

AAAS Industry News

News for the Southeast Automotive Aftermarket

Summer 2018

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Bowdon, GA

Sid Dooley

1st Vice Chairman

Associate Jobbers Warehouse
Boaz, AL

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Jarrett Liles

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AAAS Staff

Randal H. Ward, CAE

President

randal@aaas.us

Robbie Allen, CPA

Workers' Compensation Fund

Director

robbie@aaas.us

George Ehrhard

Florida Operations Director

george@aaas.us

Kay J. McCoy

Employee Benefit Fund Director

kay@aaas.us

Sharon Pruett

Business Support Services

sharon@aaas.us

Matt Ward

Government Relations & Field

Services

matt@aaas.us

Denise Webb

Membership Services Director

denise@aaas.us

Celebrating 80 Years AAAS—the state of the association

Established in 1938, AAAS is currently celebrating 80 years of service to its members and the aftermarket industry. A lot has changed in 80 years, but the goal of AAAS has always remained the same, to protect the industry and bring as much value as possible to member businesses. Thanks to fantastic volunteer leadership through the years, the association finds itself as strong as it has ever been and showing no signs of slowing down.

AAAS began offering health benefits to member businesses in 1952.

Today, the Employee Benefit Fund (EBF) continues to provide top drawer Blue Cross Blue Shield benefits at extremely competitive rates, covering well over 6,000 aftermarket employees and their families. The AAAS EBF program is currently generating over \$31M in annual premium contributions, making it by far the largest and most successful program offered by AAAS. In an era where health insurance has become a major hurdle to small business success, this program has helped alleviate some of that hardship by providing stability in an unstable marketplace. Association Health Plans (AHP's) have been in the news a lot lately and to many it is a new idea. The Automotive Aftermarket Association has had an Association Health Plan since the 1950's!

AAAS is also proud to offer highly successful workers' compensation programs. The Automotive Aftermarket Fund (AAF) and AmeriTrust, for members outside of Alabama, provide hundreds of thousands of dollars in dividends and discounts to participating members. Thanks to strong underwriting and loss control efforts, the AAF recorded a record 32% dividend in 2017 and AmeriTrust participants enjoyed a 10% dividend for the 6th consecutive year. The Alabama program (AAF) enjoys access to the Blue Cross Blue Shield network in settling the medical portion of claims, meaning even further savings for participants.

While the EBF and AAF are the largest programs offered, the support provided to AAAS members goes beyond just improving the bottom line. Financial assistance for technical training and higher education provided by the AAAS Educational Foundation has a profound impact on the future of the aftermarket industry. The Foundation awards scholarships to member employees, and their immediate family members who are interested in pursuing technical training or higher education. Created by AAAS volunteer leaders in 2006, the Foundation has awarded tens of thousands of dollars in scholarships. In fact, in 2018 the Foundation awarded twenty-three scholarships to deserving individuals. Because the AAAS Educational Foundation is a 501c3 charitable organization, it also stands ready to assist members and their families in times of need, such as personal tragedy or natural disasters. The mission of the Foundation is to help members strengthen their business and the aftermarket industry. The Foundation accomplishes its goal by reaching out and helping the very backbone of the aftermarket industry, the current and future workforce.

In addition to these successful programs, AAAS offers other ancillary benefits such as credit card processing, HR support, payroll processing, background checks, and more.

AAAS took a big step in late 2016 by adding a staff position to concentrate on governmental affairs. Since that time, AAAS has greatly strengthened its footprint in Montgomery, Jackson, Tallahassee, Atlanta and Washington D.C. and has been working closely with the state legislative representative of the Auto Care Association on national issues. "AAAS is always striving to find ways to strengthen the association and protect the aftermarket. We want to make sure we are prepared should any legislation arise that could negatively impact the industry. The association is working hard to maintain and build relationships that allow us to tell our story and protect our interests." said Director of Government Relations, Matt Ward. The welfare, viability and continued existence of the automotive aftermarket may well depend on having a strong presence in the regulatory arena.

