



AUTOMOTIVE AFTERMARKET NEWS

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



APSA HAS MOVED

The APSA main office is now located at 1016 La Posada, Ste. 138, Austin, TX 78752. Phones, fax and email all remain the same.



2013 APSA EXECUTIVE COMMITTEE



The APSA Board of Directors Executive Committee for 2013 (as pictured): Bob Gant, NAPA Dallas, 2nd Vice Chairman; Wilson Liter, Liter's Automotive, Service Corporation President; James Ferguson, TASCO, Secretary/Treasurer; Scooter Gierisch, Roanoke Auto Supply, Insurance Trust Chairman; Allen Lyon, Automotive Parts & Equipment, Chairman. Not pictured is 1st Vice Chairman, Gary Carpenter, Kansas Auto Repair.

NEW APSA MEMBER BENEFIT

For some time, APSA has aspired to add the services of a credit union to our association benefits. We believe we have found the right program to do just that. The Automotive Aftermarket Employees Federal Credit Union is serving several state associations and expanding nation-

wide.

The core of a credit union is that its members are its owners. Banks pay corporate dividends to stockholders; credit unions just pay higher interest rates to their members. Even though savings interest rates are at historically low levels, credit unions still pay more interest than banks. Likewise, rates on new and used vehicle loans and personal loans are lower than from banks.

But more than just better rates, credit unions are designed to serve their members. While banks look for every objection in offering loans, credit unions look for every way to offer lower rates.

Members have an enormous *free* nationwide ATM network. (See www.allpointnetwork.com and enter your zip code to find local ATM's).

Employers electronically send employees money to the credit union and it is available in 24 hours – employees can write checks, pay bills electronically and obtain money from the network of ATM machines.

The Automotive Aftermarket Employees Federal Credit Union is a full-service financial institution: checking, savings, CD's health savings accounts (for tax deductible deposits toward high deductible health plans), on-line home banking for bill-pay, transferring funds and more. Live customer service with the same staff, every time!

Employee's immediate families (parents, brothers, sisters and children) are eligible to join and benefit as well. Young adults can obtain parent co-signed loans and establish their own credit while still teenagers.

It is difficult in today's economy to offer significant wage increases. But the credit union is a benefit to your employees and plays a role in attracting and retaining good employees.

Take advantage of The Automotive Aftermarket Employees Federal Credit Union for yourself, your employees and their families. Flyer enclosed.

BOARD of DIRECTORS

Allen Lyon- Automotive Parts & Equipment

Gary Carpenter- Kansas Auto Repair

Bob Gant- NAPA

James Ferguson- TASCO

Scooter Gierisch- Roanoke Auto Supply

Wilson Liter- Liter's Automotive & High Performance

Mike Bailey- Car Doctor

Doug Crowe- Diesel Specialists

Grady Foshee- RoadRunner Body & Paint

David Goss- Johnston Distributing Co.

David Jordan- Straus-Frank Co.

Walt Moncrief- Galveston Standard Auto Parts

Kenny Payne- Parts Warehouse, Inc.

Scott Pletz- Marketing & Promotion

Chuck Udell- Essential Action Design Group

Scott Vaughan- Burton Auto Supply

Inserts

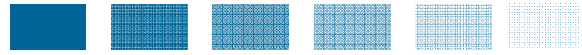
- Scholarship Recipients
- Newsletter Advertising Rates
- Calendar Order Form
- Credit Union Flyer

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LOOK AT OPPORTUNITIES, NOT JUST CHALLENGES

These are challenging times for investors. The U.S. economy is expanding at a below-average rate and several European economies are in recession. Moreover, Asian countries dependent on selling exports are suffering from a slowdown in global trade. Nevertheless, we believe the prospects for continued economic growth remain favorable, and investors should be focusing on new opportunities rather than lingering challenges.

Many investors have been positioned defensively during much of the past year due to concerns about the U.S. Fiscal Cliff and the European debt crisis. The United States still faces difficult budget problems, and Europe continues to deal with high debt levels in many countries.

Consequently, the media is full of stories about what could go wrong. These stories tend to dampen investor sentiment, making many investors risk averse. Obviously, investors cannot ignore these downside risks. However, we believe the prospects for further economic growth remain favorable, and investors should not be too defensive because they are focused primarily on the risks rather than the opportunities.

