



## AUTOMOTIVE AFTERMARKET NEWS

Arkansas · Colorado · Iowa · Kansas · Missouri · Nebraska · New Mexico · Oklahoma · Texas · Wyoming



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With this edition of the APSA newsletter, we are introducing four exciting, new membership value-enhancing programs that are just being, or have recently been, added to the APSA membership package:

- Cash Management Payroll Card**
- Multiple Employer 401k**
- Mystery Shopper/Training**
- First Data Card Processing**

The introduction flyers on each are located within these pages.

As with all APSA benefits, the programs were added with consideration for improving your business.

We urge you to review the information and if you would like more information, please call the APSA office.

As always, we value your feedback and if we can be of service in any way, don't hesitate to ask.

We wish everyone a very Merry Christmas and a safe & prosperous New Year.

Sincerely, your APSA staff:

*Jim Quinten*

**Melanie Norman**

*Carol Rackers*

*Jimmy Kirk*

**Erica Cramer-Williams**

*Doug Sessions*

**Bob Van Gorp**

A reminder: the APSA office is technically closed from Christmas to New Year's, but leave a message and we will return your call as messages are monitored.

**APSA 1 (800) 375-2968**

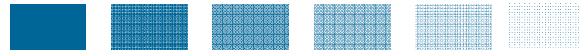


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## *The APSA Cash Management Payroll Card*

Payroll Cards allow your employee to access money from their paycheck using a card that looks like a bank debit card. The money is in their own account and can be withdrawn or spent just by using the card. Payroll cards are less expensive than using check cashers and safer because they can be replaced if lost or stolen.

### The Employer Benefits

- Eliminate high costs and streamline time-consuming payroll activities by replacing paper check distribution—while providing substantial benefits to employees!
- Eliminate all paper checks and associated costs—saving up to \$250 per employee per year!
- No more replacement checks — misplaced cards may be replaced on site. **Visa Zero Liability Policy** ensures lost or stolen APSA Cash Management cards are replaced, preserving the full remaining balance due!
- Simplifies payroll for all employees including contract labor, temporary labor, part-time and those who do not have bank accounts!
- No changes to accounting, payroll or banking relationships required!
- All employees will be approved with no credit check or banking relationship required!

### The Employee Benefits

- The APSA Cash Management Payroll Card is a Visa debit card—accepted worldwide.
- Employer loads wages onto the card.
- No more check cashing fees.
- No bank account or credit check required.
- Immediate access to cash (24/7/365).
- The card can be used to pay bills online or by phone (no more money orders!).
- Real-time balance inquiry through cell phone carrier.

The card is safe and secure, eliminating the need to carry cash and funds are protected with a personal PIN. All funds are insured. The cardholder suffers no overdraft fees, as with a checking account.

**The APSA Cash Management Card is issued through First California Bank.**

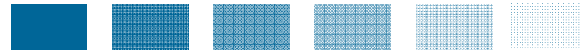
**For questions or to schedule an appointment, call Scott Kain 972-742-5447  
skain@cashmanagementllc.com**



Cash Management, LLC is a licensed I.S.O. of Visa International - The Cash Management Card is issued by First California Bank pursuant to a license from Visa U.S.A. Inc.

The Cash Management Visa Branded Prepaid Cards (Domestic Version)





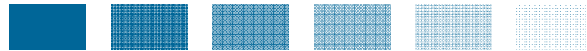
# 401(k)

## **\*\*Important Announcement\*\***

Starting January 1, 2012, APSA will offer members a fully-customizable 401(k) group plan for employees and owners! We know it's difficult to keep up with the paperwork and ERISA compliance when you offer 401(k) as an employee benefit, but the new Pinnacle / Lincoln Financial Group program being offered through APSA includes such benefits as:

- **Lowering your administrative costs! And NO audit costs!**
- **Greatly reducing your in-house responsibilities and paperwork!**
- **No minimum number of participants!**
- **No matching requirements!**
- **Transferring the fiduciary liability!**
- **The APSA 401(k) plan is easy to set-up new plans and allows members to easily merge their existing plans! And with 32 savings plan options to select from, each participant chooses how they want their retirement plan invested—and can access their account online!**

Request information about joining the APSA 401(k) group plan by calling us at 800-375-2968, or contact our 401(k) consultant, John Hershenberg, directly at 817-300-5539.



