



AAAS Industry News

News for the Southeast Automotive Aftermarket

2019 Vol 1

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2019 AAAS Conference and Trade Show

AAAS Chairman Keith West invites you to join aftermarket industry experts and fellow AAAS members as we gather to network, exchange ideas and recharge. Take advantage of this exciting opportunity to gather with your friends & colleagues, June 6-9th, at the beautiful Sandestin Village of Baytowne Wharf, located in Destin, Florida. The schedule of events has a perfect balance of networking opportunities and fun activities for members and their families. Chairman West will kick off the conference by hosting a welcome reception on Thursday evening.

Bright and early Friday morning anglers will board the charter boat *Relentless* for a remarkable fishing experience. There are always great stories and a few tall tales that emerge from the fishing outing. Sponsored by **Federated Insurance**, everything you need to fish is provided, including lunch. However, be sure to sign up early the number of anglers is limited, and the boat fills up fast!

Chairman West is pleased to announce that **Carm Capriotto**, a well know and respected aftermarket industry speaker and influencer will be one of the featured speakers. Carm collects powerful stories and connects people who want to help build a stronger aftermarket. In addition to speaking at the Saturday morning business session, Capriotto will host a Town Hall Academy live from Sandestin. The one hour session will focus on a single subject and will include perspective from aftermarket industry colleagues and is broadcast live on Facebook and repurposed as a seminar. Be a part of the studio audience and join in on the discussion! The Town Hall Academy live podcast is scheduled for 11:00 am Friday.

A Friday evening reception featuring live music will be hosted in conjunction with the **Young Auto Care Network Group (YANG)**, the under 40 networking segment of the Auto Care Association. "We look forward to having YANG professionals join us on Friday evening. Members of both groups have great experiences and perspectives to share. I hope YANG members will take advantage of our offer of free conference registration for YANG members and join us for the entire conference." states West.

The Saturday morning business program is comprised of three powerhouse guest speakers who will deliver timely and informative presentations of the most important topics facing the aftermarket industry. **Ray Pohlman, President of the Coalition for Auto Repair Equality (CARE)** will sharing his perspective and thoughts with members and attendees. **Taylor Mitchell, Senior Vice President, Technology and Standards, Auto Care Association.** **Carm Capriotto will share "Nine Success Strategies"** that he has cultivated from interviews with top industry professions, followed by a Town Hall discussion with AAAS members and aftermarket guests.

Saturday afternoon golfers will hit the links for a great cause and possibly win \$10,000! The Saturday golf tournament, sponsored by **Federated Insurance**, benefits the AAAS Educational Foundation Scholarship Fund. The 18 hole four player scramble will take place on the member favorite Raven Course. Prizes will be awarded for the Longest Drive, Closest to the Pin and a possible \$10,000 prize for a Hole-in-One!

Saturday evening's festivities include a dinner banquet and a silent auction benefiting the AAAS Foundation. "We are excited to continue to grow the Foundation. Because of the tireless work of many volunteers and donations from members and friends of the association, we have awarded more than \$65,000 in scholarships since 2006. Also, the Foundation has reached out and helped aftermarket families during times of tragedy or great need. Most recently during Hurricane Michael. Our goal is to continue to support our members, their employees, and families as they pursue their educational goals and during difficult times. Please join us for our silent auction in Sandestin" Chairman of the Foundation Board of Trustees Michael Morgan, Frost Transmission, Rainbow City, AL.

Register for the conference online at www.aaas.us/events or return the enclosed form.

See you in June!



Carm Capriotto, Remarkable Results, will speak and facilitate an aftermarket industry Town Hall Academy



AAAS Capitol Days

AAAS Capitol Days 2019 kicked off January 30th in Atlanta. Members of AAAS, along with AAAS staff were able to meet with members of the Georgia General Assembly to talk about the aftermarket industry and potential challenges our industry is facing. Discussion centered on topics such as the impact of tariffs on the automotive sector, how technology is changing the industry through telematics and embedded software, and the need for skilled labor in the aftermarket. Also discussed was the important role our industry plays in the economy not only in Georgia, but the entire United States. The aftermarket currently represents over 80,000 jobs in Georgia alone! Legislators have always been very receptive of the AAAS message and the day in Atlanta helped to further strengthen the relationships AAAS has established with legislators in Georgia.