A defensive investment strategy in which an investor holds above-normal cash balances or is heavily weighted in historically less volatile investments like short-maturity bonds, rather than stocks, can limit downside portfolio risk if the economy falters or geopolitical events take a turn for the worse. However, if things do not go wrong, then that risk-averse investment strategy could leave an investor with lower portfolio returns than a portfolio with more risk exposure.

As investors review their portfolios it is important to focus on long-term needs, not just the near-term economic and market challenges. In order to meet those future needs, investors may need to grow their portfolios by holding assets that historically provide greater returns. Unfortunately, those assets also have

greater volatility risk historically.

It is difficult for many investors to maintain a portfolio with an acceptable balance between risk and return when the news of the day seems overly negative and worrisome. Last year, stocks outperformed bonds, but many investors did not enjoy those higher stock returns because their portfolios were heavily weighted in cash and bonds rather than stocks.

We continue to believe that investors should focus on their overall risk tolerance rather than their near-term market concerns when setting or reviewing their investment strategies. There will always be economic challenges and problems that could create market volatility. But if investors are too defensive, they may not be able to reach their future financial goals because defensive strategies historically do not perform as well as strategies that include assets with more risk exposure.

The opinions expressed by Gary Thayer, Chief Macro Strategist for Wells Fargo Advisors, have been provided for informational purposes only. Past performance is not indicative of future results and there is no assurance that any forecasts will be attained.

Gary uses quantitative methods to analyze economic growth, interest rates, exchange rates and stock market activity. His input is used to help determine areas of focus for long-term investment portfolios as well as asset allocation guidelines for clients. He serves as chairman of the Wells Fargo Advisors Investment Strategy Committee.

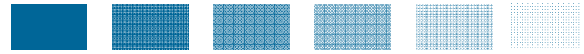
APSA MEMBER PROGRAMS

PROMOTIONAL CALENDARS

It's never too early to order your 2014 promotional calendars, especially when you get a discount when ordering before July 1st! Check out the styles on our website, www.apsassociation.com—an order form is enclosed, brochures will be mailed soon.

LEGALCARE

Your APSA membership includes a free legal consultation program that continues to grow.



An average attorney fee is \$185 per hour, but using LegalCare APSA members saved over \$40,500 in 2012! All areas of law are covered: family law, insurance, collections, employment law, personal injury, elder law & many others.

FEDERAL LABOR LAW POSTER

The Family and Medical Leave Act was revised in February. If you haven't updated your Federal Labor Law Poster this year, now is the time! Posters are \$13.

PRESCRIPTION DRUG DISCOUNTS

The free APSA Welldyne Prescription Drug Discount card is saving thousands of dollars for their customers. Share the saving with employees, friends, family & customers! **(A nice customer & employee perk!)**

CREDIT CARD PROCESSING

We are happy to report a growth in our credit card program as our processor has been able to save money for our members! Fax or email us your latest credit card statement to find out if you will be next!

EMAIL ADDRESS REQUEST

If you aren't receiving email from us, email your company name and email address to apsa@apsassociation.com.

NEED A COPY MACHINE?

APSA has partnered with Toshiba to offer their best deals to our members! Call APSA at 800-375-2968 to have a representative contact you!

LIMITED MEDICAL HEALTH INSURANCE PLANS

Under the Health Care Reform, everyone will be required to purchase health insurance by 1/1/14 or pay a penalty (for 2014, that penalty is \$95 per adult, \$47.50 per child, or 1% of family income, whichever is greater, and that penalty increases greatly by 2016). And premiums are only expected to rise from the al-

ready high prices they have been.

Limited Medical Health Insurance Plans have been created to cover fixed amounts on common inpatient and outpatient medical expenses. They are not major medical plans, so do not meet the Health Care Reform definition, therefore the penalty will still be assessed, but do provide good benefits at rates to fit any budget. A flyer is enclosed with this newsletter.

NEW MEMBER PROGRAMS

Several new member programs/discounts are coming! APSA is currently working on discount programs with Budget, Avis, Costco, Nutrisystem & UPS! These discounts can also be offered to your employees. Stay tuned for more news and as always, let us know if there is something you would like to see offered and we'll see what we can do!