The Automotive Aftermarket Association Southeast is a volunteer led trade association that has proudly served the aftermarket industry for more than eighty years. Aftermarket businesses in the region are invited to contact the AAAS staff or a board member to learn more about the many benefits of membership. The AAAS regional office is located in Montgomery, AL and can be reached at 800.239.7779 or www.aaas.us.



AAAS Conference and Trade Show—

On June 7 through 10, the Automotive Aftermarket Association Southeast (AAAS) held its 2018 Annual Conference and Trade Show at the Sandestin Golf and Beach Resort in Miramar Beach, FL, attracting members eager to network with industry peers, engage in valuable learning opportunities, and enjoy a relaxing time with family and friends. According to AAAS Board of Directors Chairman, Keith West, "This year's event was exceptional, as the Automotive Aftermarket Association Southeast is celebrating its 80th year serving the automotive aftermarket. This year's schedule of events included many opportunities to gather valuable information and net-

Fishing 2018

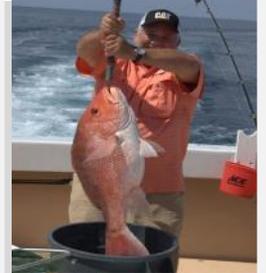
The group brought home their limit of beautiful red snapper, and a record number of other species. That's 139 fish in all. They had a wonderful day out in the gulf on the *Relentless*. Thank you to Federated for sponsoring such a great event!



Eric McNair &
George Ehrhard



The *RELENTLESS*



Roger South with the biggest
catch of the day!

Golf 2018

Held on Saturday afternoon at the Baytowne Golf Course and sponsored by Federated. Players had a chance to win \$10,000 with a hole in one. It was close! But, unfortunately this year, no one walked away with the prize. Golfers did enjoy a gorgeous day on the links. Sponsored by Federated, the golf tournament is a fundraiser for our AAAS Foundation. A perfect way to spend a beautiful day with friends and colleagues in Sandestin.



Chris Alexander, Randal Ward,
Richard Byrd & Danny Durbin



Matt Ward, Randal Ward,
Jessica Heaps & Donald Hall



AAAS Board of Directors

The Board of Directors meet throughout the year to discuss current association programs and business. In addition the board members present and consider new ways to assist members of AAAS and the aftermarket industry.



Pictured left/back Steve Kean, Randal Ward, left front Roger McCollum, Jarrett Liles, Liz Burluson-Barrett, Danny Durbin, Sid Dooley, Bill Lewis, Matt Ward, Brad Lightfoot, Joe Ward, Bob Greathouse, Keith West (back) and George Ehrhard.

Great Networking and Business Sessions

The AAAS Conference and Trade Show began on Thursday, July 7th with a cocktail reception which provided participants with a chance to meet or reconnect with other industry professionals in attendance. The following morning, *The Relentless* took a group out for a fishing expedition. "We headed out on the water in hopes of catching Red Snapper, Vermillion Snapper, Trigger Fish and more. The trip provided a great morning of fishing, and the boat limited out on snapper and a record number of keepers," Joe Ward, AAAS First Vice Chairman said.

AAAS hosted a reception for the Young Auto Care Network Group (YANG) on Friday night, and AAAS Director of Government Relations and YANG member Matt Ward shared, "YANG has given me a great avenue to network with and meet other industry peers, many of which I consider to already be leaders in this industry. It is exciting to be in a room full of YANG members that are excited about what they do and the industry they work for. You cannot attend a YANG event and not be optimistic about the future of the automotive aftermarket."

The educational portion of the conference took place on Saturday morning. One of the highlights of the morning were the presentations by Tom Shay of Profits Plus Solutions which were sponsored by Highline Automotive: "Strategies to Win in a Challenging Economy" and "Characteristics of a Successful Business."