With one event down, we still have three to go! Capitol Day events in Mississippi, Florida, and Alabama are quickly approaching. Please consider joining your colleagues in their efforts to promote the aftermarket by attending these events! AAAS seeks to preserve an open and competitive market for businesses in the aftermarket and these annual capitol day events are an important part of achieving that goal. These events would not be successful without member participation and AAAS is thankful to those who have participated this year and in past years.

Florida:	March 26-27
Alabama:	April 17

AAAS

political action committee



GA Capitol Day 2019—Pictured L to R: Rudy Rosenmayer (LKQ), Matt Ward (AAAS), Representative Jeff Jones (R-Brunswick), Bobby Brannon (PSKB, Inc.), Keith West (Auto Supply Company), Jacob Smith (LKQ)

AAAS PAC

The AAAS Committee for Free Enterprise (AAAS PAC) is the official political action committee for the Automotive Aftermarket Association Southeast. AAAS PAC provides both individuals and businesses a legal and ethical way to support legislative and judicial candidates in Alabama, Georgia, Mississippi and Florida. Contributing to the AAAS PAC helps ensure the election and re-election of officials who support the interests of the automotive aftermarket. AAAS PAC establishes and maintains relationships with elected officials who are pro-aftermarket to ensure the needs of our AAAS members are being met. Enrich the future of your business and the aftermarket industry as a whole. Get involved with AAAS PAC so your voice can be heard in Montgomery, Atlanta, Jackson and Tallahassee.

2019 Elections

Statewide elections are being held later this year in Mississippi. Help to ensure the election of officials that will be pro-aftermarket by contacting Matt Ward at matt@aaas.us if you know of a candidate or candidates that may be worthy of a contribution from the AAAS PAC for the 2019 election cycle or if you would like make a contribution to the PAC itself.

2019 Standard Mileage Rates for Business, Medical and Moving Announced

WASHINGTON — The Internal Revenue Service issued the 2019 optional standard mileage rates used to calculate the deductible costs of operating an automobile for business, charitable, medical or moving purposes.

Beginning on Jan. 1, 2019, the standard mileage rates for the use of a car (also vans, pickups or panel trucks) will be:

58 cents for every mile of business travel driven, up 4.5 cents from the rate for 2018.

20 cents per mile driven for medical or moving purposes, up 2 cents from the rate for 2018.

14 cents per mile driven in service of charitable organizations.

The business mileage rate increased 3.5 cents for business travel driven and 2 cents for medical and certain moving expense from the rates for 2018. The charitable rate is set by statute and remains unchanged.

It is important to note that under the Tax Cuts and Jobs Act, taxpayers cannot claim a miscellaneous itemized deduction for unreimbursed employee travel expenses. Taxpayers also cannot claim a deduction for moving expenses, except members of the Armed Forces on active duty moving under orders to a permanent change of

station. For more details see Notice-2019-02.

The standard mileage rate for business use is based on an annual study of the fixed and variable costs of operating an automobile. The rate for medical and moving purposes is based on the variable costs.

Taxpayers always have the option of calculating the actual costs of using their vehicle rather than using the standard mileage rates.

A taxpayer may not use the business standard mileage rate for a vehicle after using any depreciation method under the Modified Accelerated Cost Recovery System (MACRS) or after claiming a Section 179 deduction for that vehicle. In addition, the business standard mileage rate cannot be used for more than four vehicles used simultaneously. These and other limitations are described in section 4.05 of Rev. Proc. 2010-51.

Notice 2019-02, posted today on IRS.gov, contains the standard mileage rates, the amount a taxpayer must use in calculating reductions to basis for depreciation taken under the business standard mileage rate, and the maximum standard automobile cost that a taxpayer may use in computing the allowance under a fixed and variable rate plan.