With Sympathy

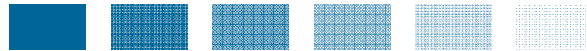


Clay E. Buzzard passed away February 7 at the age of 87. He was Chairman and CEO of Middle Atlantic Warehouse Distributor Inc. (MAWDI) from 1963-2004, then served on the Board of Uni-Select until 2012. MAWDI company, Star Automotive Warehouse has been a member of Automotive Wholesalers of Texas and APSA since 1967, with Clay's son, Rick, still serving on the Board of Directors. Our sympathies to the Buzzard family.



Boyd W. Caffey passed away April 18. He was the second generation owner of Caffey Automotive in Beaumont, founded in 1935. He took over for his father in 1962 and has been a member of Automotive Wholesalers of Texas and APSA since 1966, serving as AWOT Chairman in 1995-96. Boyd will be greatly missed.

Association News



PAC, SCHOLARSHIP DONATIONS

APSA would like to thank the conscientious people who donated in 2012 to the Political Action Committee (PAC) and Industry & Government Relations (IGR) fund. All your legislators have thousands of special interest groups in their ears, determining the way you do business. Your support supports your business.

- Automotive Parts & Equipment
- Broadway Machine
- Carter Automotive Warehouse
- Corral Jobber Warehouse
- Hurley Auto Parts
- Iowa Automotive Machine & Supply
- Lori Jondron
- Liter's Automotive
- Mission Auto Parts
- Rayburn Auto Parts
- Rose Motor Supply
- Stafford Auto Supply
- Warehouse, Inc.
- Zimmerman Sons & Co.

And many thanks to PWI for a generous donation once again to the McCartney scholarship fund in 2012! All donations to Morris/Rupp or McCartney scholarships go directly to fund deserving students. See last years winners in the enclosed flyer.

WM AUTOMOTIVE CHANGES TO EPICOR EAGLE SOFTWARE

Fort Worth, TX-based WM Automotive Warehouse, a Parts Plus member of the Automotive Distribution Network, switched from the Epicor J-CON business management software over to Epicor Eagle for the automotive aftermarket. The new business management software has been deployed across WM's network of 40 wholly owned stores as well as several affiliate locations in Texas and Oklahoma.

The company has completed implementation of Epicor Eagle at 19 company locations and three independent stores.

APSA ATTENDS TRADE SHOWS

APSA participated in the Alliance of State Automotive Aftermarket Associations (ASAAA) & AAPEX Booth in Las Vegas in October.



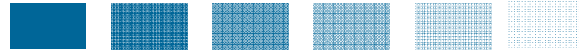
Warehouse, Inc. in Hays, KS invited APSA to be part of their show in March.



Don Bickle performs auctioneer duties.



Association News



TASCO Auto Color's show and crawfish boil was widely attended in Beaumont, TX.



Jimmy Kirk mans the APSA booth.

Impression Edge • Jimmy Kirk
Iowa Automotive Machine Shop
Liter's Automotive Parts • NAPA Dallas
NAPA –Temple, Waco, Bellmead, Hillsboro
Parts Warehouse, Inc. • Polydesigns
Roanoke Auto Supply
RoadRunner Body & Paint
Ronald W. Meyer, P.L.L.C.
Royal Business Forms
Doug & Judy Sessions
Superior Motor Parts of El Campo
TSYS • Uni-Select USA
Vogt & Associates
Works23 • WorldPay

Jeff Sourbeer making the shot.



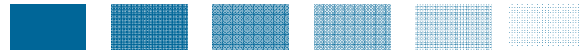
APSA Chairman Allen Lyon, Gary Carpenter, Carol and Jerry Rackers.

GOLF TOURNAMENT

The 2012 Morris/Rupp & McCartney Scholarship golf tournament was held at Bear Creek Golf Club in Dallas and raised enough to fund 5 \$1,000 scholarships! Thanks to all who donated and attended, and a VERY big thank you to Bob Gant, Will Graham and Jeff Sourbeer of NAPA who spearheaded the event!

APSA thanks: **Bolin Auto & Truck Parts**
Broadway Machine • Burton Companies
Carquest Auto Parts
Engine & Performance Warehouse, Inc.
Essential Action Design Group





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

- Tacitus



OKLAHOMA APPROVES WORKERS' COMP ACT

The Governor of Oklahoma has approved SB 1062 creating the Administrative Workers' Compensation Act.