Tom Tucker, Director of State Government Affairs for the Auto Care Association, delivered "a compelling and informative presentation on the State of the Auto Care Industry and the opportunities AAAS members face now and in the near future. Tucker's discussion included emerging technology and regulations," Keith West recounted. "Technology and legislative issues are quickly having a profound effect on the aftermarket industry. Perhaps now more than ever, it is essential for aftermarket businesses to stay informed and ready to work with each other and similar organizations to ensure that the aftermarket remains a free, fair and competitive industry. Attendees were able to visit with the guest speakers and learn from the many vendors in attendance throughout the morning and during breaks between speakers."

Attendees enjoyed an afternoon of relaxation with many attendees participating in the Annual Golf Tournament at Baytowne Golf Club, sponsored by Federated Insurance with proceeds benefiting the association's Foundation (AAASF). According to Randal Ward, "The weather was ideal; the players enjoyed themselves and money, was raised to fund scholarships and other great causes."

Saturday evening concluded with dinner and a silent auction that also benefitted the AAASF and was hosted by Michael Morgan, Chairman of AAAS Foundation Board of Trustees. West stated, "As usual, AAAS members stepped up to raise funds for a great cause. AAASF awarded twenty-three scholarships this year to deserving students pursuing technical certifications and post-secondary degrees. Several members and sponsors donated auction items, and many more enjoyed the fun, comradery, and atmosphere by bidding generously. At the end of the evening, AAASF trustees raised over \$6,000 for the foundation."

During the evening's events, AAAS Chairman Keith West recognized Steve Kampwerth, President and CEO of Auto Electric and Carburetor, with the title of Director Emeritus, the highest honor given to AAAS volunteer leaders. West shared, "Steve has served in numerous AAAS board and leadership positions since 2002. Kampwerth served as the Chairman of the AAAS Employee Benefit Fund during a time of tremendous turmoil as changes in health insurance regulation shook the foundations of group health insurance nationwide. He worked diligently with the board members, legislators, regulators, and staff to navigate the health program through the toughest years it had ever faced. As a result, the AAAS Employee Benefit Fund did not just survive but instead is stronger than ever and a cherished, invaluable benefit for our members."

"Kampwerth has also played a vital role in the association's worker's compensation programs and in the growth of the AAAS Foundation, which has awarded tens of thousands of dollars in scholarships in its short thirteen years of existence. Above all, Steve Kampwerth has been a key player in recruiting new members and telling the association's story," West continued.

West concluded the conference by thanking the speakers, sponsors, and members that made the 2018 AAAS Conference and Trade Show so exceptional. "This year's conference was very special. Members and friends gathered valuable information, enjoyed time networking and visiting with friends and colleagues. It was a fantastic event and a phenomenal way to celebrate AAAS's 80th year of service to members in the aftermarket industry."



Steve Kampwerth, AAAS Director Emeritus with AAAS Chairman of Board of Directors, Keith West



Nora Boyd—BCBS of AL, Liz Burleson-Barrett—Big Moe Spring & Alignment, & Nancy Clay—AmeriTrust



Tom Shay - Profits Plus Solutions



Bill Lewis—Speed/Brior Auto Parts & Sid Dooley—Associate Jobbers Warehouse



Many, many thanks go out to the all of the wonderful sponsors of this year's annual conference, AAAS Annual Conference & Trade Show 2018. A listing of all of the sponsors is enclosed.

The Top 4 Opportunities That Come With Access to Vehicle Data

By Bill Hanvey president and CEO, Auto Care Association

The reactive approach to data privacy concerns and misuse of data extends far beyond the controversies happening currently with Facebook, Google and smartphones, which are uncoincidentally the most permeating digital forces with which humankind has ever dealt. Though consumers are very aware of their data privacy (or lack of) when it comes to the internet and social media, the vast majority of motorists have no idea that their personal information is also being collected and aggregated by their own vehicles, then sold to the highest bidder.

For the few consumers who are aware, their reactions in the comments of news articles tell the tale:

"I really don't like the idea of companies profiting off my daily life without me consenting to it."

"For my next car purchase, ensuring my own privacy will necessarily be a major deciding factor."

"I don't pay \$30k [for a car] to be used as someone else's free data point."

