



AAAS Industry News

News for the Southeast Automotive Aftermarket

Summer 2012

AAAS Officers

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Gadsden, AL

Jarrett Liles

1st Vice Chairman

Connie Liles Auto Parts, Inc.
Tallahassee, FL

Bill Lewis

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Southern Generators, Inc.
Greenville, AL

Steve Kampwerth

Immediate Past Chairman

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*Workers' Compensation Fund
Coordinator*

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Mikki Wooten

*Employee Benefits Fund
Coordinator*

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George Ehrhard

Florida Operations Director

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AAAS Officers Elected

Mike Morgan of Frost Transmission in Gadsden, AL will serve as Chairman of the Board of Directors for the Automotive Aftermarket Association Southeast, Inc. (AAAS). The board met during the association's annual summer conference in Destin, FL. Morgan has served the association as First and Second Vice Chairman and prior to that as a director. He also serves as a trustee for the AAAS Employee Benefit Fund. Mike was elected First Vice Chairman at the June conference and became Chairman when Tommy Rogers of Rogers Automotive Supply in Alexander City, AL sold his business.

Serving with Morgan are:

Jarrett Liles - *1st Vice Chairman*, Connie Liles Auto Parts, Inc., Tallahassee, FL

Steve Kampwerth - *Immediate Past Chairman*, Auto Electric Carburetor & Company, Inc., Birmingham, AL

Bill Lewis - *Treasurer*, Southern Generators, Inc., Greenville, AL

Liz Burleson-Barrett - *Director*, Big Moe Spring &



Mike Morgan,
AAAS Chairman

Alignment of Birmingham, Inc.,
Fairfield, AL

Barry Daniel - *Director*, Tools &
Equipment Warehouse, Inc.,
Conley, GA

Clyde Darville - *Director*, 3-D Service, Inc., Tampa, FL

Sid Dooley - *Director*, Associate Jobbers Warehouse, Inc., Boaz, AL

Bob Greathouse - *Director*, CAR-QUEST Distribution Center, Ocala, FL

Bill Hamilton - *Director*, Hamilton Parts & Equipment Company, Inc., Birmingham, AL

Roger McCollum - *Director*, N. A. Williams Company, Atlanta, GA

Phil Payne - *Director*, National Parts Exporters, Atlanta, GA

Joe Ward - *Director*, First Call Truck Parts, Inc. Tallahassee, FL

Keith West - *Director*, Auto Supply Company, Bowdon, GA

Congratulations to each of these officers and directors!

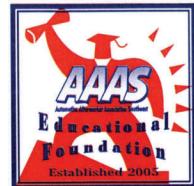
AAAS Announces Scholarship Recipients

Automotive Aftermarket Association Southeast Educational Foundation (AAASEF) Chairman Clyde Darville of 3-D Service, Inc. in Tampa, FL is pleased to announce the winners of the 2012 AAASEF scholarships for the 2012 - 2013 academic year.

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

- **Mitchell Lewis** – Greenville, AL
- **Andrew Durbin** – Prattville, AL
- **Kayla Farris** – Trussville, AL
- **Adina Treise** – Cape Coral, FL

All of this year's scholarship recipients were awarded the honor of receiving memorial scholarships that are awarded annually and are endowed by AAAS members, family and friends. The memorial scholarship honorees are as follows: **Andrew Durbin** - *Stan Waits Memorial Scholarship*, **Mitchell Lewis** - *Dick Bell Memorial Scholarship*, **Adina Treise** - *Al Hines Memorial*



Scholarship, and Kayla Farris – Gertrude Ellis Memorial Scholarship.

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

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

Member Notes

The Commercial Vehicle Solutions Network (CVSN) board of directors has added new distributor member Joe Ward of First Call Truck Parts, Inc. in Tallahassee, FL to its current roster. Congratulations, Joe!

**Massachusetts Governor Deval Patrick Signs Nation's First Right to Repair Law****CONSUMER VICTORY:**

Right to Repair Benefits for Consumers Now Law

Governor's Signature Will Provide Convenience, Cost Savings

BOSTON – With Governor Patrick's signature August 7 on the Right to Repair legislation, the first-of-its-kind in the country, consumers will now get more convenience and cost savings when it comes to repairing their cars as the new Massachusetts law will serve as a model for other states.

"The 120,000-plus consumers who signed the initiative petition and the 50,000 people who sent letters and postcards to their elected officials and thousands of local repairers who led the fight for the Right to Repair legislation all share in this victory today," said Art Kinsman, spokesman for the Right to Repair campaign.

"The 40 member Massachusetts Right to Repair Coalition, comprised of local consumer groups, 2000 independent repairers, and 32,000 men and women who make their living in Massachusetts' independent repair industry, stood strong against withering opposition from car manufacturers for the past three years. The Coalition's efforts combined with overwhelming public support led to the big car makers withdrawing their opposition and paving the way for this big win for consumers today," he added.

"We thank the Governor and the legislature for recognizing the benefits that Right to Repair will provide consumers. This new consumer law will expand choice, level the playing field for local, neighborhood repair shops, and put more price competition—and consumer sav-

ings—into the car repair marketplace," he added. "Massachusetts has lead the nation before on major issues, and today we once again provide a national model for important consumer legislation," he added.



The Right to Repair law requires the big auto manufacturers to sell the diagnostic and safety information needed to repair customers' cars to the car owners and local car repair shops, expanding the choices consumers have. Currently, only some information is shared, often limiting consumers to only the car dealerships and making it difficult for neighborhood shops to fully repair customers' vehicles.

"This law is a big win for my customers and for small business people like me all over Massachusetts. This Right to Repair law will guarantee car owners have a choice in who fixes their car and gets rid of all the hoops independent shop owners like me have had to jump through to obtain diagnostic and repair information," said Glenn Wilder, owner of Wilder Brothers American Car Care Center in Scituate, MA and a member of the Right to Repair coalition.

While the question will remain on the fall ballot, consumers and local repair shops will get all the benefits of Right to Repair from the new law signed by the Governor today.

The Massachusetts Right to Repair Coalition also recognized Rep. Garrett Bradley (D-Hingham) and Sen. John Hart (D-S. Boston) for their efforts in championing Right to Repair in the legislature.
[/massrighttorepair.com/](http://massrighttorepair.com/)

**AAAS Responds to Supreme Court Ruling**

We received the news of the Supreme Court decision on Obamacare on Thursday, June 28th with great disappointment. This bureaucratic and taxing, regulatory nightmare is a blow to employers, taxpayers, jobs and the economy. Having said that, it is now the law of the land and the only thing that perhaps is going to change that is the election this fall.

The AAAS Employee Benefit program has been implementing the mandates of Obamacare since the legislation was passed in 2010. In the first two years of the unfolding schedule of Obamacare, each member has been informed of the mandated benefit and policy changes required in 2011 and 2012 and you have seen their consequent costs woven

into the program's contribution levels. While we were in hopes that the law would be struck down by the Supreme Court, your association program has also been preparing for full implementation of the law. More information will be coming your way well in advance of the January 1 renewal date of the program. There are no changes anticipated prior to then.

Full repeal of this act is a priority of virtually every business organization. The House of Representatives passed repeal legislation. It is not expected to even get a vote in the Senate. There is little chance of repeal in this Congress and under this Whitehouse.



A Special Thank You to AAAS Annual Conference & Trade Show 2012 Sponsors

Many, many thanks goes out to the all of the wonderful sponsors of this year's annual meeting, AAAS Annual Conference & Trade Show 2012! A listing of all of the sponsors is enclosed. We appreciate the generous support that we receive year after year from all of these fine companies! Please support the organizations that support your association.

AAAS Annual Conference & Trade Show 2013

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

The 2013 conference will be held June 6 - 9 at the Sandestin Village of Baytowne Wharf in Destin, Florida!

Go ahead and book your resort accommodations online at sandestin.com or by calling 800.320.8115. Make sure that you men-

tion that you are part of the AAAS group.

More information is available at aaas.us | events.

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



ID Thieves Scoring Millions in Tax Refunds

Florida Senator Bill Nelson August 15, 2012 Message: Last week, the South Florida Sun-Sentinel reported that the IRS issued over \$1 million in tax refunds to an address in Belle Glade where fraudsters filed 741 tax returns in 2010.

And that's not the worst of it. According to a new report I requested from the Treasury Department's Inspector General (IG), identity thieves used an address in Tampa to send in 518 tax returns and got back almost \$1.8 million in refunds. And, an address in Lansing, Michigan was used for 2,137 tax returns and got more than

\$3.3 million back in refunds.

Florida has emerged as a particular hot-spot for identity theft-related tax fraud. Tampa and Miami are two of the top cities the IG calls out for having the most potentially fraudulent tax returns filed in 2010.

I've chaired two investigative hearings on the issue where we discussed what the IRS is doing to help the victims, steps the agency is taking to hold fraudsters responsible and what else could be done to stop the problem.

And, Senator Tom Coburn joined me in

filing a new, bipartisan piece of legislation to curb identity theft in the tax system in several ways, including removing Social Security numbers from Medicare cards and restricting access to Social Security numbers of the deceased, among other measures.

Identity theft-related tax fraud has become an epidemic that's costing law-abiding U.S. taxpayers billions of dollars. And it's one we've got to fix.