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

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 98 students have been awarded AAAS EF scholarships since its inception in 2005. During the 2018-2019 school year 22 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 2019 Annual Conference and Trade Show - June 6-9th - 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 Your Contributions!**



APPLY NOW—It is time to get the word out to employees and family members planning to attend college or technical training during 2019 about the AAAS Educational Foundation (AAASEF) Scholarship program. **Applications for the 2019/2020 school year are now being accepted. All applications must be completed and submitted online by March 31, 2019.**

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.



Shop Management Tips from the Automotive Management Network

245 - Once a Day EASY Marketing As you move throughout your shop during the day watch for anything that could be interesting to a vehicle owner. Which is not as complicated as one might think. Things you see every day are things that many customers have never seen including almost everything on the underside of a car. Take a photo or two and load them on your social pages. Add a brief description. When you take the photos always make sure to have open or glass bay doors behind you to prevent glare. Once you've done it a few times you will find the whole process to be both quick and easy - and people will look at them!

246 - The Booked Ahead Problem Customers today are looking for prompt service. A shop that is well managed can normally get a car in and at least take an initial look at it the same day or the next. The most profitable shops are rarely booked ahead more than day or so. Which means they operate efficiently, they have enough staff, their prices are appropriate, and there is a lack of unprofitable customers. Shops that are constantly booked ahead several days or even weeks typically have one or more of these issues. That means less profit and all the other negatives that accompany less money to go around.

250 - Technician and Advisor Efficiency and Computers How many of your desktops and laptops have solid state drives? While the cost is higher the difference is like day and night with a speed increase for many tasks of X5. Really. At this writing the cost of upgrading a computer (that is not too old) is in the \$300 to \$400 range. If your current computers are dinosaurs anyway, then make sure the replacements have SSD. Add up all the time your entire staff spends in a week, month, or year watching the spinning wheel and you will see the efficiency benefits. Get your techs back working on the car!

252 - Finish Eating What's on Your Plate Running a small business - certainly an auto repair shop - asks you to be the ultimate multitasker. Don't do it. It's not efficient. It is highly stressful. Just take care of the one "A" priority item that is front of you right now (assign an "A", "B", or "C" to everything on your version of a "to do" list). Focus on that one thing. Get it 100% (not 99%) done. Then if there is enough time remaining today you can select another "A" item. Try it. It works.

Find more resources at www.automotivemanagementnetwork.com

"5 Features That Will Make Your Website Stand Out From The Crowd"

A report from SmallBusiness.com shows that two thirds of small businesses in the United States have a website, with this number expected to grow each year¹. While having a dedicated website for your automotive repair shop is important, so is standing out from the increasing competition.

Today, we dive into five features that help your auto repair website gain the edge over competitors and engage your visitors.

Responsive Design A responsive website is one that adapts to the height and width of different devices, including desktop computers, laptops, mobile phones, and iPads. With a responsive auto repair website, it doesn't matter whether your visitor is on a smartphone with a 6" screen or a desktop computer with a 14" monitor; everyone gets the same content, scaled up or down on their device.

Search engines like Google promote responsive web design for several reasons. Responsive sites make it easier to share your website thanks to having a single URL, save time on development and updates, and make it easier for the Googlebot to crawl your website² (which helps your website get found on Google).

Mobile traffic numbers make another case for responsive websites. Google confirmed in 2015 that it sees more mobile searches than desktop searches in ten countries, including the United States.³ As more people utilize their phones to find automotive repair shops, you want to make sure you're providing the best user experience possible. A responsive site helps you create a good experience for more people on more devices.

Despite all these pros, not all websites are responsive yet. By making your auto repair website responsive, you'll stand out from competitors who have yet to make the change while improving your user experience.

Photo Gallery Research consistently shows that real photographs perform better than stock photography⁴. This is one reason Net Driven has a Photo Gallery module for auto repair websites. The great news is that taking photos of your auto repair shop, completed projects, and products takes time. This means not everyone puts in the effort to do it. And when they do, real photos still let you differentiate your website from theirs.

