strong recommendations as he has almost three decades of successful experience in delivering exceptional value to association member companies with more than 321 of North America's largest national and international associations. Charles and his top-notch team of Senior Financial & Employer Benefits Professionals have a proven record of delivering great solutions, client service and value. They have helped numerous companies and employer groups throughout the southeast and the state of Alabama improve employee benefits and increase their bottom lines.

AAAS members are encouraged to contact Charles Allen or one of his financial professionals or Employee Benefit Specialists by phone at 205-266-7270 for a complimentary, expert employee benefits consultation. After learning about your specific situation, needs and potential challenges in the important area of

employee or executive benefits, Charles and his team will provide you with savvy professional guidance and advice needed to improve your current offerings with the goal of improving both employee benefits and your company's bottom line.



The addition of the SafeBridge executive and employee benefits and services offerings broaden and strengthen the association's portfolio of programs and services available to you. Your association has an ongoing challenge of ever improving service, support and value for you, our member and the industry. SafeBridge fits well into the overall AAAS program and contributes nicely in the effort to meet this challenge. We welcome SafeBridge to the AAAS team.

Learn more about SafeBridge Benefits Group by visiting their website at www.safebridgebenefits.com.

AAAS supports Automotive Aftermarket Charitable Foundation

AAAS proudly supports the Automotive Aftermarket Charitable Foundation (AACF) and encourages members to support this worthy cause. The AAAS board of directors authorized a special contribution to AACF during the aftermath of Hurricanes Harvey and Irma.

The Automotive Aftermarket Charitable Foundation (AACF) has been helping aftermarket families turn tragedy into triumph since 1959. Like the industry, AACF is driven by passion and devoted to family. **It's tough to ask for help, but when someone in the**

aftermarket family faces profound circumstances, AACF is there when it seems

like there's nowhere else to turn. As a nonprofit, this is accomplished through the support of generous donors, awareness partners and dedicated volunteers. To Find out more on www.aacfi.org. On the AACF website members can donate or begin an application for a member of the aftermarket family in need.



Cars are **lasting longer**, and the average age of vehicles is accelerating, driven primarily by 16+ year old vehicles.



The State of Auto Care 2018—Report
See the full report at www.autocare.org

Resource for Alabama Businesses and Entrepreneurs

The Alabama Small business Commission, a group of appointed state small business owners, is responsible for advising governmental entities and promoting policies to assist new business start-ups and expansion of existing businesses. As a result, the commission has created a terrific tool AAAS Alabama members, business owners and entrepreneurs can access for a wide range of resources at www.atlasalabama.gov.

Atlas Alabama was designed to help business owners identify typical permits, licenses, certifications, etc. for given activities undertaken by businesses. This site offers a starting point for entrepreneurs and small business owners to locate the requirements, tips, news, and contact information that can help when opening or expanding a business.



5 Signs Your Website is Boring

11/01/2017 - Net Driven

Homepages are like digital welcome signs that greet people when they visit your site. You want your page to not only look good, but provide your customers with the information they need as quickly and as efficiently as possible.

Use these do's and don'ts to help craft your automotive website into something customers want to keep coming back to.

COLOR:

Color scheme and background set the tone for your homepage. You want to choose colors that work well together and also make sense for your business.

Keep it simple. Don't add too many different colors or a background that steals the focus from your main images and text.

Use color psychology to portray your message to customers. Colors like blue and green make you feel trust, confidence, and growth while colors like red and pink expel excitement, passion, and youthfulness.

Choose wisely when picking the colors of your website; bright colors can be painful to view on a screen. You also run the risk of causing a distraction and being unprofessional looking.

GRAPHICS:

People are naturally drawn to graphics and pictures. Using high-quality pictures on your auto site will help keep the viewers' attention.

You'll want to include photos of the shop, equipment, staff, and waiting area. Letting customers into your business through pictures will create a sense of trust. People like to know what they're walking in to; these images will provide familiarity to people who haven't been to the shop before.

However, you need to make sure you're not crossing the fine line of too many pictures, it may feel overwhelming. Every image should have a specific purpose.

NAVIGATION:

You will come off as more professional and organized if your auto service website's content is well thought-out and tidy.

Choose a clean layout that's easy to navigate. Your customers don't want to spend a lot of time searching through pages or ads and never-ending text. They want to find what information they need easily. Ideally, customers should be able to arrive on your site and not have to think about where they should click next.