As a member of the global automotive aftermarket, you know that these cars can tell you a lot about what they need to operate safely, efficiently and reliably. The data cars collect could be revolutionary and invaluable to our industry – but only if we have access to it, and consumer privacy is considered on what they want shared, and with whom.

Earning the right for consumers to choose where their vehicle data is sent reveals four key opportunities:

1. Increasing safety on the road. Connected cars and vehicle data create the opportunity for cars to "talk" to each other, enabling communication that could signal for a car's autonomous system to avoid an accident. With an ITS (Intelligent Transportation System) in place, vehicles could even "talk" to the roadways and surrounding traffic signals, giving cues as to geolocation and speed to reduce congestion.
2. Minimizing costs when it comes to predictive maintenance and part failure. This benefit not only saves the consumer money, but also increases trust in their independent repair facility. It will also save dollars on product returns, and provide more accurate data on replacement rates.
3. Improved customer relationships. Imagine a world where the lengthy process of needing to answer calls, look up parts, order parts and notify customers in a timely manner could be done with just a few clicks of a button. Telematics and vehicle data make it



possible for a consumer's car to: tell you when there is a part that needs to be replaced; order the preferred part; deliver it to you; and notify the driver seamlessly so that all they have to do is drive into a repair bay, obtain service and be on their way. Research in our Auto Care Factbook 2019 shared the finding that customers who have a positive customer experience like this are more likely to return to an outlet.

4. Entirely new product lines and services designed to meet the demands of today's consumer. If you attended the AAPEX 2017 keynote that I presented with Bill Long, president and chief operating officer, Automotive Aftermarket Suppliers Association (AASA), you may have seen a slide on the growing ecosystem of telematics service providers. Once niche and occupied by only a handful of players, this market has exploded with not only new players, but new business models, catering to everything from safety and security, to autonomy, sensors, in-car assistance and even intelligent manufacturing.

Here comes the downer: at this moment, automakers have total control over this valuable data, and could potentially disrupt this cycle.

Your voice as an aftermarket professional is critical – and we need you to get informed and involved. If we don't rise up together:

- Independent repair shops will be cut out of the picture and be denied the chance to compete on fair ground;
- Customers will be forced to utilize higher-priced service departments and parts; and
- Innovation will be monopolized.

Help us shape the industry for years to come – the first step is getting educated. During AAPEX 2018, there is a plethora of AAPEXedu sessions and programs designed to keep you ahead of the curve when it comes to vehicle data and technology.

See More at www.aapexshow.com/2018

IS Your Business Prepared? Disaster Planning Tools



An estimated 25 percent of businesses don't open again after a major disaster, according to the Institute for Business and Home Safety. Protect your small business by identifying the risks relevant to your location, both natural and man-made. Then, keep your plan of action updated.

Preserve your equipment and business records by referencing this [IRS guide](#) on protecting your information before an emergency strikes. The Federal

Emergency Management Agency (FEMA) also offers an [emergency preparedness checklist and toolkit](#). [Source www.SBA.gov]

There are many resources available to help businesses formulate a plan.

Here are just a few:

www.sba.gov/business-guide/manage-your-business/prepare-emergencies

www.federatedinsurance.com/ws/fi/InsuranceResources

www.ready.gov/business/implementation/IT

www.irs.gov/businesses/small-businesses-self-employed/preparing-for-a-disaster-taxpayers-and-businesses

Connect with AAAS

We've got more great resources and information to share. Connect with AAAS on Facebook and Twitter @AAASassociation (www.facebook.com/AAASassociation) and keep up to date with valuable information and tools to for your business.



Members in the News - AAAS Board of Directors



Recently, the AAAS Board of Directors presented Steve Kampwerth, Auto Electric and Carburetor, Birmingham, AL with the highest honor given to AAAS a volunteer leader, Director Emeritus. Steve has been an dedicated and active volunteer leader serving with AAAS, AAASEBF, AAF and the Foundation for many years, including serving as chairman of the AAAS and AAASEBF.