Florida Jobber Uses Epicor ListingExpert Software

Solution to Establish eBay Motors Business

A Florida distributor of replacement automotive parts is the latest business to establish a successful online retail presence using the Epicor ListingExpert software solution for eBay Motors. Miami-based New Jersey Auto Parts is now among the list of parts providers managing their eBay Motors businesses using Epicor solutions for the automotive aftermarket parts industry.

According to Epicor, ListingExpert enables businesses to quickly and easily list virtually any part, in any quantity, for sale through the global eBay

Motors marketplace. The solution generates comprehensive eBay Motors product listings that include part description, application references and photos as well as quantity, pricing and shipping information.

Sellers utilizing Epicor ListingExpert provide Epicor with lists of products to be sold via eBay Motors. Epicor automatically populates each listing with all required part information as well as pricing and shipping charges as established by the seller. Each resulting order is transmitted to

the seller's business management system and payment is processed through PayPal.

"This software solution is awesome," said Roger Tapanes, owner and president of New Jersey Auto Parts. "Even though we're just getting started, we're already making multiple sales a day on just the part numbers we have in the store. We will be expanding to our full available inventory as soon as possible, and Epicor will automate the listing process so we can focus on fulfilling online orders and serving our wholesale customers."



"eBay Motors is one of the aftermarket's most promising new channels," said Paul Magin, senior director, content and connectivity, retail distribution solutions for Epicor. "Epicor ListingExpert helps distributors and jobbers reach millions of prospective customers around the world without investing in additional overhead."

(*aftermarketNews.com*)

Sandestin Village of Baytowne Wharf ~ Destin, FL ~ June 6 - 9

~ Make your conference reservations today at 800.320.8115 ~

AAPEx Adds Extra Day for Learning Forum Education

For the first time, Automotive Aftermarket Products Expo (AAPEx) Learning Forum education sessions will start on Monday, Oct. 29, instead of Tuesday, and continue throughout the event. AAPEx will be held Tuesday, Oct. 30 through Thursday, Nov. 1, at the Sands Expo Center in Las Vegas, Nev.

The new four-day Learning Forum will include 30-plus sessions that are all free-of-charge and open to everyone. Specific sessions are recommended for general aftermarket audiences, warehouse distributors, manufacturers, retailers, auto repair shops and parts stores. Sessions are designed to provide attendees with industry trend information, new techniques and technology to help them improve their businesses.

The following Learning Forum sessions will be offered on Oct. 29:

- "Outlook for Fuel and Raw Material Costs: How it Impacts Everyone in the

Aftermarket," speaker Jason Schenker, Prestige Economics, LLC

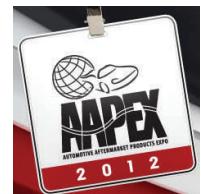
- "The Partnership Path to Brand Differentiation & Success!" with speaker Jackie DeLise, Vermillion Consulting
- "Intellectual Property: What You Don't Know Can Hurt You," speaker Sarah Bruno, Arent Fox (sponsored by MEMA Brand Protection Committee)
- "Culture Eats Strategy for Lunch: Why and How to Define and Nurture Your Company Culture," speaker Shawn Parr, Bulldog Drummond
- "Sprechen Zie Brand?" with speaker Shawn Parr, Bulldog Drummond
- "The New Aftermarket: We Have an App for That," speaker Derek Kaufman, C3 Network, Inc.

Learning Forum sessions will be held at the Venetian Hotel, on the Venetian/Palazzo Congress Center Level 1, Marco

Polo Rooms 701-706. All sessions are accredited by the University of the Aftermarket toward the Automotive Aftermarket Professional (AAP) and Master Automotive Aftermarket Professional (MAAP) designations.

With the Learning Forum starting before the official opening of AAPEx, attendees are reminded to adjust their travel plans and schedules accordingly. To register for AAPEx, visit the event's website, aapexshow.com. For a complete list of sessions, visit the Learning Forum on the AAPEx website.

AAPEx represents the \$395 billion global motor vehicle aftermarket and is jointly sponsored by the Automotive Aftermarket Suppliers Association (AASA) and the Automotive Aftermarket Industry Association (AAIA). For more information, please visit aapexshow.com or e-mail: info@aapexshow.com.



Merchant Services 101: Dos and Don'ts

With the rapidly changing state of today's economy, the ever evolving technological advances, and numerous ways people can now make payments, sometimes it's good to take a moment to brush up on the 'tried and true' policies of business. It keeping with this idea, Qualified Processing Services would like to present for review the Merchant Services 101 Guidelines collection – a series of informative articles centered on the basic principles of credit card payment acceptance. Within the collection, QPS will touch on such topics as accepting payments over the phone or online, understanding chargebacks, merchant statements, and other facets of the industry.

For the first installment, Qualified Processing Services presents:

Dos and Don'ts of Credit Card Acceptance

1. **Do** display, in easily visible locations, sticker decals with images of the card types that you accept (MasterCard, Visa, American Express, Discover, etc...)
2. **Do** maintain control over your credit card machine at all times.
3. **Do** ask to see the customer's Driver's License or ID to confirm their identity prior to running the card.
4. **Do** keep copies of all credit card receipts for a minimum of three (3) years.
5. **Do** limit the ability to issue returns to only a manager or supervisor.
6. **Do** contact your processor immediately if the full credit card number is printed on your customer's copy of the receipt.
7. **Do** report to your processor immediately if your credit

card machine or credit card receipts have been compromised.

8. **Do** notify your processor if your business model changes in any way.
9. **Do** notify your processor immediately if you are changing banks or have a new bank account.
10. **Don't** process your own credit card through the machine.
11. **Don't** assess a surcharge to any customers paying by credit card. It's against Card Association regulations and could result in a fine in excess of 10k.
12. **Don't** impose a minimum or maximum purchase limit in order for a credit card to be accepted as payment.
13. **Don't** accept sensitive credit card data via email or other electronic format (i.e. chat windows).
14. **Don't** let full credit card numbers be left out in the open. If writing down the full credit card number is necessary, keep the information in a secure location. When at all possible, remove the middle eight digits of the card to protect the cardholder.
15. **Don't** accept a credit card as a form of payment if you are unsure of the validity of the card.



As with all things, the above Dos and Don'ts are basic guidelines for what a business should be aware of when accepting credit cards. If you would like to discuss any of the items listed above, or find out if your business needs any additional customized rules, please contact Todd Lazar at Qualified Processing Services 888.737.7762.

Need Forms ...

If you're not comparing prices for your forms and supplies, we invite you to 'shop AAAS' for a quote! AAAS can supply you with top-quality forms at competitive prices — just call Sharon at 800.239.7779 or fax her a copy of your form and an estimated order quantity.

Whether it's invoices, statements (stock forms or custom-



printed), laser checks, envelopes, (regular, window, double window, all sizes) ribbons, business cards or almost any other form, you can save money by calling your association for a quote.

Take advantage of this money saving benefit of your AAAS membership!

NATEF Updates Program Standards

The National Automotive Technicians Education Foundation (NATEF) today announced one of the most significant changes to the program in the organization's history. The update to the NATEF standards used to accredit automotive training programs at the secondary and post-secondary school level reflects the changing needs of the automotive industry for entry-level technicians.

Leesburg, Va., June 29, 2012— The National Automotive Technicians Education Foundation (NATEF) today announced one of the most significant changes to the program in the organization's history. The update to the NATEF standards used to accredit automotive training programs at the secondary and post-secondary school level reflects the changing needs of the automotive industry for entry-level technicians. "The industry mix of work has changed," said Trish Serratore, NATEF President. "Employers are seeing more maintenance-related services in their shops and want entry-level technicians with more foundational knowledge. The new standards address these needs and provide more flexibility for automotive training programs nationwide."

The new 2012 Automobile Program Standards were developed after extensive review and input by the NATEF Automobile Standards Review Committee and have been approved by both the NATEF Board of Trustees and ASE Board of Directors. "The standards were developed in cooperation with OEM's, employers and instructors," said Serratore. "NATEF realizes that the new model represents a major change in program accreditation and is committed to working with each state, program and instructor to ensure a smooth transition."

The new accreditation levels allow programs to more effectively use the limited number of hours available for instruction. Secondary programs will now be able to teach across all systems to help better prepare

students to maintain today's vehicles. Post-secondary programs will have the ability to provide the complete spectrum of tasks and hours to allow for more in-depth training.

The new NATEF model establishes three levels of accreditation: Maintenance and Light Repair (MLR); Auto Service Technology (AST), and Master Auto Service Technology (MAST). The differences at each level are reflected in the number of tasks, number of instructional hours and the instructor qualifications. Each level builds on the previous one and covers all major automotive systems, but to different depths of learning.

"This new accreditation model reflects the real-world needs of employers for entry-level technicians and were carefully crafted by Subject Matter Experts from secondary and post-secondary institutions as well as industry, who volunteered their time to ensure students graduating from Automotive Career and Technical Education programs hit the ground running with the right skills," Serratore continued. "We thank these dedicated individuals for their hard work to provide the service-ready workforce our industry needs today and tomorrow. For more information on the new NATEF Accreditation Model, contact Trish Serratore at 703-669-6633 or via email at tserratore@natef.org.