Senate Bill 1062, filed by Senator Brian Bingham and co-authored by Senator Anthony Sykes, structures an administrative workers' compensation system with three commissioners appointed by the Governor, subject to Senate approval, for six year staggered terms. The commission will appoint administrative law judges to hear all claims for compensation. The new structure will substantially reduce costs, provide timely employee medical care, return employees back to work and lower rates.

APSA thanks everyone who responded to our request to contact your legislators urging support of this important bill.

ANTI AFTERMARKET PARTS BILL DEFEATED IN OKLAHOMA

SB 1051 has been defeated in Oklahoma. The Anti Aftermarket Parts Bill would have required the customer to sign off on the installation of aftermarket parts, effectively making that requirement a reference to aftermarket parts being inferior. In addition to crash parts, the bill specifically referred to emission and safety parts. With the grassroots support of phone calls, emails and letters, APSA continues to prove how, when our industry comes together, we can have a tremendous impact on the legislative system.

LEGISLATIVE BREAKFAST HELD IN TEXAS CAPITOL

Once again during the Texas biennial legislative session, APSA hosted a breakfast for legislators, their staff and APSA members in the Capitol cafeteria. Over 100 people were in attendance.

COLORADO GOVERNOR SIGNS BILL INCREASING DEDUCTIBLE FOR WORKERS COMPENSATION

Colorado may see worker's compensation insurance premiums reduced this year. With the passage of HB 1025, businesses electing to raise their deductible would save money on their workers' compensation insurance.

Current workers' compensation law allows employers a deductible of up to \$5,000. As the new bill does not specify how much businesses could increase their deductible, that decision is to be approved by the insurance commissioner.

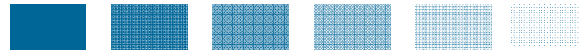
PARTS ACT REINTRODUCED IN HOUSE

Legislators reintroduced the Promoting Automotive Repair, Trade and Sales (PARTS) Act in the U.S. House, a proposal supported by the aftermarket parts industry and insurers, that would cut patent protections on OEM parts from 14 years to just 30 months.

The bill would also allow aftermarket parts manufacturers to begin testing and developing copies of patent protected parts on a "not-for-sale basis" with no time restriction.

The PARTS Act amends U.S. design patent

Legislative News



law which currently affords car makers a period of 14 years of protection for their part designs. The act is intended only to deal with crash parts and does not deal with interior or mechanical parts which are protected separately by utility patents rather than design patents. If passed, the law would take effect 90 days after enactment and apply to all past and future design patents.

NEW I-9 FORM

When hiring a new employee, it has long been required by the Department of Homeland Security that an I-9 Form be completed to verify the identity and employment authorization eligibility of employees. This form was revised in March. Call APSA if you need a copy of the form, or, log onto the USCIS' E-Verify website to file the form online. (This form is in addition to the New Hire Form currently required by your state.) If we can be of assistance, please call.

COMPSOURCE BECOMES A MUTUAL COMPANY

Effective January 1, 2015, CompSource Oklahoma shall operate as, and exercise the powers of, a domestic mutual insurer without capital stock or shares, in accordance with Title 36 of the Oklahoma Statutes, and shall be called CompSource Mutual Insurance Company. The Insurance Commissioner shall approve the Company's articles of incorporation and issue a certificate of authority to the Company to write workers' compensation insurance, as provided by Title 36 of the Oklahoma Statutes, not later than August 1, 2014, which shall become effective January 1, 2015. The Chief Executive Officer of CompSource Oklahoma shall take any measure necessary to accomplish the transition from CompSource Oklahoma to CompSource Mutual Insurance Company.

The Company shall be organized as a corporation benefiting the citizens of Oklahoma by providing workers' compensation and related coverages which are competitively priced that generally benefit the public, but remain a fi-

nancially independent entity that is neither more nor less than self-supporting.

The Company shall be an insurance carrier for purposes of the Workers' Compensation Code.

Except as otherwise provided in this act, the Company shall be subject to the requirements of Title 36 of the Oklahoma Statutes and all regulatory authority granted to the Insurance Commissioner as would any other domestic mutual insurance company.