In July 2018, AAAS Chairman Keith West, Auto Supply Company, Bowdon, GA appointed Kelly Connolly, Tri-States Automotive Warehouse, Marianna, FL to the AAAS Board of Directors. Kelly is a third generation family owner of Tri-States Automotive Warehouse. She also serves on the Aftermarket Auto Parts Alliance committees and has joined the Board of Governors of AWDA.

Card Brand Announcements, Part One

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's 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 15%-25% 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's 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. For further information, call Todd Lazar at 888-737-7762.

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



Car Care Events—A Community Service and Marketing Tool

The non-profit Car Care Council has an assortment of promotional tools designed to help you take advantage of the opportunities that National Car Care Month can create, including:

Host a car care event in your community. Visit www.carcare.org/industry-participants/host-an-event to list your event or clinic at no charge on the Car Care Council's website and Facebook page. Inexpensive to conduct, car care events are a valuable opportunity to raise awareness of your business in the community, while growing your bottom line at the same time. When registering an event you can request up to 100 inspection forms for free.

* Suggest your customers visit www.carcare.org/car-care-guide to view the newly designed digital Car Care Guide and order a free print copy for their glove box. Available in English and Spanish, the guide can be purchased in bulk to hand out to customers by visiting the council's [Industry Tool Box](http://www.carcare.org/industry-tool-box).

* Get one of the council's newly updated [point-of-sale kits](http://www.carcare.org/point-of-sale-kits) containing banners, mirror danglers, posters, handouts and other items to help auto care businesses celebrate National Car Care

Month. * Recommend that your customers check out the Car Care Council's free service schedules at

www.carcare.org/car-care-service-schedules and sign up for the customized service schedule with e-mail reminders.

Print out car care tips at <http://www.carcare.org/car-care-resource/car-care-tips/>

and leave them out for customers to read while they are in a waiting room or standing at the counter. Car care tips are also easy to share across all social media platforms.

AAAS members are eligible for a grant to help offset event expenses and assistance with a marketing plan. Call Denise today to get started or find out more 800.239.7779.



Please share your good news, accomplishments and announcements with fellow AAAS members. Send the details and pictures to denise@aaas.us

"Why Isn't My Automotive Site on Google's Front Page?"

By: Stephanie Santore, Net Driven

Search engine ranking and visibility is the end game to search engine optimization. You want your site to be a top contender for rank organically on Google's search engine. You've created a website for your business. You've sent it out into the world wide web. You're sure you've done everything right. But, um, wait... it isn't on the first page. What's that about?!

First, we should get an idea of what ranking means. Here's the definition for ranking straight from [Moz.com's Learning Center](#):

"Ranking refers to the process search engines use to determine where a particular piece of content should appear on a SERP. Search visibility refers to how prominently a piece of content is displayed in search engine results."

It's difficult to not want to get to the number one organic spot, and fast. But don't forget, your website will be competing with similar automotive and tire businesses who are located in your immediate area that may have just as much relevant content as you do with their own set of SEO strategies in place. They may also have had a web presence for a year, maybe several. Everyone is vying for a coveted organic spot on page one. Google knows this. That's why there are guidelines when it comes to ranking in search engines.

If you're at the top of the ranks, Google will take a closer look at your site. It's important to keep this in mind when you're developing your SEO tactics. You must avoid low quality techniques that might get you on the fast track to page one, but once you're there, send you zipping straight back to the depths of organic results due to penalties.

Google considers over 200 factors when ranking search queries. This can make it difficult to determine why a competitor might be outranking you. But, where high rank is concerned, it normally comes down to two things: a piece of content that is doing a better job of answering user intent and satisfying RankBrain's priority ranking factors. Aren't familiar with [RankBrain](#)? It's Google's machine learning program that evaluates and re-evaluates individual ranking factors for different industries and queries.

The gist:

You want to create value with your content. Ranking for the keywords of your choice can be tough, especially fighting for high-volume keywords on Google's first page. Create your content with the user in mind, focusing on depth and uniqueness. Answer their questions in an easy-to-read format, addressing the audience you intend to reach.