Orlando Florida Be Car Care Aware Event 2018

Calderon Automotive Repair in Orlando, Florida, held its Be Car Care Aware event and 10th year anniversary, November 4, 2017.

In addition to free vehicle inspections and This year's event, Calderon Automotive gave away a repaired and reliable 2002 Hyundai XC 350 to a deserving person in the community. The recipient a local resident, Mrs. Andrea Jones. Shortly after the passing of her husband during the summer, Hurricane Irma destroyed the family car. Mrs. Jones was able to once again drive to work and is extremely grateful for the car.

Calderon Automotive Repair is a full-service preventive maintenance and auto repair center in the Orlando, area. Julio, a highly skilled auto repair tech with 16 years of experience has operated Calderon Automotive Repair with his wife Nancy for the past ten years.

Automotive Aftermarket Association Southeast, Florida Operations Director George Ehrhard, was present to help with the event.

CONTENT:

Update your content frequently. Fresh content will let customers know that your website is up to date and a dependable source of information.

When customers first visit your site, they should immediately understand which services you provide. Keep the descriptions simple within your service catalog. You can always go into more detail on other pages. Short, concise bits of information are easy for your customers to read quickly.

FUNCTIONALITY:

What useful functions can you have on your website to benefit your customers? Just like navigation, functionality of your website is **extremely important. Some items you'll want to include to create the easiest use for your customers are: social icons so they can easily access your Facebook and Twitter, a contact form so they can send any questions or concerns to you, your business' phone number, address, and hours of operation so they can find you.**

Your layout should also be simple and easy to use. Everything you put on your site should have a purpose. **Don't include flashing intros and pointless widgets like a weather update or current time. Focus on what's important and how to create the best experience for your customers.**

REMEMBER

Using color and graphics to create an interesting website will draw customers in, but having proper, easy to use navigation and up to date, informative content will keep them on the page and coming back to your shop every time. **Keep these guidelines in mind and you'll be able to build a successful platform.**

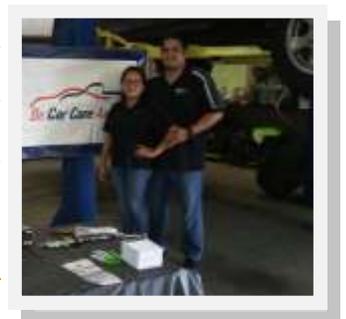
Are you ready to become an internet marketing whiz? Sign up to receive articles at www.netdriven.com/news to get the latest articles on all things internet marketing so you'll never miss an opportunity to grow your knowledge.



NET DRIVEN

Be Car Care Aware is a consumer education program that demonstrates the benefits of regular maintenance checks and simple service that can greatly increase vehicle safety and reduce the cost of car ownership. Find out more about hosting a Car Care event at www.carcare.org/industry-tool-box.

AAAS members receive financial support (\$250) as well as marketing assistance from the association. Please contact [George Ehrhard](#) or [Denise Webb](#) (800.239.7779) to assist you with your event.



Four Year Record Vehicle Sales

"Following the 2008 recession, annual car and light truck sales in the U.S. plummeted more than 35%. Bottoming at just over 10.3 million new vehicles in 2009 (16 million vehicles were sold in 2007) the new vehicle market staged a steady recovery over the next four years, adding a total of more than 12 million in car and light truck sales."

"During 2014 through 2017, annual new car and light truck volume will average more than 17.1 million, setting a new four-year U.S. sales record." Jim Lang

New Vehicle Market Hit Hard

New car and light truck sales in the U.S. topped 16 million units during 2014 for the first time in seven years.

In the four years prior to the 2008 Recession (2004 through 2007), the new light vehicle market in the U.S. averaged nearly 16.5 million in annual volume.

Over the following six years (2008 through 2013), the new light vehicle market averaged nearly 4 million fewer vehicles per year.

Annual Vehicle Sales Top 16 Million Again

Following several years of steady growth, the new vehicle market reached 16.3 million during 2014. This marked the first year of a four-year run of record-high new vehicle volume.

2017 Annual Sales Near 17 Million

Lang Marketing projects 2017 car and light truck volume will reach approximately 16.9 million, aided by the new vehicle sales to replace cars and light trucks destroyed by the recent Texas and Florida hurricanes.

Four Record Years

Beginning with 16.3 million sales during 2014, new car and light truck volume reached 17.5 million in 2015, and peaked at 17.6 million last year.