CompSource Mutual Insurance Company shall not be considered a state agency, public body, department, public trust, or any other term used to describe an entity which is a part of the Executive Branch of the State of Oklahoma under any state statute or regulation, except as otherwise provided for in the CompSource Mutual Insurance Company Act.

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"It's a good thing we don't get all the government we pay for." -- Will Rogers



Association News



WELCOME NEW MEMBERS!

A-Alternator & Starter Rebuilders—Bacliff, TX
Auto Zone—Memphis, TN
Manchac & Sons Auto Parts & Supply—Kirbyville, TX
Stendebach & Sons—Three Rivers, TX

MEMBERSHIP ANNIVERSARIES

5 YEARS

B&C Service Center LLC—New Braunfels, TX
Carquest Auto Parts—Fort Morgan, CO
Ellis & Salazar Garage & Body Shop—Austin, TX
H&C Starter & Alternator Service Inc.—Gallup, NM
Industrial Tool Service Co.—Silsbee, TX
Main Street Auto Supply Inc.—Sabetha, KS
Rawlins Automotive—Rawlins, WY
Roger Beasley Collision Center—Austin, TX
Sandy's Automotive Service Inc.—Farmington, NM
T-J Enterprises—Estancia, NM

10 YEARS

AAA Auto Parts—Berthoud, CO
A&H Finishing Products—Denver, CO
Action Automotive AAI Inc.—Denver, CO
C&M Auto Supply Inc.—Trinidad, CO
CVJ Axles Inc.—Denver, CO
Colorado Motor Parts—Frisco, CO
Dearing Automotive—Austin, TX
Engine Parts Group Inc.—Wheat Ridge, CO
G&S Auto Parts Inc.—Littleton, CO
General Parts-Carquest—Raleigh, NC
Generator Exchange—Denver, CO
Haynie's Inc.—Alamosa, CO
Hightower Supply—Montrose, CO
Imported Auto Parts—Boulder, CO
Lamar Auto Parts—Lamar, CO
Machine Supply Company—Lamar, CO
Marsau's—Sterling, CO
Motor Parts Co.—Alamosa, CO
NAPA Genuine Parts of Cheyenne—Cheyenne, WY
On Track Performance—Englewood, CO
Pat Murphy's Auto Service—Arlington, TX
Pueblo Brake & Clutch—Pueblo, CO
Rogers Automotive Inc.—Greeley, CO
Routt County Auto Parts—Steamboat Springs, CO
Sailsbery Supply Co.—Fort Morgan, CO

Sidles Co.—Cheyenne, WY
Stevens Automotive—Greeley, CO
The Rock Parts Co.-NAPA—Castle Rock, CO
Valley Motor Supply—Torrington, WY
Wiggins Auto Supply LLC—Wiggins, CO
Yuma County Auto Supply—Yuma, CO

15 YEARS

City Auto & Farm Supply—Hickory Ridge, AR

20 YEARS

Carquest of Cassville—Cassville, MO
Cedar Valley Motors—Austin, TX
Hat's Auto Supply, Ponca City, OK
Leon's Auto—Tipton, KS

25 YEARS

Alcan Supply Inc.—Odessa, TX
NAPA Tire & Auto Supply Inc.—Rockdale, TX
Roy's Auto Supply—Lawton, OK

30 YEARS

Border Engine Rebuilders—Mission, TX
Henry's Automotive Parts—Alice, TX
Kirke's Import Parts, Inc.—Wichita, KS
Nimmo's Auto Parts & Supply—Purcell, OK
OK Auto Parts—Inola, OK

35 YEARS

Anderson Plains Motor Supply—Levelland, TX
Bill's Auto Supply & Warehouse—Ingleside, TX
Bristo Battery & Supply—Lubbock, TX
Doyle's Auto Supply—Belton, TX
Ellis Color Supply Inc.—Dallas, TX
Gafford Auto Parts Inc.—Marlin, TX
Sansom's Truck Parts—Paris, TX
Sterling Bearing Inc.—Kansas City, MO

40 YEARS

Escobar's Auto Electric Inc.—Weslaco, TX
Metcalf Auto Supply—Carthage, MO

45 YEARS

Superior Motor Parts of El Campo—El Campo, TX

55 YEARS

Anders Auto Supplies—Cuero, TX
M&M Auto Parts—Borger, TX

60 YEARS

S.X Callahan—San Antonio, TX