NATEF was founded in 1983 as an independent, non-profit organization with a single mission: To evaluate technician training programs against standards developed by the automotive industry and recommend qualifying programs for NATEF accreditation. The NATEF process has resulted in accredited automotive training programs in all fifty states at the secondary and post-secondary levels. For more information about NATEF, visit natef.org. NATEF is a member of the ASE Industry Education Alliance.

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In Memoriam

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

William Darwin Holt (April 27, 2012) ~ Holt's Auto Sales & Equipment, Inc. ~ Tallahassee, AL. The Holt family has been a member of AAAS for almost 20 years.

Dwight "Wayne" Seymore (May 4, 2012) ~ Seymore Tire & Auto ~ Cullman, AL. The Seymore family has been a member of AAAS for almost 14 years.



Foreign Vehicles Invade Repair-Age Sweet-Spot

"The repair-age sweet-spot for cars and light trucks (vehicle ages with above-average use of aftermarket products) is changing in two important ways."

"First, the upper age boundary of the vehicle repair sweet-spot is moving higher. Second, foreign nameplates are rapidly increasing their share of vehicles in the sweet-spot. Both changes are influencing foreign vehicle aftermarket growth."

Foreign Nameplate Sweet-Spot Invasion

The repair-age sweet-spot for cars and light trucks has traditionally been defined as vehicles six to nine years old.

Over the past several years, as vehicle average age increased and the number of older cars and light trucks in operation continued to climb, the upper age boundary of the vehicle sweet-spot in the U.S. moved higher.

While the repair-age sweet-spot is expanding its upper boundary, foreign nameplate share within the sweet-spot is increasing.

Domestic Nameplate Dominance

Prior to 2000, domestic nameplates ac-

counted for the overwhelming majority of light vehicles in the repair-age sweet-spot, a direct result of domestic cars and light trucks commanding a high and stable share of new vehicle sales in the U.S.

Changing New Vehicle Sales

Although domestic nameplates generated over 75% of new vehicle volume as recently as 1997, domestic nameplate domination of new vehicle share dramatically weakened over the next few years.

By 2005, foreign nameplate captured 48% of new vehicle sales in the U.S., topping 50% new car and light truck sales share during 2006 with 51% of volume.

Growing New Vehicle Sales Share

From 2005 through 2011, foreign nameplates increased their new-vehicle sales share in the U.S., soaring from 48% to a 55% peak during 2010.

Although various factors, including the Japanese earthquake, increased downward pressure on 2011 foreign new vehicle sales, foreign models, aided by the surge in Korean nameplate volume, managed to capture 53% of the new vehicle

2011 sales.

Doubling Foreign Nameplate New Sales Share

Between 1997 and 2011, foreign nameplate share of new light vehicle sales in the U.S. doubled.

This is dramatically changing the foreign and domestic nameplate mix of cars and light trucks in the repair-age sweet-spot, a major factor fueling rapid growth of the foreign vehicle aftermarket in the U.S.



Foreign Aftermarket Growth

Although the increasing upper age boundary of the repair-age sweet-spot will slow foreign aftermarket growth somewhat (domestic nameplates share is still strong among older vehicle age-groups), foreign nameplate aftermarket volume will grow at an unprecedented pace over the next five years as foreign vehicles expand to a majority of the sweet-spot population. (From *Aftermarket Insight™* by Jim Lang, President of Lang Marketing Resources, Inc., langmarketing.com)

Internet State Sales Tax Update - Federal Legislation

Bipartisan legislation has been introduced in the US House and Senate to require companies that sell goods via the Internet and catalogs to collect sales tax in the same manner as "brick-and-mortar" retailers.

The Marketplace Equity Act (MEA) is similar to the Main Street Fairness Act introduced earlier in 2011.

Both bills would allow states to force retailers to collect sales tax from consumers even when companies otherwise have no physical presence in that state.

The Main Street Fairness Act requires states to participate in the Streamlined Sales Tax Agreement, which sets uniform tax rules. To date, 24 states are full participants.

In contrast, the MEA would set minimum federal rules and then allow states flexibility in establishing individual rules.



Both bills authorize a "small-seller exemption."

The current threshold for the Main Street Fairness Act is \$500,000 and below.

The MEA bill's threshold is less than \$1 million in total sales or less than \$100,000 in sales in a particular state.

Under a 1992 US Supreme Court decision, states cannot currently force retailers to collect user taxes unless the company has a physical presence in the state ("nexus"). (SEMA News)

People Thrive with Positive Attention

Some leaders worry that if they give too much positive feedback, their workers will become complacent or overconfident. But those people are missing the point. Consider Dr. Elizabeth Hurlock's 1925 study of 4th and 6th grade students.

She measured student's improvement in math skills based on whether they were praised in front of their classmates, criticized or ignored. The results:

- Praised students improved their scores by 71%
- Criticized students improved by 19%
- Ignored students improved by 5%

The study shows that positive feedback is, by far, the most powerful. However, criticism is almost four-times more effective than no feedback at all. While praise is most effective, correction is important,

too.

Consider the feedback you provide. Could your team's results improve if you were more generous with your praise? And how often do you miss opportunities to give any feedback at all? (Adapted from "The Power of Positive Feedback (and more!)")



Independent Contractor (Self-Employed) or Employee?

It is critical that your company correctly determine whether individuals providing services to your business are employees or independent contractors. Generally, you must withhold income taxes, withhold and pay Social Security and Medicare taxes, and pay unemployment tax on wages paid to an employee. You do not generally have to withhold or pay any taxes on payments to independent contractors. Before you can determine how to treat payments you make for services, you must first know the business relationship that exists between you and the person performing the services. The person performing the services may be an independent contractor, an employee (common-law employee), a statutory employee, a statutory nonemployee. In determining whether the person providing service is an employee or an independent contractor, all information that provides evidence of the degree of control and independence must be considered.

Common Law Rules-Facts that provide evidence of the degree of control and independence fall into three categories:

1. Behavioral: Does the company control or have the right to control what the worker does and how the worker does his or her job?
2. Financial: Are the business aspects of the worker's job controlled by the payer? (these include things like how

the worker is paid, whether expenses are reimbursed, who provides tools/supplies, etc.)

3. Type of Relationship: Are there written contracts or employee type benefits (i.e. pension plan, insurance, vacation pay, etc.)? Will the relationship continue and is the work performed a key aspect of the business?

Businesses must weigh all these factors when determining whether a worker is an employee or independent contractor. Some factors may indicate that the worker is an employee, while other factors indicate that the worker is an independent contractor. There is no set number of factors that "makes" the worker an employee or an independent contractor, and no one factor stands alone in making this determination. Also, factors which are relevant in one situation may not be relevant in another.

The keys are to look at the entire relationship, consider the degree or extent of the right to direct and control, and finally, to document each of the factors used in coming up with the determination.

Form W-9 ~ If you've made the determination that the person you're paying is an independent contractor, the first step is to have the contractor complete Form W-9, Request for Taxpayer Identification Number and Certification. This form can be

used to request the correct name and Taxpayer Identification Number, or TIN, of the worker. A TIN may be either a Social Security Number (SSN), or an Employer Identification Number (EIN). The W-9 should be kept in your files for four years for future reference in case of any questions from the worker or the IRS.



Form 1099-MISC ~ Form 1099-MISC is most commonly used by payers to report payments made in the course of a trade or business to others for services. If you paid someone who is not your employee, such as a subcontractor, attorney or accountant \$600 or more for services provided during the year, a Form 1099-MISC needs to be completed, and a copy must be provided to the independent contractor by January 31 of the year following payment. You must also send a copy of this form to the IRS by February 28 (although the form does not have to be sent to the IRS until March 31 if the business files the 1099s electronically, using the FIRE system). (BP Companies)

~ Under Alabama law, regardless of whether the worker is an employee or an independent contractor, you, as the employer, are responsible for his workers' compensation coverage unless the independent contractor has proof of his own workers' compensation coverage. ~

Top Ten Most Frequently Cited OSHA Violations

What are OSHA inspectors targeting now? The Deputy Director for OSHA's Directorate of Environmental Programs, Patrick Kapust, provided the new list at the National Safety Council's annual Congress. The top 10 violations for fiscal year 2011 are listed below:

1. Fall protection in construction (1926.501): 7,139 violations; the Bureau of Labor Statistics (BLS) says 260 workers died in fiscal year 2010 due to violations of this standard.
2. Scaffolding in construction (1926.451): 7,069 violations; BLS says in FY 2010, 37 workers died because of incidents involving faulty scaffolding.
3. Hazard communication (1910.1200): 6,538 violations; Kapust says in one fatal incident involving hazard communication, an employee lit a lighter to see the level of material inside a barrel, and the substance ignited. Proper labeling

should have indicated how full the barrel was and that the material inside was combustible.

4. Respiratory protection (1910.134): 3,944 violations; five million workers in the U.S. are covered under this standard and are required to wear respirators at their jobs.
5. Lockout/tagout (1910.147): 3,639 violations; the average days away from work for employees injured in incidents connected to this standard is 24.
6. Electrical wiring methods (1910.305): 3,584 violations; employees affected by this standard range from engineers, electricians, and other professionals who work with electricity directly, to office workers and administrative staff who use any type of electrical equipment.
7. Powered industrial trucks (1910.178): 3,432 violations; BLS says in FY 2010,



there were 8,410 injuries connected to use of powered industrial trucks, such as forklifts.