A photograph of a completed lift kit installation shows a potential customer what to expect. It elicits trust and shows you have pride in your business, inventory, and work. Today, you can even give a virtual tour of your automotive service center through Google's indoor Street View service.

You don't need a state-of-the-art camera to get started, either. Good lighting paired with a good smartphone camera can give you the start you need. Just try to avoid blurry, dim photos.

Diagnostic Center One of the first steps in successful marketing is identifying your audience and their needs. When it comes to your auto repair shop website, you need to diagnose when and why people come to your site. If they're repeat customers, they might be ready to schedule a service with you. If they're new visitors, it's reasonable to assume they have a car problem and are looking for an automotive service provider in the area.

Now go a step further. While some of your website visitors know what's wrong (a brake repair for example), others don't have the technical aptitude to identify the source. When the check engine light turns on, this audience's first thought isn't "where do I go" but "what's wrong?" You can attract traffic from this crowd with an online diagnostic center. This auto repair website feature lets visitors fill out a quick form about what they're experiencing. Once they answer the prompts, they'll receive a list of the most likely causes of the problem and the appropriate repair solutions.

Giving website visitors the answers they need when they need them is a great way to build rapport. It's also a good way to attract traffic to your auto repair website. While the competition may only provide

examples of the services they provide, you can go a step further and catch individuals who want to know what's wrong now.



NET DRIVEN

Valuable Content "Content" is a general term that refers to more than web copy. The content on an auto repair website can include blog posts, photos, videos, downloads/e-books, and individual pages dedicated to a service or product. High quality content contributes to search engine optimization (SEO) and provides value to your customers.

For example, an auto body repair shop might post an article about the auto insurance process to preempt customer inquiries and attract search traffic for associated keywords and keyphrases. Similarly, an auto repair shop might have a video that discusses different types of brake pads or a time lapse video of a repair. Before and after photos of a completed service are another great way to set your website apart and keep visitors on your website (Google uses "time on site" as an SEO ranking factor since it shows people are interested in your content).

One way Net Driven provides value is through the Automotive Q&A. This informative guide answers questions about the role of an automotive system or part. It helps potential customers understand why a service is important and when that service is recommended.

Online Scheduling You might not expect an online scheduling form to make the list of features that separate you from the competition, but not every auto repair website offers this ability. J.D. Power found that online scheduling tends to improve customer satisfaction, with instances of online scheduling increasing from 9% in 2015 to 13% in 2017⁵.

In a way, your website is like a 24/7 employee when you have an appointment scheduler. Even after you shut the doors for the night, your website is active. It provides the information potential customers need and takes down information for appointments. The convenience for the visitor also shouldn't be overlooked. If someone forgets to call your business during the day, they can still schedule at night without worrying that they'll forget again tomorrow.

An online service scheduler provides convenience and gets you one step closer to revenue, since this step indicates a person is highly engaged with your website and business. You may even win over customers who were trying to schedule with another auto repair shop afterhours but weren't offered the ability.

And there you have it - five excellent ways to make your auto repair website stand out against the crowd (especially when combined). At the end of the day, every basic auto repair website will tell customers the hours, list the services provided, and provide a phone number/address. Truly great auto repair websites provide more value for their customers and get rewarded with better SEO signals in the process. It's a win-win for you and your customers.

For more website product solutions, check out Net Driven Website Features.

References

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"Responsive Web Design" Developers.google.com

"Building for the next moment" Adwords.googleblog

"4 Reasons your website should include real photos" Deluxe.com

"2017 U.S. Customer Service Index (CSI) Study: Automotive Service Quality Rises Along with Overall Customer Satisfaction" J.D. Power

Association Work Comp Programs Announce Dividends for 2019

As the Automotive Aftermarket Fund (AAF) enters its 28th 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 2019 dividend will be an average of 35%**! AAF members have enjoyed a total of \$8.3 million in returns of premium dividends over the years. The 2019 dividend will return \$792,000 to 243 participating companies!