## *How Much in Sales is Your Company Losing?*



*As an APSA Member You Can Find Out*

***FREE Mystery Shopping Offer!***  
*Through our Partner Creative Sales Solutions (CSS)*

### How Effective and Consistent are Your Parts and Service Employees at:

- Offering additional parts that may be needed for the job?
- Offering other parts than the ones requested (i.e. promotional items)?
- Offering different grade options (good, better, best and new or rebuilt)
- Skilled at building strong lasting customer relationships?
- ASKING FOR THE ORDER!

Find out how your employees handle customers with this **FREE** mystery shopping offer. CSS will mystery shop and record up to 3 employees at **NO CHARGE** for all Aftermarket Auto Alliance members.

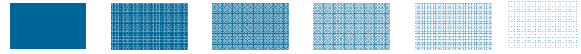
To take advantage of this **FREE** offer just [click here](#) to complete our online enrollment form or call 800-539-1075



**1-800-539-1075**

[www.cssmysteryshop.com](http://www.cssmysteryshop.com)






## ACCELERATE YOUR BUSINESS GROWTH



**APSA and FDIS have come together to bring you the best possible pricing and service that is available in the credit card processing industry.**

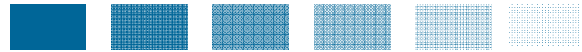


APSA members enjoy numerous benefits, including:

- Next day funding
- No equipment purchase necessary
- Easy implementation & training
- Tran Armor (Protect your business and your customers data)
- Assign agent for  members only
- We will help you understand your fees and keep your cost down
- Monthly reporting online or paper statement

**Lower your cost and give your profit a nice tune-up!**

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**"The more corrupt the state,  
the more it legislates"**

**- Tacitus**

**JOIN YOUR COLLEAGUES IN WASHINGTON,  
D.C., ON MARCH 14-15, 2012, FOR THE  
2012 AFTERMARKET LEGISLATIVE SUMMIT**



Meet face-to-face with key leaders on Capitol Hill to discuss issues important to your business and the aftermarket industry as a whole. A briefing session and congressional reception will take place on Wednesday, March 14, followed by meetings with the congressional offices on Thursday, March 15.

Registration is free and AAIA staff will schedule congressional appointments for you. You only need to take care of your own travel and hotel arrangements. **The registration and hotel reservation form is enclosed in this newsletter.** You may fax it to Meghan Winch at [301-654-3299](tel:301-654-3299).

*Our room block expires on Feb. 3, but there is a limited number of rooms set aside for this event so please make your room reservations as soon as possible.*

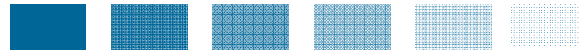
## **MCAULIFFE AND GILLESPIE TO BE FEATURED SPEAKERS AT AFTERMARKET LEGISLATIVE SUMMIT**

Executives attending the Aftermarket Legislative Summit on March 14 and 15 will be treated to a panel discussion between two of Washington's key insiders. Moderated by AAIA President and CEO, Kathleen Schmatz, Wednesday's briefing session will feature a panel discussion between Terry McAuliffe, former Democratic National Committee Chairman; and Ed Gillespie, former counselor to President George W. Bush on the current political climate in Washington and the upcoming 2012 Presidential elections. Later that evening, AAIA will host a reception on Capitol Hill, which will provide a casual venue for Summit attendees to interact with legislators and their staff. On Thursday, March 15, attendees will spend the day on Capitol Hill meeting at individual congressional offices.



## **RIGHT TO REPAIR ADVANCES TOWARD BALLOT IN MASSACHUSETTS**

The Right to Repair Coalition has announced that the group's consumer voter initiative will advance toward the 2012 ballot in Massachusetts, having collected 80,000 certified signatures to be delivered to the Secretary of State's office in time for today's deadline. The group noted it exceeded the required 68,000 signatures to put the measure on the ballot.



If passed, the new law would require carmakers to provide all non-proprietary repair information to consumers or technicians through a device that can access the same information that manufacturers now provide to their own dealers.