8. Ladders in construction (1926.1053): 3,244 violations; falls are consistently one of the top three causes of worker fatalities.
9. Electrical general requirements (1910.303): 2,863 violations; this standard seeks to prevent injuries and deaths from electric shock, fires and explosions.
10. Machine guarding (1910.212): 2,748 violations; this standard also covers anchoring of equipment.

This list covers the period from October 1, 2010 to September 30, 2011.

For compliance assistance on these standards, you can go to osha.gov's Safety and Health Topics pages.



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800.239.7779

aaas.us

Established in 1938, **Automotive Aftermarket Association Southeast, Inc.** is a nonprofit trade association representing the automotive parts manufacture, distribution, service and repair industry. We serve automotive aftermarket businesses in Alabama, Florida, Georgia and Mississippi. Our membership consists of parts manufacturers, distributors, jobbers, service facility specialists (paint & body, general repair, transmission, muffler shops, etc.), engine rebuilding and machine shop specialists.

For more information, contact AAAS President,
Randal Ward, at 800.239.7779 or randal@aaas.us.

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

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

WELCOME, New Members

More businesses making AAAS membership a part of their business plan! AAAS Chairman Mike Morgan wishes to welcome the following members into the association. Morgan encourages these and all members to investigate the programs offered through AAAS. Enclosed is an AAAS Membership Directory 2012 New Members Insert to add with your directory.



Alabama Paint & Body, Inc.....Pell City, AL
Auto Collision & Glass of Millbrook, LLCMillbrook, AL
Auto Value of Eufaula.....Eufaula, AL
B P Payroll, LLCBirmingham, AL
Classic Trim, LLC.....Jasper, AL
Foreign Car Paint & Body ShopBirmingham, AL
Gunter Body Shop & Wrecker Service, Inc.Jasper, AL
Keltner Ent. / KK&TSpringfield, MO

McNeal & Son, LLCPrattville, AL
Mid South Electronics, Inc.Gadsden, AL
Mighty Auto Parts.....Norcross, GA
Scott's Tire & Auto Center, Inc.Phenix City, AL
Stamped Products, Inc.....Gadsden, AL
Total Mold SolutionsRainbow City, AL
TransAmerica Employee BenefitsMontgomery, AL

AAAS Calendar of Events

2012

September 14 - 16 AAAS Fall Membership Meeting ~ Orlando, FL
October 30 - November 1 Automotive Aftermarket Parts Expo (AAPEX) ~ Las Vegas, NV

aaas.us | events
aapexshow.com



2013

January (dates tbd) AAAS Florida Capitol Days ~ Tallahassee, FL aaas.us | events
January (dates tbd) AAAS Georgia Capitol Days ~ Atlanta, GA aaas.us | events
May 21 - 22 Global Automotive Aftermarket Symposium (GAAS) ~ Chicago, IL globalsymposium.org
June 6 - 9 AAAS Annual Conference & Trade Show 2013 ~ Destin, FL aaas.us | events





Annual Conference & Trade Show 2012

S P O N S O R S

P L A T I N U M

Federated Insurance Merrill Lynch

G O L D

Avizent Zurich

S I L V E R

BlueCross BlueShield of Alabama LKQ Corporation

Meadowbrook Insurance Group N. A. Williams Company, Inc.

Standard Motor Products The Beam Financial Group

F I S H I N G O U T I N G

Federated Insurance

G O L F T O U R N A M E N T

Federated Insurance

B R O N Z E

Aldridge, Borden & Company, PC BankTrust

Carlisle Medical Carr, Riggs & Ingram, LLC

Pro Star Logistics

P A T R O N

Safety National Webb & Eley, PC

P R I Z E S

B P Payroll, LLC

Federated Insurance

Kasarjian Insurance & Financial, LLC

Carlisle Medical

GENEX Services, Inc.

Roberts & Associates, PC

Zurich

Case Management, LLC

Jett Medical Company

Wilson & Berryhill, PC



AAAS



Political Action Committee

***Help Shape Your Business Future ...
Make Your Contribution to the
AAAS Committee for Free Enterprise***

**THE AUTOMOTIVE AFTERMARKET INDUSTRY
POLITICAL ACTION COMMITTEE (PAC)
MUST HAVE YOUR SUPPORT!**

***Please step forward with the financial support necessary to be heard in
Montgomery, Tallahassee, Atlanta and Jackson.***

If you care about the future of your business, express your beliefs through a contribution to **AAAS PAC**. AAAS PAC is the political fundraising committee that supports legislative & judicial candidates based on their support of AAAS viewpoints on issues impacting small business and the automotive aftermarket industry. Your contribution to AAAS PAC will help elect pro-business candidates in "your" state.

How to Contribute:

Complete the information below making your personal or company check payable to **AAAS PAC** and mail form and check to the address indicated below.

**\$500 Coach's Club
\$250 Quarterback Club
\$100 Linebacker Club
\$25 - \$100 Team Player**

Name _____ Title _____

Address _____ City _____ State _____ Zip _____

Company _____

You will receive updates on the PAC contributions

Make checks payable to: **AAAS PAC**

Return this form & your check to:
AAAS PAC, 11245 Chantilly Parkway Court, Montgomery, AL 36117
800.239.7779

PLEASE COPY THIS FORM AND PASS IT OUT TO YOUR KEY EMPLOYEES AND BUSINESS CONTACTS

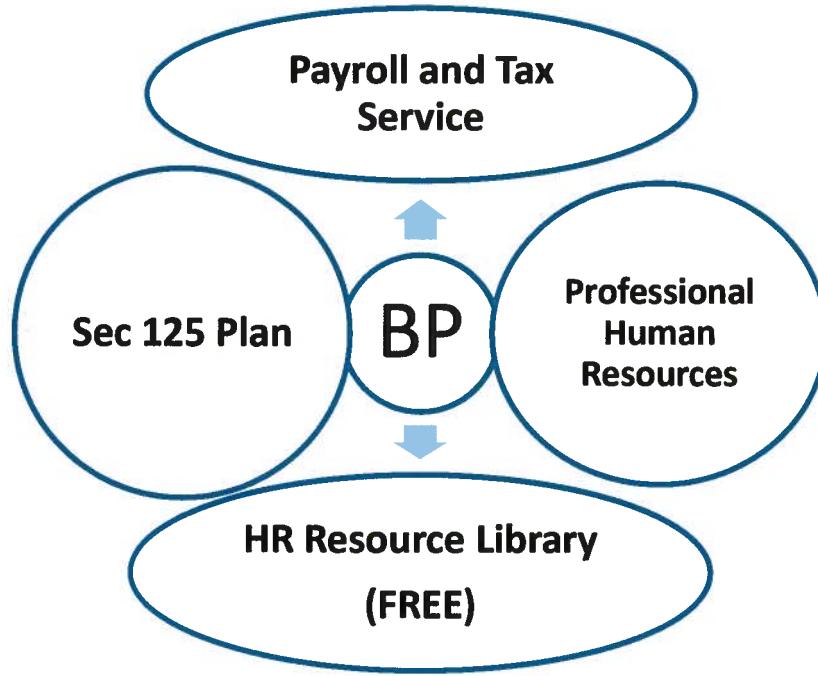


The AAAS Board of Directors recommends your consideration of BP Payroll to provide a turnkey payroll and tax solution for your business. Get much more than just payroll as you can stay abreast of what is required by federal and state regulations with B professionals in human resource management. BP also provides Section 125 Plan administration with a flexible spending card and account management.

- No extra cost for direct deposit
- Each employee has their own 24/7 online account to view pay stubs, w-2s etc...
- HR online software with tutorials and over 500 forms you can download
- Get a customized employee handbook, arbitration agreement and more
- BP Human Resources hotline to help you deal with day to day HR issues
- Flexible Spending accounts save you and your employee tax dollars

"Preferred rates for members of the Automotive Aftermarket Association Southeast"

Call [William Owen](#) today at 205-437-9676 or Email William.Owen@awm.cc



Save money, time, and reduce your liabilities as an employer!



Guaranteed Coverage Offered:

- ***Critical Illness Insurance***
- ***Accident Insurance***
- ***Life Insurance***

Premium payments made easy
through our payroll deduction program!

Enroll today!

Cell 334.430.1255 or Office 334-495-7476
briankasarjian@gmail.com

5 REASONS TO ATTEND ASRW

AUTOMOTIVE SERVICE & REPAIR WEEK

5.

LAISSER LES BON TEMPS ROULER! (*let the good times roll*)

For the first time since the mid- 1990s, ASRW is headed to the Big Easy, which means fun, amazing food and a beautiful city to enjoy!

4.

NETWORKING

This is your once-a-year chance to rub elbows with the brightest minds in the industry, reconnect with old friends, and visit with your best vendors -- all in one place.

3.

REGISTRATION DISCOUNT

Membership has its advantages, and as a member of AAAS, you are encouraged to redeem the enclosed coupon for a FREE Expo Pass & \$50 off any conference purchase.

2.