This profit dollar saving workman's comp program currently serves over 245 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) work comp will receive another 10% dividend in 2019! The AmeriTrust Group program has returned

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!



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](#).

* Get one of the council's newly updated [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 grants to help offset event expenses and assistance with a marketing plan. Call Denise today to get started or find out more 800.239.7779.



AAAS Employee Benefit Fund—Teladoc

We would like to encourage all employees and their eligible dependents to participate in an exciting health care service, TELEDOC.

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

Before the physician will discuss an issue with a subscriber, they will must 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 register with Teladoc now so it will be already active when needed.

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



Electric & Hybrid Aftermarket Impact

"Despite the hype surrounding battery electric vehicles (BEV) and hybrid electric vehicles, their impact on the 2018 U.S. aftermarket has been limited and they will record only minor aftermarket product gains over the next five to ten years."

"Battery electric vehicles reached 3% of 2018 new vehicle sales in the U.S., with hybrid electric vehicles sinking to 2% of the 2018 market. Even combined, they accounted for less than 2.5% of all cars and light trucks on U.S. roads during 2018." Jim Lang

Big Hype but Small Bang Until battery electric vehicles and hybrid electric vehicles capture a larger share of the U.S. new car and light truck market, their aftermarket product impact will be limited.

The battery electric vehicle (BEV) sales share tripled between 2013 and 2018, but hybrid electrics dropped one-third in their share of new vehicle volume.

Their combined share of the new vehicle market in the U.S. recorded only a modest increase between 2013 and 2018, from 4% to 5% of annual car and light truck volume

Vehicles in Operation Battery electric models accounted for less than 0.5% of all vehicles in operation (VIO) in the U.S. during 2018, with hybrids falling just short of 2% share.

Since most battery electric and hybrid vehicles in operation during 2018 were less than 5 years old, their combined aftermarket product share barely reached 1% last year.

Three Barriers to Greater BEV and Hybrid Sales Three major barriers have limited electric and hybrid new vehicle U.S. sales so far: range, battery life and replacement costs, and vehicle purchase price.

Range The performance gap between conventional gas-engine vehicles and electric/hybrid models is greatest in terms of operating range.

While new electric and hybrid models continued to increase their battery-powered driving range, the bulk of these vehicles on the road during 2018 were relatively limited in their battery-operating range, undercutting their appeal to consumers.

Battery Life and Replacement Cost "Two key issues for battery electric vehicles and hybrids are the life of their battery systems and the replacement costs.

In some cases, estimated battery replacement costs are so high that the operating life of some BEV and hybrid models might not be much beyond the life of their original battery systems.

The problems with battery life and replacement costs are reflected in the generally lower used vehicle values of BEV and hybrid models compared to similar gas-powered cars and light trucks.

— THE LANG — AFTERMARKET iReport

Vehicle Purchase Price When they see the purchase price differences between alternative-powered vehicles and conventional models, many consumers lose their enthusiasm for battery electric and hybrid vehicles.

Even with generous rebates and government incentives (which are being phased out), battery electric vehicles can cost up to 25% more than comparable internal combustion models, with hybrids often carrying a 20% purchase price premium.

Limited Aftermarket Impact Lang Marketing expects that battery electric and hybrid vehicles will have little impact on the aftermarket until after 2025.

Without technological breakthroughs, purchase price reductions and the development of a charging system infrastructure, a significant aftermarket impact of battery electric and hybrid vehicles could be as far off as 10 years or more.

Six Major Takeaways

- Until battery electric vehicles and hybrid vehicles capture a larger share of new car and light truck volume in the U.S., their aftermarket impact will be limited.
- Battery electric vehicles accounted for less than 0.5% of vehicles on U.S. roads during 2018.
- Hybrid vehicles failed to reach 2% of the light vehicle 2018 population.
- Most electric and hybrid vehicles on U.S. roads during 2018 were less than 5 years old, limiting their aftermarket impact.
- Three major barriers have limited new electric (BEV) and hybrid vehicle U.S. sales: range, battery life and replacement cost, and purchase price.
- Lang Marketing expects battery electric and hybrid vehicles will not have much aftermarket impact before 2030.