Quick Shop Management Tips from Automotive Management Network

238 Simplify and Increase Maintenance Sales

Ask ten independent shops for maintenance recommendations on a certain car and you will normally get ten different answers. No wonder customers get confused. So, why do we do that? Instead, just go with exactly what the owner's manual says, then add in anything that obviously should be serviced even though it is not yet due.

Typical results? Maintenance becomes easier to sell. Maintenance sales increase. Customer's cars are maintained better overall. Your job is a bit easier while your profits increase.



Check out this [Master SEO Blueprint](#) for ideas on how to lay the foundation for solid SEO.

Also, pay attention to your page titles and meta descriptions. They may no longer affect rank as much as they used to, but they are what appears in the SERP's and they can vastly improve your website's [click-through-rate](#).

Design matters. Put thought into the way your site will look. A creative and well-made design with a site structure that is easy to navigate makes for a good user experience. That's the goal.

Stay away from outdated SEO tactics and other factors/techniques that could get your website penalized or at the very least, have Google take up an issue with it. Things like duplicate content, keyword stuffing, anchor text overuse, broken links, overoptimization, and "quick fixes" that claim to guarantee to get your site to number one. Check out the full [list of factors](#) that can grant you a penalty from Google and ultimately affect the performance and rank of your site.

And last but not least, **be patient**. The number one question any SEO specialist in the gets asked is: "How long until my website (page) ranks on top of Google?" Well, there is no definitive answer to that question because it is and will always remain variable. No website is ever guaranteed a number one spot on Google SERPS.

Having up-to-date knowledge of SEO and its best practices, staying up to speed on any [algorithmic updates](#), and being aware of changes to the local search landscape are all integral in your quest to rank on Google's front page. More importantly, don't get frustrated if you do not see immediate results. Avoid partaking in blackhat SEO tactics that could get your site penalized. Trust that quality SEO work will pay off when you're sending out all the right signals!

Are you an automotive or tire business and want to know more about what Net Driven can do for your website? Check out how our team of internet marketing professionals provides [search engine optimization for the automotive industry!](#)

Additional Sources: <https://smartblogger.com/seo-mistakes/>
<https://propecta.com/competitor-outranking-you-google>

See NetDriven at SEMA 2018

Booth #40112

242 - Losing Touch?

Some owners and managers are regularly involved with the "front counter" but others are hardly ever exposed to all that goes on. If you are closer to the latter, once every 30, 60 or maybe 90 days get 100% involved. Get up there and do everything that your advisor does for a half or entire day. Everything. Odds are that each time you will come away with multiple ideas on how you could make the process better, more efficient, more profitable – and easier on your advisor!

AAAS Foundation

Congratulations Chairman Michael Morgan and AAAS Foundation Trustees on a very successful year! The Foundation recently awarded twenty three scholarship to deserving students and raised over \$6,000 during the Silent Auction alone. A special thank you goes to all those that supported the silent auction or the foundation with a donation this year!

Charles & Beth Allen—Safe Bridge Benefits Alliance

Bill Austill—Austill, Lewis, Pipkin & Maddox, P.C.

Liz Burleson-Barrett—Big Moe Spring and Alignment

Bobby & Lila Brannon—PSKB

Greg & Mary Cordes—Manchester Auto Parts

Sid Dooley—Associate Jobber Warehouse

Danny Durbin—Durbin Auto Parts

Leigh Dykes—Aldridge Borden & Company

George Ehrhard—AAAS

Andrew Elliot—Federated Insurance

Justin Estel—Rick's Pro Truck

Eric Gennari—PrimePay

Donald Hall—H&H Sales

Steve & Michelle Kampwerth—Auto Electric & Carburetor

Steve & Elizabeth Kean—Rick's Pro Truck

Wayne Krupicka—York Risk Services

Brad & Melanie Lightfoot—Langford Auto Parts

Jarrett Liles—Connie Liles Auto Parts

Roger McCollum—N.A. Williams

Susan Morgan—Frost Transmission

Michael & Misti Morgan—Frost Transmission

Pam Shirley—York Risk Services

Angela Stevenson—Big Orange House Designs

Tom Tucker—Auto Care Association

Joe Ward—First Call Truck Parts

Matt Ward—AAAS

Randal Ward—AAAS

Denise Webb—AAAS

Keith & Melissa West—Auto Supply Co.