EDUCATION/TRAINING

With over 200 hours of comprehensive management and technical training, all members of the industry can find something new to learn in the ASRW Conference Program. Put together BY the industry, FOR the industry, you won't find a more complete selection of educational offerings anywhere else.

1.

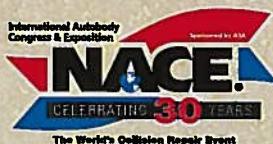
THE ASRW EXPO!

Nearly 300 exhibiting companies will be ready & anxiously waiting to see YOU on the show floor. You'll find show specials, FREE on-floor training, product demos, and the latest innovations for all professionals in the automotive service & repair industry.

REGISTER NOW

ASRW | NACE | CARS 2012

Exhibits: Oct. 11-13 | Conference: Oct. 10-13
Morial Convention Center | New Orleans, LA



www.ASRWevents.com
888.529.1641

FREE EXPO PASS

ASRW | NACE | CARS 2012

Courtesy of: **Automotive Aftermarket Association Southeast (AAAS)**

Present this card at Attendee On-Site Registration to redeem. The \$50 conference discount includes \$50 off an all-access Super Pass OR one individual session (either 90-minute or 3-hour).

The premier event dedicated to the automotive service & repair industries

Expo: Oct. 11-13 | Conference: Oct. 10-13
Morial Convention Center | New Orleans, LA



ABSENTEE CALENDAR

Name _____	Employee # _____
Address _____	Department _____
City/State/Zip _____	Position _____
Phone (_____) _____	Hire Date _____
Birth Date _____	Available Days Due:
Social Security # _____	Vacation _____ Sick _____

January 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat	Totals
		1	2	3	4	5	
6	7	8	9	10	11	12	
13	14	15	16	17	18	19	
20	21	22	23	24	25	26	
27	28	29	30	31			

February 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat	Totals
				1	2		
3	4	5	6	7	8	9	
10	11	12	13	14	15	16	
17	18	19	20	21	22	23	
24	25	26	27	28			

March 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat	Totals
					1	2	
3	4	5	6	7	8	9	
10	11	12	13	14	15	16	
17	18	19	20	21	22	23	
24	25	26	27	28	29	30	
31							

April 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat	Totals
	1	2	3	4	5	6	
7	8	9	10	11	12	13	
14	15	16	17	18	19	20	
21	22	23	24	25	26	27	
28	29	30					

May 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat	Totals
			1	2	3	4	
5	6	7	8	9	10	11	
12	13	14	15	16	17	18	
19	20	21	22	23	24	25	
26	27	28	29	30	31		

June 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat	Totals
						1	
2	3	4	5	6	7	8	
9	10	11	12	13	14	15	
16	17	18	19	20	21	22	
23	24	25	26	27	28	29	
30							

July 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat	Totals
	1	2	3	4	5	6	
7	8	9	10	11	12	13	
14	15	16	17	18	19	20	
21	22	23	24	25	26	27	
28	29	30	31				

August 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat	Totals
			1	2	3		
4	5	6	7	8	9	10	
11	12	13	14	15	16	17	
18	19	20	21	22	23	24	
25	26	27	28	29	30		

September 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat	Totals
1	2	3	4	5	6	7	
8	9	10	11	12	13	14	
15	16	17	18	19	20	21	
22	23	24	25	26	27	28	
29	30						

October 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat	Totals
	1	2	3	4	5	6	
6	7	8	9	10	11	12	
13	14	15	16	17	18	19	
20	21	22	23	24	25	26	
27	28	29	30	31			

November 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat	Totals
			1	2			
3	4	5	6	7	8	9	
10	11	12	13	14	15	16	
17	18	19	20	21	22	23	
24	25	26	27	28	29	30	

December 2013

Sun	Mon	Tue	Wed	Thu	Fri	Sat	Totals
1	2	3	4	5	6	7	
8	9	10	11	12	13	14	
15	16	17	18	19	20	21	
22	23	24	25	26	27	28	
29	30	31					



A Absent
H Holiday
L Layoff
P Partial Hours
S Sick
T Tardy
V Vacation
COLOR: RED=Unexcused BLACK=Excused

- 1 Accident
- 5 Death in family
- 9 Jury duty/court
- 13 Medical appt.
- 17 Sickness-family
- 21 Weather
- 2
- 6 Discipline
- 10 Lack of work
- 14 Military
- 18 Sickness-self
- 22 _____
- 3 Birthday
- 7 Educational
- 11 Leave-family
- 15 Personal
- 19 Transportation
- 23 _____
- 4 Comp. time
- 8 Holiday-floating
- 12 Leave-medical
- 16 Recognition
- 20 Unknown
- 24 _____

Name _____

Social Security # _____

Employee # _____

SUMMARY OF COMMUNICATION

For formal and informal communication. Be sure to indicate date and all pertinent quotations and facts.

This form should contain a record of ongoing communications as required by law.

EMPLOYEE RATING	1st Rating: Date _____ By _____	2nd Rating: Date _____ By _____
Industrious		
Quality of Work		
Safety Record		
Attendance		
Conduct		
R A T I N G :		E = Excellent G = Good F = Fair P = Poor
(Briefly Explain Rating)		

File this calendar in the employee's personnel folder at year end.



Automotive Aftermarket Association Southeast, Inc.

11245 Chantilly Parkway Court • Montgomery, Alabama 36117-7585
800.239.7779 • 334.834.1848 • f 334.834.1818 • aaas.us



SERVING THE AUTOMOTIVE AFTERMARKET SINCE 1938

AUTOMOTIVE AFTERMARKET ASSOCIATION SOUTHEAST

11245 CHANTILLY PARKWAY COURT MONTGOMERY, ALABAMA 36117-7585
800.239.7779 334.834.1848 fax 334.834.1818 aaas.us

AAAS Annual Conference & Trade Show 2013

**June 6 - 9, 2013
Sandestin Village of Baytowne Wharf
Destin, FL**

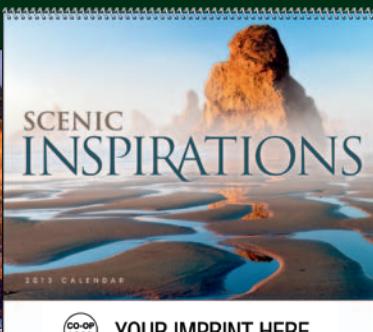
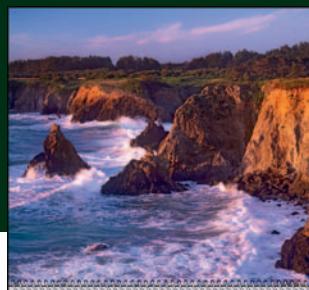
2013 VACATION SCHEDULE

AUTOMOTIVE AFTERMARKET CALENDAR PROGRAM

CELEBRATE THE YEAR 2013 BY GETTING YOUR MESSAGE INTO THE HOME AND OFFICES OF YOUR CUSTOMERS...DAILY.

- Let them know that you intend to shine bright in this new age & will be there to serve their needs.
- Calendars are used all year. Plus they are often saved as personal records and looked at year after year.
- Calendars are used where buying decisions are made: on the job, in the office, on the road, or at home. 65% of all calendar recipients write appointment and reminders on their calendar. This daily involvement keeps your advertising sign working all day, every day.

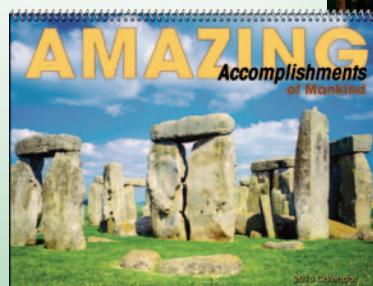




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**No. 1601
Scenic
Inspirations**
12-month calendar
Size: 11" x 19" Open
11" x 10" Closed

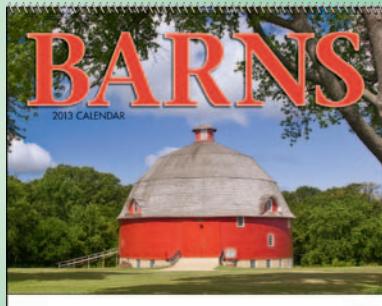
Brilliant scenic photography and motivational quotes inspire every month of the year



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 YOUR IMPRINT HERE



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**No. 1700
Barns**

12-month calendar
Size: 11" x 19" Open
11" x 10" Closed
Unique and historic barns capture the essence of rural America.



 YOUR IMPRINT HERE



FORCES OF NATURE
2013 CALENDAR

 YOUR IMPRINT HERE

**No. 1705
Forces of Nature**

12-month calendar
Size: 11" x 19" Open
11" x 10" Closed

Dynamic photography of nature's forces grabs attention all year long. Includes a description of each phenomenon.

**No. 1724
Amazing
Accomplishments
of Mankind**

12-month calendar
Size: 11" x 19" Open
11" x 10" Closed

A tour of the world's most awesome structures from modern skyscrapers to ancient marvels.