While 2017 new vehicle sales through July were down from 2016, a sales surge beginning in August has pushed Lang Marketing's 2017 annual projection to 16.9 million.

At this rate, new car and light truck volume will average 17.1 million during 2014 through 2017, an unprecedented level both in unit volume and sustained annual sales strength.

Changes in Sales Mix

While record-high sales since 2014 constitute big aftermarket news, of equal importance to the aftermarket is the change in the mix of vehicles sold during this record volume streak.

Higher Foreign Nameplate Volume

Foreign nameplates accounted for 54.8% of sales in 2013. During 2017, Lang Marketing projects that foreign nameplates will account for nearly 56% of new car and light truck volume.

While these percentages might not seem to represent overwhelming change, they reflect a positive force for foreign nameplate aftermarket product growth and the fact that foreign nameplates generated most of the total increase in new car and light truck annual volume from 2014 through 2017.



Cars and Light Trucks

An even greater new vehicle shift occurred between 2014 and 2017 in the mix of car and light truck sales.

During 2013, cars and light trucks were nearly evenly split in new vehicle market share: cars at 49.9% and light trucks with a 50.1% share.

However, by 2017, a massive change had occurred in the car and light truck sale mix. Lang Marketing projects that light trucks will account for nearly 63% of 2017 volume, up approximately one-quarter in share from 2013.

Aftermarket Consequences

The changing annual sales mix of nameplates and vehicle types have important consequences for future aftermarket volume.

For example, the foreign nameplate aftermarket will be boosted by the increasing foreign nameplate share of new vehicle sales, while Accessory volume will gain strength from the growth of the light truck share of the new vehicle market, as the passenger car share of the new vehicle market plunged.

Six Major Takeaways

- Lang Marketing projects that nearly 17 million new cars and light trucks will be sold in the U.S. during 2017.
- In the four years from 2014 through 2017, annual new car and light truck volume will average more than 17.1 million, setting a new four-year light vehicle sales record in the U.S.
- Along with record-high annual new vehicle volume, the changing mix of vehicles sold during this four-year sales streak has significant aftermarket sales implications.
- Foreign nameplate cars and light trucks have continued to increase their annual new vehicle share volume.
- An even greater change occurred in the sales mix of new cars and light trucks, as light trucks soared from 50% to nearly 63% of the new vehicle market between 2014 and 2017.
- Changes in the mix of nameplates and vehicle types in the new vehicle market have important consequences for future aftermarket volume.

To read more from Jim Lang or to subscribe to the Lang Report go to www.langmarketing.com.

AAAS Office Holiday Schedule

In observance of Christmas and the New Year, the AAAS office will be closed the following days:

Christmas – December 25th and 26th

New Years – January 1st

The Board of Directors and AAAS staff wish you a very happy holiday season!



RISK MANAGEMENT CORNER



Cybersecurity and Small Business

It's nearly impossible these days for businesses to operate without the help of Internet-connected devices, which exposes them to cybercrime. It's the small- to medium-sized businesses, however, that are especially vulnerable: half are victims of cybercrime and nearly two-thirds of those victims go out of business.¹ Hackers increasingly target small businesses because there is a low risk they will be caught and a high probability they will be successful.

Maintaining personally identifying information (PII) on a computer connected to the Internet creates a nearly unavoidable risk. More than likely, names, addresses, and employees' employment information are stored. If PII is acquired by someone without the authority to do so, in most states that is a security breach (data breach).

Banking, credit, and vendor account information is also vulnerable. Even if that valuable information is not stored on an Internet-connected computer, employees who have access to it can be duped into handing it over to criminal actors.

Best Practices and Security Tips

Tip 1: Train Employees in Information Technology Security. Training should be offered especially to those who are responsible for accounts payable, human resources records, and wire transfers. Training for all employees should be reinforced periodically.

Employees should be instructed to refrain from clicking links or attachments in e-mails, and not to pay an invoice until it's confirmed that the sender actually sent it. Even if the e-mail appears to be from a trusted source, employees should learn to always copy and paste links or type URLs into a browser to see if the address is valid.

Tip 2: Funds Transfers. Put a policy in place to have an in-person or telephone conversation to confirm e-mail requests for funds or personal information. It can greatly reduce the likelihood of fraudulent transfers or information sharing.

Tip 3: E-mail Authentication. Phishing can be substantially reduced by verifying that the e-mail originated from the domain it is associated with. If your domain is hosted, it's worth taking some time to look at how your e-mail is set up to ensure proper authentication schemes are used.²

Tip 4: Change default passwords on your router and other Internet-connected devices.