Your generosity is much appreciated!

**AAAS Foundation 2018-2019 Scholarship Recipients
Congratulations and Good Luck!**

Student	Award	Sponsor
Makensey Badenhop	AAAS Educational Foundation Scholarship	Southland International
Kathleen Brown	Dick Bell Memorial Scholarship	Auto Supply Company
Stephanie Burgett	AAAS Educational Foundation Scholarship	Donnie's Paint and Body
Reid Burleson	AAAS Educational Foundation Scholarship	Big Moe Spring & Alignment
Carter Burleson	AAAS Educational Foundation Scholarship	Big Moe Spring & Alignment
Sean Connolly	Al Hines Memorial Scholarship	Tristates Automotive
Adrian Day	AAAS Educational Foundation Scholarship	Federated
Will Dooley	Stan Waits Memorial Scholarship	Associate Jobbers Warehouse
James Durbin	Mike Morgan Memorial Scholarship	Durbin Auto Parts
Thomas Eisman	Al Hines Memorial Scholarship	Connie Liles Auto Parts
Andrew Ellard	Dick Bell Memorial Scholarship	Clutch and Powertrain
Hillary Holcomb	AAAS Educational Foundation Scholarship	McGriff Industries Inc.
Josie Hughes	Stan Waits Memorial Scholarship	Associate Jobbers Warehouse
Avery Kampwerth	Gertrude Ellis Memorial Scholarship	Southern Distributors
Olivia Kampwerth	Gertrude Ellis Memorial Scholarship	Southern Distributors
Madison Kilpatrick	AAAS Educational Foundation Scholarship	McGriff Tire Pros
Justin Lee	Stan Waits Memorial Scholarship	Associate Jobbers Warehouse
Jesus Morales	Stan Waits Memorial Scholarship	Associate Jobbers Warehouse
Emmalee Richards	Dick Bell Memorial Scholarship	Auto Supply Company
Patrick Rumore	AAAS Educational Foundation Scholarship	Southern Armature
Anna Rumore	AAAS Educational Foundation Scholarship	Southern Armature Works
Charles Rumore	AAAS Educational Foundation Scholarship	Southern Armature Works
Christian Steward	AAAS Educational Foundation Scholarship	Atlas Welding Supply Company



Denise Webb, Kay McCoy, Randal Ward, Robbie Allen, Matt Ward and Sharon Pruett. 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
334.834.1848 or 800.239.7779

aaas.us

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

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Are you making the most of your AAAS Membership?

Association volunteer leaders are constantly looking for ways to build a network of reliable, cost saving resources for you. Are you making the most of your membership?

- Do you have a family member or employee that has been awarded AAAS Educational Foundation Scholarship? Applications are due March 31, 2019!
- Are you part of our Health Group? Blue Cross Blue Shield Group Insurance Program? (Alabama and Mississippi members)
- Are you participating in Political Action Committee?
- Have you hosted an Be Car Care Aware Event in your community? AAAS grants are available to help off set the costs of hosting a community event.

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.

DC Oil Company
Eastbrook Tire & Auto Center
Ernest McCarty Ford
Stephens Auto Glass
The Fulmer Companies

Birmingham, AL
Montgomery, AL
Alabaster, AL
Pelham, AL
Olive Branch, MS

AAAS Calendar of Events 2018—2019

Board of Directors Fall Meeting	September 30, 2018
Car Care Awareness Month	October 2018
Capitol Days	Spring 2019
AAAS Scholarship Applications Due	March 31, 2019
Car Care Awareness Month	April 2019
AAAS Annual Conference & Trade Show, Sandestin, FL	June 6-9, 2019