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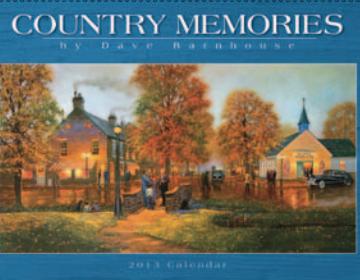
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**No. 1851
Antique Tractors**

12-month calendar
Size: 11" x 19" Open
11" x 10" Closed

Mint-condition antique tractors amaze collectors and enthusiasts every month. Includes a description of each tractor.

JANUARY • 2013



YOUR IMPRINT HERE

Month	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
JAN 2013	1	2	3	4	5	6	7
	7	8	9	10	11	12	13
	14	15	16	17	18	19	20
	21	22	23	24	25	26	27
	28	29	30	31			

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No. 1117 **Country Memories**

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

Dave Barnhouse recreates small town life in his monthly nostalgic artwork.



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JANUARY 2013

CLASSIC CARS

2013 CALENDAR



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No. 1863 **Classic Cars**

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

Features 12 mint-condition classic cars from the 1940s, 50s and 60s.



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Mountain Lion

January 2012

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No. 1801

North American Wildlife

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

Twelve months of powerful wildlife photography. Includes Wright's guide to the best fishing days each month.

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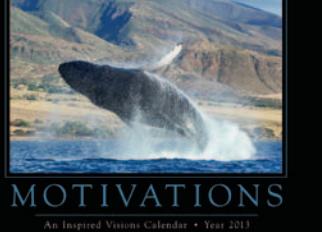
INDIVIDUALITY

Be the best person you can be—yourself.

JANUARY • 2013

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

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MOTIVATIONS

An Inspired Visions Calendar • Year 2013

CO-OP
LOGO

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No. 1600 **Motivations**

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

Motivate and inspire with
captivating images and
quotations.



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No. 1859 **Exotic Cars**

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

Rev up excitement for your
advertising message all year
with 12 exotic cars. Includes
information about each car.



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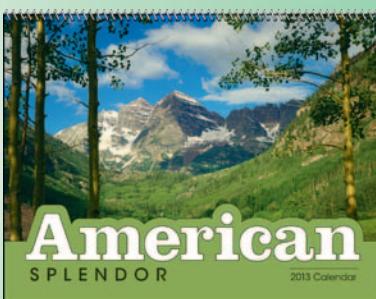
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No. 1715 **Sunrise/Sunset**

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

The warm glow of the
sun fills the months of
this peaceful calendar.



American SPLENDOR

2013 Calendar

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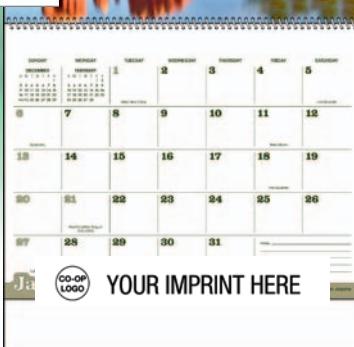


No. 1709 **American Splendor**

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

Explore the splendor
and majesty of America
every month of the year.



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DISCIPLINE

JANUARY 2013



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No. 1112 **Motivations The Saturday Evening Post**

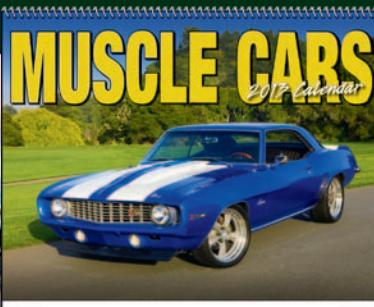
12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

Inspire customers or employees
with these classic illustrations.

Illustrations from The Saturday Evening Post by Norman Rockwell
©SEPS.

Licensed by Curtis Licensing, Indianapolis, Indiana. All rights reserved.



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JANUARY 2013

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

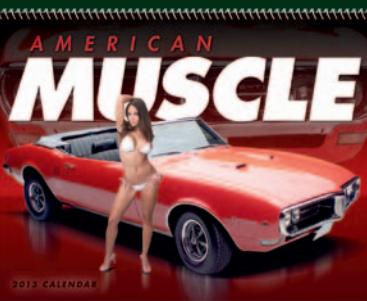
 YOUR IMPRINT HERE

No. 1850 Muscle Cars

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

A collection of the fastest, most powerful muscle cars of all time. Includes a description of each featured make/model.



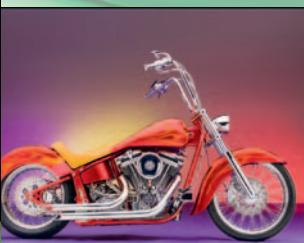
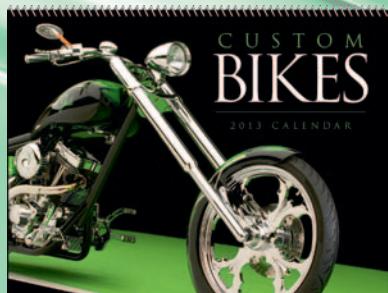
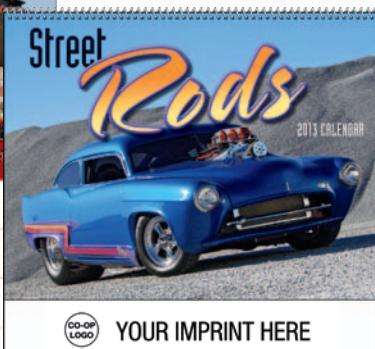
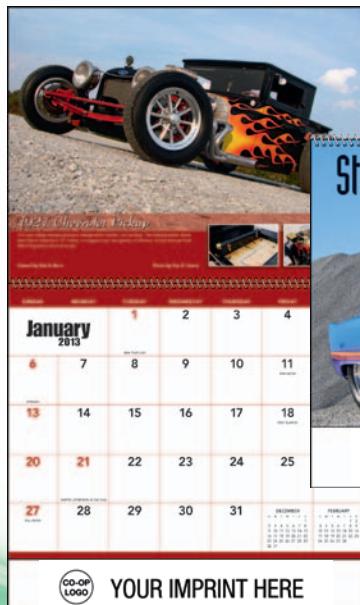
No. 1854

American Muscle

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

Classic muscle cars and beautiful women make an eye-catching calendar.



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JANUARY 2013

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

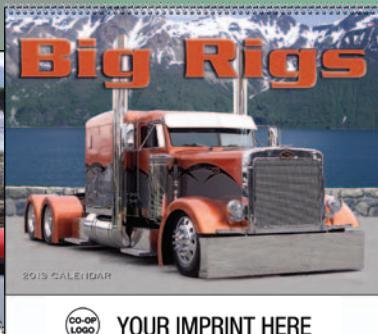
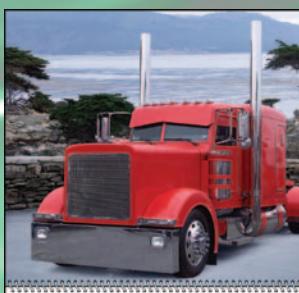
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No. 1856 Custom Bikes

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

Command attention for your ad with these colorful custom bikes.



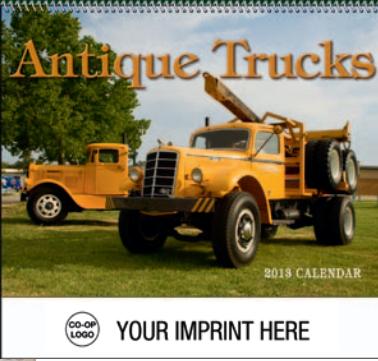
No. 1855

Big Rigs

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

These handsome and powerful big rigs will haul your advertising message further.



YOUR IMPRINT HERE

No. 1857

Antique Trucks

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

A showcase of antique trucks with information about each featured truck.



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No. 1812

Remington® Untamed Wilderness

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

Renowned Remington artist Tom Beecham captures North American wildlife with a nostalgic flare.

Remington trademark used under license from RA Brands, LLC by Norwood Promotional Products



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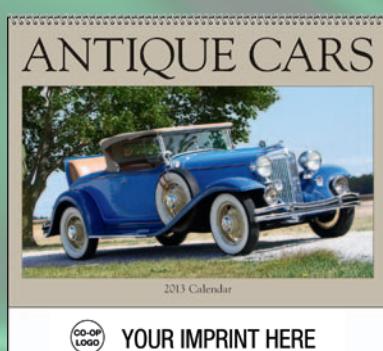
No. 1701

Scenes of America Big Block Memo

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

Large ruled dategrids provide ample writing space for busy people.



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No. 1858

Antique Cars

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

Classic automobiles add their classic style and timeless appeal to your advertising message.

Includes a brief description of each featured vehicle.



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No. 1504

View from the Porch

12-month calendar

Size: 11" x 19" Open
11" x 10" Closed

A unique, relaxing scenic calendar that everyone will appreciate all year long.

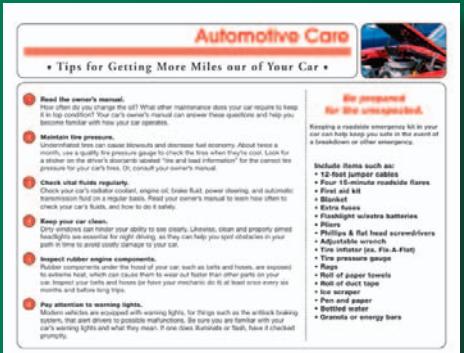


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SAVE MONEY

AND REACH YOUR BUSINESS GOALS THIS YEAR BY ADDING ONE OF OUR FREE EXTRA SHEETS.