## **HOUSE PASSES H.R. 3094, THE WORKFORCE DEMOCRACY AND FAIRNESS ACT**

On Nov. 30, the House passed by a 235-188 vote, the Workforce Democracy and Fairness Act (H.R. 3094). H.R. 3094 was introduced by Education and the Workforce Committee Chair John Kline, R-Minn., on Oct. 5, 2011 and quickly passed out of committee on Nov. 10.

The legislation would preempt a proposal currently being considered by the National Labor Relations Board (NLRB) that could speed the time for union elections. On Dec. 1, the NLRB held a hearing where they voted two to one in favor of a resolution offered by Chairman Mark Pearce to streamline union election. While the rule will not contain some of the more widely discussed aspects of the original proposed rule, such as the seven-day period for a hearing and the requirement employers release employee phone numbers and e-mail addresses, the business community feels that the streamlined rule would still radically change election proposed rule that the business community characterizes as a way to hold snap elections denying employers their rights. NLRB Member Craig Becker and Chairman Pearce voted in favor of the proposal, while Member Brian Hayes dissented, criticizing the substance of the proposal as well as the board's failure to follow procedural rules. The board will now move forward with drafting a final rule based on the chairman's resolution. The final rule is expected in the next few weeks.

H.R. 3094 also would block another decision by the NLRB in Specialty Healthcare, which would consider a smaller unit of employees as a bargaining unit so long as the unit consists of a clearly identifiable group of employees. This decision was widely criticized by the business community, making it easier for "micro-unions" to exist within a company.

## **CONGRESS REPEALS IRS 3 PERCENT WITHHOLDING REQUIREMENT**

HR 674 to "amend the Internal Revenue Code of 1986 to repeal the imposition of 3 percent withholding on certain payments made to vendors by government entities" passed both chambers of Congress and was signed into law by the President on Nov. 21.

While never implemented because of numerous deferrals since 2005, the provision would have mandated that federal, state and local governments withhold three percent from the payment for most goods and services and remit it directly to the Internal Revenue Service (IRS), to ensure payment of federal taxes.

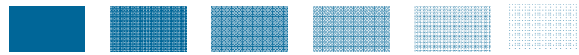
**"The problem with socialism is that  
eventually you run out of other people's money."  
- Former British Prime Minister Margaret Thatcher**



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Presorted Standard  
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 Permit #2656  
 Austin, Texas

# Association News



## WELCOME NEW MEMBERS!

D—R Parts, LLC—Spearville, KS  
 Southwestern Auto Supply—Weatherford, OK

## ☞ With Sympathy ☛

Charles Carr, owner of Carr-Redwine, Inc. in Houston, TX, passed away in October, 2011. Carr-Redwine has been an APSA (and AWOT) member since December of 1976. He will be missed. Our condolences to his family.



## FIRST DATA CREDIT CARD PROCESSORS

A note about credit card processing: if you have ever been told that you didn't process enough credit card transactions to get a good rate, check out First Data! The enrollment is MUCH easier than most processors and with First Data, you aren't locking into a long-term contract! If you are processing through your local bank, you need to get a quote!

## MIDLAND NATIONAL LIFE

APSA also has a new life insurance funded retirement plan available through Midland National Life Insurance Company that includes a death benefit. Check out the flyer enclosed with this newsletter and call APSA for more information.

## WELLDYNE PRESCRIPTION DRUG DISCOUNT PROGRAM

Save on all brand name and generic drugs at most major chains and community pharmacies including Walgreens, CVS, & Target with the WellDyne Discount Card. With no fees to participate, one card covers your whole family; but you'll want more to give to friends, family & cus-

tomers! More information can be found on the enclosed flyer.

## FEDERAL LABOR LAW POSTERS

It's time to remind you that your labor law poster needs to be up to date. There were changes made this year, so call if you need to order. They are \$12.

## APSA PROMOTIONAL ITEMS STORE

Don't forget to order your promotional items from the APSA Store on our website! There are many items available.

## ANNUAL CREDIT REPORT

It's a good time to remind you, too, to get your free annual credit report at [annualcreditreport.com](http://annualcreditreport.com) to make sure your info is correct. This is the only free one!

## EMAIL ADDRESS REQUEST

On the back of the WellDyne flyer you'll find our email address request. So much information comes in with dated material or offers, or is state-specific that we have to email to members. Don't miss out! Send us your current email!