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

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.

RISK MANAGEMENT CORNER



Driving for the Weather: Be Smart, Be Prepared, Be Safe

Everyday distractions aren't the only things you should worry about when driving. Mother Nature throws in her share of difficulties, as well. Rain, wind, snow, sleet, hail, and ice — hazards are everywhere. Drivers need to know if any lie between them and their destinations.

The National Weather Service^{*} issues watches, warnings, and advisories through several communication channels. Wherever you are, wherever you travel, and wherever you do business, weather can affect travel plans. Commuters and employees who travel frequently face driving risks every day — especially in harsh weather.

The National Highway Traffic Safety Administration (NHTSA) recommends a variety of tips to stay safe on the roadways, including the following:

Get Your Vehicle Serviced

Check for routine maintenance issues including tires, hoses, brakes, battery life, lights, cooling system, and windshield washer and deicing fluid. Repair or replace as necessary.

Know Your Vehicle

Keep your vehicle clean and know how it will perform in winter conditions. Many vehicles have advanced safety features to help prevent accidents, but sometimes drivers don't know how to use them. Get to know those features and how they help prevent accidents.

Stock Your Vehicle

A good winter survival kit should include a portable snow shovel, ice scraper, sand, jumper cables, a flashlight, warning devices or flares, blankets or extra clothing, a cell phone charger, food, and water. Having these emergency supplies will help in the event of an accident.

Be Alert and Monitor Conditions

Keep an eye on the weather on your intended route. Notify appropriate parties of your anticipated arrival time and route. If you can avoid it, do not travel in dangerous conditions.

Always remember to drive S.A.F.E. Speed, Attention, Fatigue, and Emotion are magnified in difficult conditions. Always monitor your speed, avoid all distractions, get proper rest, and keep your emotions in check.

Weather events present you with decisions to make about traveling. You are in the best position to make decisions about your own personal safety. It is ultimately your responsibility to decide if the travel is necessary and safe given the conditions. Please make good decisions and please make it home safe today and every day!

References

<https://www.nhtsa.gov/sites/nhtsa.dot.gov/files/documents/winter-driving-tips.pdf>

This article is intended to provide general information and recommendations regarding risk prevention only. There is no guarantee that following these guidelines will result in reduced losses or eliminate any risks. This information may be subject to regulations and restrictions in your state and should not be considered legal advice. Qualified counsel should be sought regarding questions specific to your circumstances and applicable state laws. © 2018 Federated Mutual Insurance Company. All rights reserved.



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AAAS Staff—Pictured Front L to R: Sharon Pruett, Abbie Lamborne; L to R Back: Denise Webb, Matt Ward, Randal Ward, Robbie Allen, Kay McCoy. Not pictured George Erhard.

AAAS

automotive aftermarket
association southeast

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.

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aaas.us

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.

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?
- Are you participating in Political Action Committee?
- Have you hosted an Be Car Care Aware Event in your community? AAAS has grants 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

Andalusia Transport, LLC
Auto Collision Experts
Bob's Auto Repair and Collision Center
Callaway Automotive Repair & Services
Fausak Express Lube - Cottage Hill
Fausak Express Lube - Government Blvd
Gulf Shores Service Center
R & R Automotive
Stephens Auto Glass

Andalusia, AL
Oxford, AL
Tallahassee, FL
Panama City, FL
Mobile, AL
Mobile, AL
Gulf Shores, AL
Mobile, AL
Pelham, AL

AAAS Calendar of Events 2019

Florida Capitol Days	March 26-27, 2019
AAAS Educational Foundation Scholarship Applications Due	March 31, 2019
Car Care Awareness Month	April 2019
Alabama Tire Dealers Association Golf Tournament	April 10, 2019
Alabama Capitol Day	April 17, 2019
AAAS Annual Conference & Trade Show, Sandestin, FL	June 6- 9, 2019