Tip 5: Use a trusted VPN service when using WiFi.

Tip 6: Back up your data regularly both to the Cloud and to a removable device.

Tip 7: Update firmware and software regularly.

Security professionals used to strive for perfect security, but today they accept that goal is unachievable. Instead, they strive for optimal security by combining best practices with a risk management program that considers purchasing data compromise and cyber coverage through a knowledgeable insurance provider.

Cyber ShieldSM from Federated Insurance is a two-part coverage program designed to help provide essential protection against many of the critical cyber and privacy exposures businesses face. Data Compromise Coverage and Cyber Coverage can help your company recover from intentional or accidental breaches. Visit federatedinsurance.com for more information or to find your [local Federated representative](#).

¹"The Impact of Cybercrime on Small Business," Course 10, Tutorial 1, Quoting Dr. Jane LeClair, Chief Operating Officer National Cybersecurity Institute. Online at <https://www.sbir.gov/sites/all/themes/sbir/dawnbreaker/img/documents/Course10-Tutorial1.pdf>.

²The leading e-mail authentication protocols are SPF (Sender Policy Framework), DKIM (Domain Keys Identified Mail) and DMARC (Domain-based Message Authentication, Reporting & Conformance); best practice is to utilize the three protocols together.

This article is intended to provide general information and recommendations regarding risk prevention only and should not be considered legal advice. Following these guidelines does not guarantee reduced losses or elimination of any risks. This information may be subject to regulations and restrictions in your state. Qualified counsel should be sought regarding questions specific to your circumstances and applicable state or federal laws. © 2017 Federated Mutual Insurance Company. All rights reserved.



AAAS

automotive aftermarket
association southeast



Left—right: Randal Ward, Kay McCoy, Denise Webb, Sharon Pruett, Susan Dozier, Robbie Allen, and Matt Ward. Not Pictured—George Ehrhard

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.

11245 Chantilly Parkway Court
Montgomery, AL 36117-7585

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 Keith West wishes to welcome the following members into the association. West encourages these and all members to investigate the programs offered through AAAS.

A & N Collision, Inc.	Grove Hill, AL	Global Parts Distribution, Inc.	Orlando, FL
A to Z Auto, Inc.	Alabaster, AL	Global Parts Distribution, Inc.	Louisville, KY
Andalusia Tire Company	Andalusia, AL	Global Parts Distribution, Inc.	Macon, GA
Auto Value of Port St. Joe	Port St. Joe, FL	Global Parts Distribution, Inc.	Oklahoma City, OK
Autoworx, LLC	Foley, AL	Graceville Auto Parts	Graceville, FL
Autoworx, LLC	Gulf Shores, AL	Larry Puckett Chevrolet	Prattville, AL
Beerman Precision Inc.	Howna, LA	LPI Group	Atlanta, GA
Beerman Precision Inc.	New Orleans, LA	Quincy Auto Parts	Marianna, FL
Beerman Precision Inc.	Gulfport, MS	SafeBridge Benefits Alliance	Birmingham, AL
Big Easy Sales	Atlanta, GA	Service Auto Part	Marianna, FL
Calhoun Auto Repair & Machine, LLC	Calhoun, GA	Sneads Auto Parts	Sneads, FL
Carroll Machine & Welding, Inc.	Birmingham, AL	The Davison Company, Inc.	Kennesaw, GA
Devan Lowe Cadillac-Buick-GMC-Lincoln	Rainbow City, AL	Thomas Auto Parts, Inc	Sylacauga, AL
Devan Lowe Cadillac-Buick-GMC-Lincoln	Fort Payne, AL	United Auto Parts	Marianna, FL
Global Parts Distribution, Inc.	Forest Park, GA	Winston Automotive Parts & Supplies, Inc.	Double Springs, AL
Global Parts Distribution, Inc.	Visalia, CA		
Global Parts Distribution, Inc.	Folcroft, PA		

AAAS Calendar of Events 2018

Georgia Capitol Day	January 31, 2018
Mississippi Capitol Day	February 13, 2018
Alabama Capitol Day	March 7, 2018
Florida Capitol Days	January 16-17, 2018
AAAS Educational Foundation Scholarship Applications Due	March 31, 2018
Car Care Awareness Month	April 2018
AAAS Annual Conference & Trade Show, Sandestin, FL	June 7-10, 2018