▼ Automotive Insight Backmount (full color)



▼ Season's greetings letter (full color)



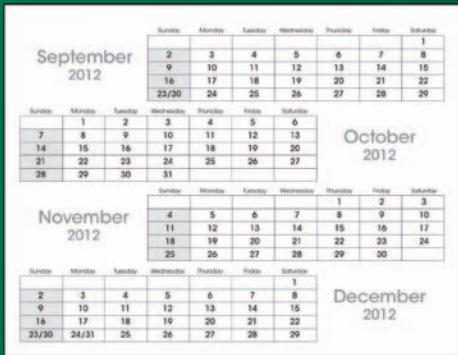
▼ Coupon sheet (full color)



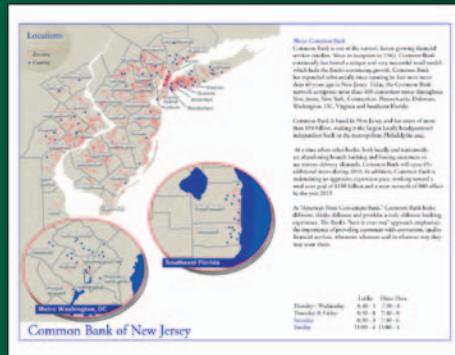
▼ Coupon sheet (full color)



▼ 4-month grid (black and white)



▼ Extra sheet (full color)



These extra sheets are available on the following styles:

**1054, 1112, 1117, 1504, 1600, 1601, 1700, 1701, 1705, 1709, 1715, 1724, 1801
1812, 1850, 1851, 1854, 1855, 1856, 1857, 1858, 1859, 1861, 1862, 1863**

If choosing an extra sheet, the same sheet will be on all calendars for that purchase order and will be placed after the front cover.

- Boost store traffic with 6 or 12 coupons
- Eliminate a mailing by including a holiday or sales letter
- Get your calendar up on the wall first with 16-month calendar

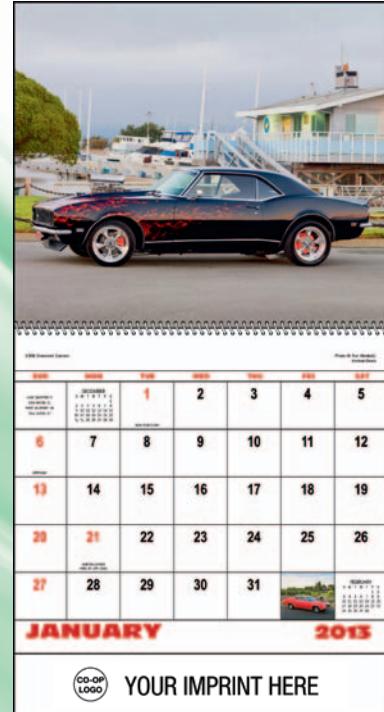
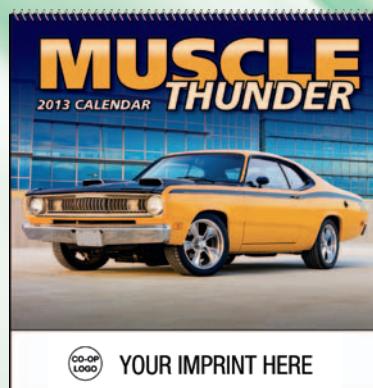
GOOD VALUE LINE

Calendars at a Super Low Price. You won't find a Better Value than "The Good Value Line". Minimum 300 per style. All of the Good Value Line appointments are 13-month calendars running from December 2012 - December 2013

No. 7005
Muscle Thunder

Size: 10" x 19" Open
10" x 10" Closed
Style: Spiral

Powerful muscle cars deliver your ad message fast on this 13-month calendar.



No. 7083
Street Rods

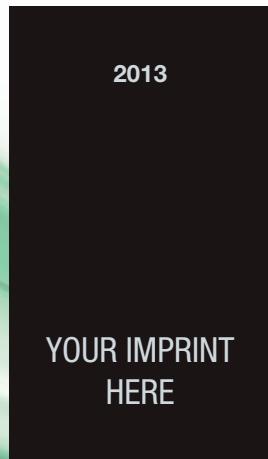
Size: 10" x 19" Open
10" x 10" Closed

Style: Spiral

These unique street rods put your ad in the driver's seat on this 13-month calendar.

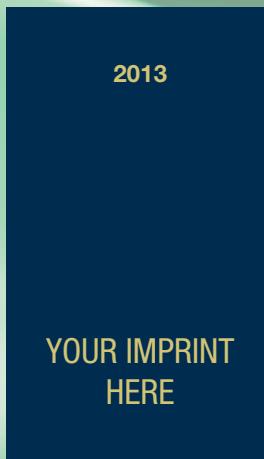
No. 8001
Monthly Pocket Planner

Size: 7" x 6" Open / 3½" x 6" Closed
A durable, portable planner perfect for scheduling on the go. 13-month grid runs December 2012 to December 2013.

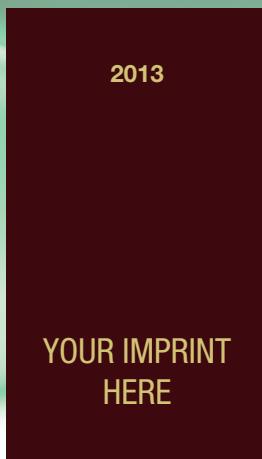


**Standard
Leatherette
Colors**

Black



Navy

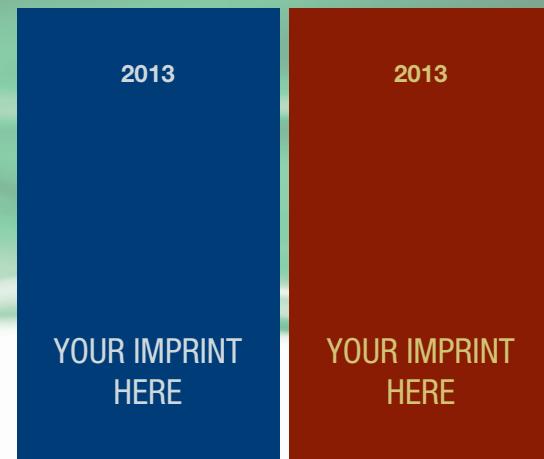


Burgundy



**Matte
Leatherette
Colors**

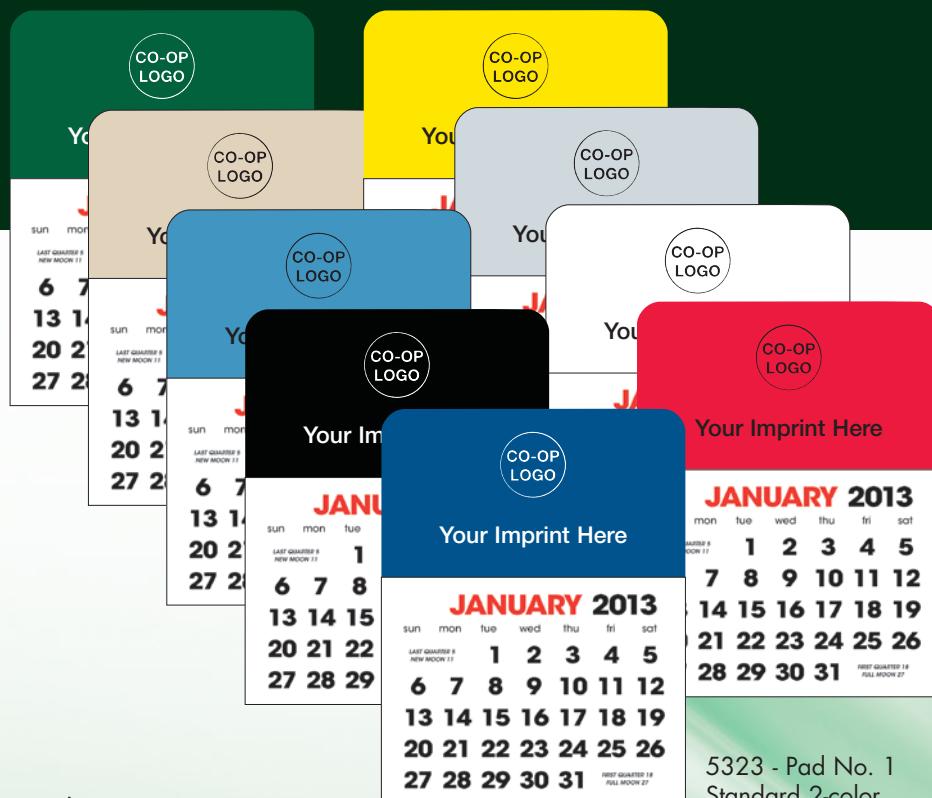
Onyx



Blue



Red



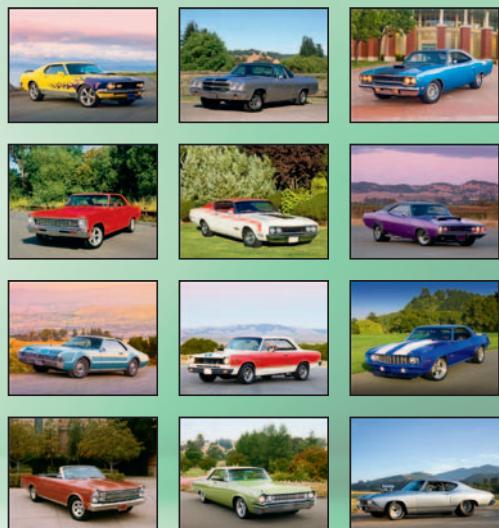
5323 - Pad No. 1
Standard 2-color

No. 5323 - Pad No. 1
No. 5324 - Pad No. 2

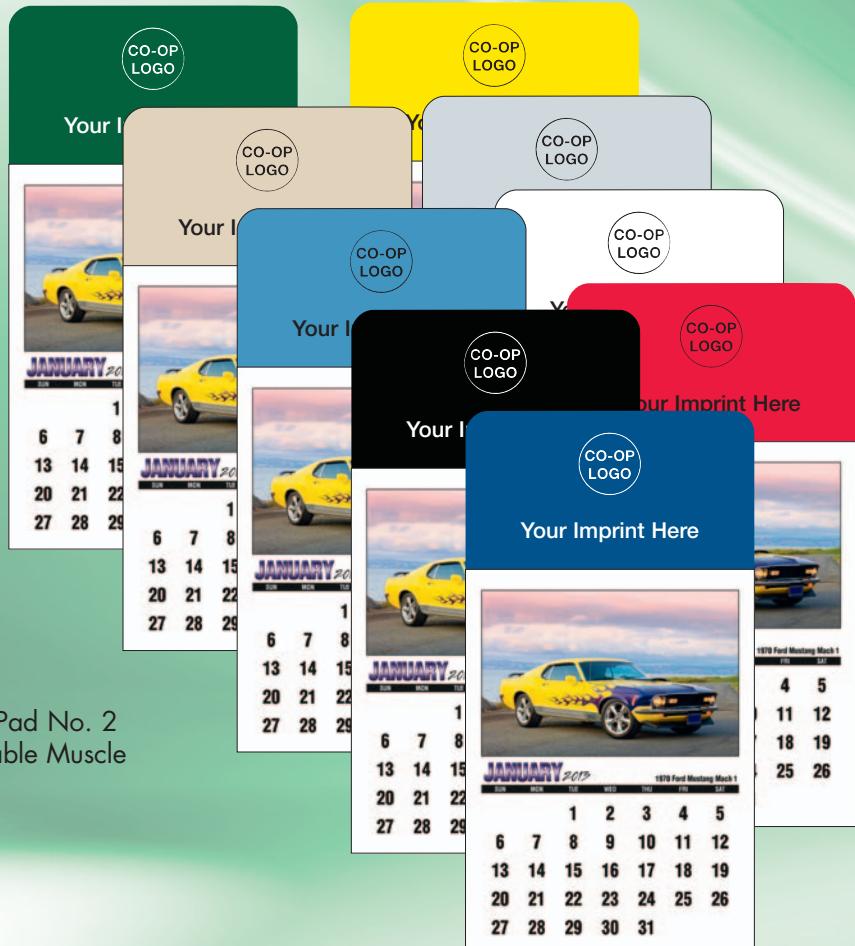
Rectangle Stick Up

Size: 3" x 2 1/4"

Stick ups give your message big exposure for little cost. They're versatile too: you can place them in vehicles and on refrigerators, file cabinets and more!



5324 - Pad No. 2
Memorable Muscle





Your Imprint Here



No. 6502 **Patriotic Desk Pad**

Size: 22" x 17"

Show your patriotic colors with this red, white and blue desk pad.



No. 6108 **Patriotic Contractor**

Memo (13-sheet)
Size: 18" x 25"

Perfect for industrial settings and low-light areas as well as offices. Includes Julian dates and a guide to work days remaining in the year.



2013

AUTOMOTIVE AFTERMARKET ASSOCIATION SOUTHEAST CALENDAR PROGRAM

P.O. # _____



Automotive Aftermarket Association Southeast

11245 Chantilly Parkway Court
Montgomery, AL 36117
800.239.7779 334.834.1848
F 334.834.1818
www.aaas.us

2013
ORDER FORM

CUSTOMER INFORMATION (BILL TO)

Name:		
Address:		
City, State, Zip:		
Phone:	Fax:	
Contact Person:		
Email:		

SHIPPING INFORMATION

Name:		
Address:		
City, State, Zip:		
Phone:		
Contact Person:		
Ship Order:	<input type="checkbox"/> When ready <input type="checkbox"/> After 10-15-12	

ORDER INFORMATION

All calendar orders must be received by November 1, 2012 to ensure holiday delivery.

BOX A - Min. Qty 100

Qty.	Style	Before 7/1/12	After 7/1/12	Total	Qty.	Style	Before 7/1/12	After 7/1/12	Total
	No. 1117 Country Memories	\$1.20	\$1.30			No. 1601 Scenic Inspirations	\$1.20	\$1.30	
	No. 1705 Forces of Nature	\$1.20	\$1.30			No. 1854 American Muscle	\$1.20	\$1.30	
	No. 1112 Motivations Sat Evng	\$1.20	\$1.30			No. 1855 Big Rigs	\$1.20	\$1.30	
	No. 1504 View from the Porch	\$1.20	\$1.30			No. 1856 Custom Bikes	\$1.20	\$1.30	
	No. 1600 Motivations	\$1.20	\$1.30			No. 1857 Antique Trucks	\$1.20	\$1.30	
	No. 1700 Barns	\$1.20	\$1.30			No. 1858 Antique Cars	\$1.20	\$1.30	
	No. 1054 Puppies	\$1.20	\$1.30			No. 1859 Exotic Cars	\$1.20	\$1.30	
	No. 1709 American Splendor	\$1.20	\$1.30			No. 1801 N. American Wildlife	\$1.20	\$1.30	
	No. 1724 Amazing Accomplishments	\$1.20	\$1.30			No. 1861 Street Rods	\$1.20	\$1.30	
	No. 1812 Remington®	\$1.20	\$1.30			No. 1862 Junkyard Classics	\$1.20	\$1.30	
	No. 1850 Muscle Cars	\$1.20	\$1.30			No. 1863 Classic Cars	\$1.20	\$1.30	
	No. 1851 Antique Tractors	\$1.20	\$1.30			No. 1715 Sunrise/Sunset	\$1.20	\$1.30	
	No. 1701 Scenes of America	\$1.20	\$1.30			ENVELOPES	<input type="checkbox"/> Bulk \$.20	<input type="checkbox"/> Inserted \$.30	

FREE EXTRA SHEET OPTIONS (please check one if desired)

Automotive Insights Backmount Season's Greetings Letter 4-month Grid Extra Sheet Coupon Sheet

FREE

Box A Total

BOX B - Min. Qty 300 - 7083 & 7005 Min. Qty 100 - 8001

Qty.	Style	Before 7/1/12	After 7/1/12	Total
	No. 7083 Street Rods	\$1.10	\$1.25	
	No. 7005 Muscle Thunder	\$1.10	\$1.25	
	ENVELOPES	<input type="checkbox"/> Bulk \$.20	<input type="checkbox"/> Inserted \$.35	
	No. 8001 Monthly Pocket Planner	\$1.20	\$1.25	
	ENVELOPES	<input type="checkbox"/> Bulk \$.20	<input type="checkbox"/> Inserted \$.35	

COVER COLOR OPTIONS

STANDARD Black Navy Burgundy
MATTE Onyx Blue Red

FOIL COLOR OPTIONS Silver Gold

Box B Total

BOX C - Min. Qty 150 - 5323 & 5324 Min. Qty 50 - 6108 & 6502

Qty.	Style	Before 7/1/12	After 7/1/12	Total
	No. 5323 13-month 2c Stick Up	\$.55	\$.55	
	No. 5324 Memorable Muscle Stick Up	\$.60	\$.70	
	ENVELOPES	<input type="checkbox"/> Bulk \$.20	<input type="checkbox"/> Inserted \$.40	

VINYL COLOR OPTIONS

Black Red Yellow Green Blue
 White Beige Grey Light Blue

FOIL COLOR OPTIONS White Black

No. 6108 Patriotic Contractor	\$3.95	\$4.15	
MAILING TUBES		\$.50	
No. 6502 Patriotic Desk Pad	\$4.20	\$4.65	

Box C Total

IMPRINT INFORMATION

Physical artwork will be kept until the order is produced.
Artwork returned upon request, otherwise it will be discarded.

1st Line	
2nd Line	
3rd Line	
4th Line	

LOGO OPTIONS

For imprint other than black, call for quote.

Association Logo National Logo
 No Association Logo Custom Logo (with camera-ready art)

Total of Boxes A + B + C \$ _____

Imprint Set-Up Charge \$ _____

n/c

Actual shipping and sales tax charges will be added to invoice.
Please Note: 4% over/under run is considered a full, billable order.

PAYMENT METHOD

Send no money now. AAAS will invoice for proper amount including shipping and sales tax after order has shipped.

SIGNATURE REQUIRED:

X

DATE: