



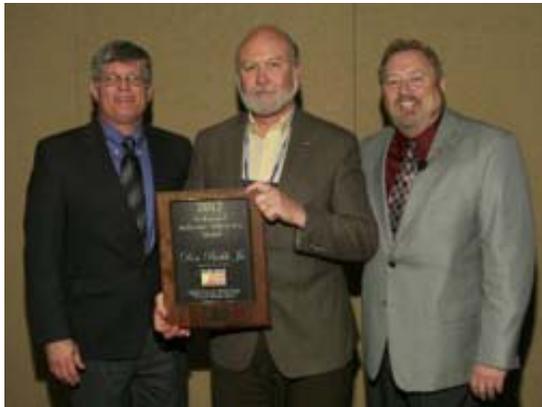
## AUTOMOTIVE AFTERMARKET NEWS

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



### FEDERATED HONORS MEMBER DON BICKLE JR. WITH INDUSTRY ADVOCACY AWARD

Federated recently honored longtime Federated member Don Bickle Jr., president of S&W Supply and Warehouse Inc. in Hays, Kan., with its Industry Advocacy Award. The award was presented by Tim Trudnowski, president of Spokane-based Parts Wholesalers Inc., chairman of AWDA and last year's recipient of the Federated Industry Advocacy Award.



"Don Bickle truly exemplifies the idea of giving back for the betterment of everyone," said Rusty Bishop, CEO of Federated Auto Parts. "Not only does Don play a leadership role with the Federated membership, he volunteers a considerable amount of his time, as well as his great knowledge, on behalf of the automotive aftermarket. We congratulate Don on receiving our Industry Advocacy Award, a truly well-deserved honor."

Bickle began his career at a young age working part-time in shipping and receiving and also helping on a delivery route.

His full-time automotive career began as a service adviser at a VW/Porsche/Audi auto dealership in 1973. In 1974, Bickle returned full-time to the family business and worked in numerous positions until assuming the position of general manager in 1983. In 1989, he was appointed to the position of president.

Over the years, Bickle has served on numerous automotive association boards. He began serving his state automotive association (Mo-Kan) in 1985. He has served through four mergers and has served on the board and as **Chairman of the Insurance Trust of what is now APSA, a ten-state association.** In 1987, he was the youngest member to be elected to the board of directors of ASIA [a pre-cursor to AAIA].

In the late 1980's, Bickle joined the board of governors of Federated and served as chairman in 1991. He currently serves on the Federated executive committee and is chairman of the Federated audit committee. He also previously served on the AWDA board from 1998 to 2001 and 2008 to 2011 and also represents Federated on AAIA's government affairs committee.

### 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.**



1016 La Posada · Suite 138  
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Fax: 512.339.4477

P.O. Box 1049  
Jefferson City, MO 65102  
Fax: 573.635.3215

Email: [apsa@apsassociation.com](mailto:apsa@apsassociation.com) ♦ Phone 800.375.2968 ♦ Website: [www.apsassociation.com](http://www.apsassociation.com)

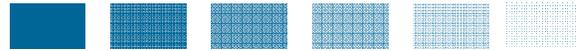
#### BOARD of DIRECTORS

- Allen Lyon**- Automotive Parts & Equipment
- Gary Carpenter**- Kansas Auto Repair
- Bob Gant**- NAPA
- James Ferguson**- TASCO
- Scotter 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

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





## **MANAGEMENT CHANGES ANNOUNCED AT REPLACEMENT PARTS INC.**

Replacement Parts Inc. announced several management changes at its company-wide meeting in Branson, Mo. President and CEO Fletcher Lord Jr. shared the news with other company managers during the conference's opening session.

Among the changes announced, Fletcher Lord Jr., president and CEO, has moved into the role of chairman of Replacement Parts Inc. Bill Schlatterer, executive vice president and chief operations officer, became president and CEO, and Fletcher Lord III, Northern region sales manager, was promoted to vice president.

The company's board of directors announced the retirement of director Edward Penick after 40 years of service. Penick is the retired chairman of Worthen Bank and Trust Co., which was the largest banking company in Arkansas at the time of his chairmanship. Today, it is part of Bank of America.

Robert Raff Jr. was elected to fill the board seat vacated by Penick. He is the son of Bob Raff, former president of Parts Warehouse Inc., who served AWDA as chairman and was honored as Leader of the Year in 1993. Raff Jr. is currently president of Stanley Black & Decker.

Replacement Parts Inc. traces its roots to Crow-Burlingame Co., founded in 1919 by W.R. Crow, grandfather of Fletcher Lord Jr. and his brother Bobby Lord, along with his partner J.G. Burlingame. The pair later also formed Parts Warehouse Inc. and today, both Crow-Burlingame Co. and PWI are subsidiaries of Replacement Parts Inc.

In his comments at the meeting in Branson, Lord stated, "This doesn't mean that I'm sailing off into the sunset and won't be around much anymore. It is more a reflection of the roles currently in place at RPI. Bill Schlatterer has been functioning as the company president for the past several years and has now been given that title."

Lord is also a former chairman of AWDA and

was honored as AWDA Leader of the Year in 2009.

Fletcher Lord III, in his new role as vice president of RPI, marks the entry of the fourth generation of Mr. Crow's family in the leadership of the company.

"My brother Bobby and I know that not many people are fortunate enough to have a company that has been in existence for nearly 100 years and still be looking forward to the next generation of family involvement," Lord Jr. stated. "We both feel blessed to have our families joining us in the business."

## **UNI-SELECT APPOINTS NEW LEADERSHIP FOR U.S. AUTOMOTIVE BUSINESS**

In conjunction with announcing its second quarter financial results, Uni-Select has announced two new appointments to the leadership of its U.S. automotive business.

Brent Windom has been named president and chief operating officer (COO) for Uni-Select's U.S. automotive business. Windom has been with Uni-Select for nine years. He previously served as senior vice president, sales and marketing, for Uni-Select's U.S. automotive division. With nearly 30 years in the automotive aftermarket, Windom served as vice president of marketing and merchandising for MAWDI from 1994 to 2004, when it was sold to Uni-Select. In announcing his appointment, Uni-Select said it is confident that Windom's experience and abilities will bring added value to the U.S. automotive parts distribution activities. His appointment was effective July 31, 2013.

Uni-Select's board of directors also announced the appointment of a new director to the board, effective July 31, 2013. Dennis Welvaert was appointed in place of Joseph Felicelli, who resigned in the second quarter. Welvaert, who was acting president and COO for the U.S. automotive business until July 31, 2013, also will act as chairman of Uni-Select USA Inc.

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As acting president and COO, Welvaert replaced former Uni-Select USA President and COO Willi Alexander, who stepped down in April.

As the new chairman of Uni-Select USA, Welvaert's main responsibility will be to monitor and ensure the execution of the company's recently announced Action Plan, which includes the closure, divestiture or consolidation of roughly 48 stores in its U.S. network.

Welvaert retired as president of Dayco North American Aftermarket Division in 2011. He is chairman of the Global Automotive Aftermarket Symposium and former chairman of the Automotive Aftermarket Suppliers Association (AASA). While at Dayco, Welvaert held senior executive-level positions in the OEM, industrial and aftermarket divisions. He has more than 40 years of experience in the automotive industry.

## ON TRACK PERFORMANCE RELIES ON DEPTH OF EXPERIENCE & INVENTORY

On Track Performance differentiates itself by providing customers product advice through its extensive racing background, owner Lee Stark says.

In the performance world, nearly everyone in the Denver area is familiar with On Track Performance, says the owner of the 21-year-old auto parts and equipment jobber, adding that it's one of the few places in the area that has a large inventory of performance parts (250,000 SKUs) and a deeper well of product knowledge to assist customers.

"We have the parts and we have the experience," said Stark, who has been sponsoring



events at Bandimere Speedway for 20 years and has a longer history of racing at the track. He's currently in a Quick 16, an Ex Pro Stock car, and his son, Tony, races a dragster — "We're all into the racing game."

But, he said, if customers aren't shopping at On Track, chances are they're purchasing online. They're also shopping price.

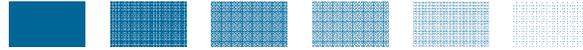
"Customers have a perceived value for what a product is worth through Internet price transparencies," Stark said. "A current trend is Internet-based companies that don't maintain inventory — only a catalog — and buy product from speed shops to resell, often having the shop mail directly to the customer. That process is huge right now, and because they're not brick-and-mortar they can offer lower prices."



Kendall Jory (l.), parts salesman, and Owner Lee Stark's son, Tony, assistant manager, don't try to upsell customers — they offer them the "right sell," Owner Lee Stark says.

Though On Track, for which retail is 90 percent of its business, will often match online prices, it differentiates itself by providing customers product advice through the staff's extensive background. Stark said its strongest sales remain its staples, such as carburetors, ignition systems, and safety equipment. "People think carburetors are going away, but that can't be farther from the truth. We sell more of those than fuel-injection type products because of their price and ease of installation. We bulk up inventory on what works."

When it comes to products that also depend



on appearance, On Track sells a lot of “underhood glitz and glamour,” from valve covers and air cleaners to air intakes and spark plug wiring.

He said Engine Performance Warehouse Inc. (EPWI) is an important supplier partner for On Track. “EPWI has been with us since day one and have done well providing us with our needs. There aren’t many companies like EPWI left locally,” Stark said, adding that parts are also sourced through Motor State Distributing and Keystone Automotive.

On Track avoids carrying Chinese-made products because of a general lack of quality, he said, which will pose eventual problems for his customers. “Our customers are learning that cheap products are not the way to go once they’ve gotten burned.”

*Courtesy: Part & People*

## CONSOLIDATION CREATES WESTERN AUTOMOTIVE WAREHOUSE DISTRIBUTORS



**Rob Johnson (r.) and Rick Yancey own and operate Western Automotive Warehouse Distributors, the result of a series of consolidations over the last five years.**

Through a series of acquisitions, Rob Johnson has built what is known today as Western Automotive Warehouse Distributors (WAWD), an independently owned WD of domestic and import parts. The most recent acquisition for Johnson and his partner Rick Yancey was the long-established Import Parts Warehouse (IPW) they purchased from Carol Ivy in January.

The foundation for the business was laid when

Johnson acquired Clutch Dr. from the Dexter family in 2008 and Import Car Parts (ICP) from Bob Hagstead in 2010. The acquisition of ICP netted Johnson a business partner, Yancey, who now serves as WAWD’s vice president.

Johnson said he is no stranger to big-box distribution, having owned, operated and eventually sold a nationwide industrial textile distribution business in 2006. The strategy of purchasing smaller independently owned distribution businesses, he said, was adopted in part from his experience in the industrial textile industry.

### **New name, expanded scope**

The new name, WAWD, is intended to convey its geography and main purpose of serving professional installers.

There was a lot of confusion about the consolidation and business names, Yancey said, which is why they created a new one.

“We’ve consolidated the businesses to maximize growth,” said Johnson, who now uses the previous IPW warehouse on Kalamath Street in Denver as WAWD’s central warehouse and main office. The ICP building on West Dartmouth Avenue in Englewood remains as a satellite warehouse, while Clutch Dr.’s Denver warehouse has since closed. In all, there is 52,000 square feet of warehouse space housing approximately \$3.5 million in inventory, he said.

### **Colorado-owned and operated**

In a marketplace where many big-box national wholesalers operate, Johnson says his status as one of the few independent Colorado-owned WDs gives him a competitive edge.

Johnson said it was his desire to acquire more independently owned WDs in Denver, which placed ICP and IPW in his sights.

The strategy would allow him to compete with larger wholesalers and have a model that resonates with his intended customer base.

“Ninety-five percent of our customers are locally owned franchisees or independent shop owners,” Johnson said. “We’re just like our customers.”



“We’re a lot more flexible than the big guys out there,” Johnson said. Working in the business on a daily basis, Johnson said decisions can be made quickly, a “win-win” for the business and their customers.

Many of the IPW employees and some Clutch Dr. employees remained after the acquisition, Johnson said, bringing his current workforce to 48.

Key employees include Jim Roepstorff, operations manager; Steve Perea, IT manager; Purchaser Dennis Simmons; Purchasing Manager Gary Schleicher; Counter Manager Mat Gere; and Accounting Manager Deanna Herzog.

*Courtesy: Parts & People*

## HARD WORK TURNS OUT TO WORK PRETTY GOOD



Huey “Curly” Soileau, son Mark, and daughter Gail, just celebrated 50 years in business at Soileau’s Tire Pros in Angleton, Texas! Curly says he owes it to keeping good tires on his customer’s cars and keeping them

running, so customers remain loyal to him and the family business. Congratulations!

## AFTERMARKET PREDICTED TO ADD \$32.6 BILLION TO ECONOMY

The U.S. automotive industry is expected to grow 3.4% annually through 2016 to \$263.8 billion, adding an additional \$32.6 billion to the economy. These and additional growth figures are contained in a jointly produced Channel Forecast Model sponsored by the Automotive Aftermarket Industry Association (AAIA) and the Automotive Aftermarket Suppliers Association (AASA).

AAIA and AASA partnered to produce the Channel Forecast Model to create a single industry view of the size, growth rate and outlook for the motor vehicle aftermarket and thus

provide a unified view of the industry’s magnitude, significance and potential, importance to legislators, regulators, investors and all stakeholders.

The forecast mode anticipates that growth in population, employment, and income will lead to growth in miles driven and the number of vehicles on the road resulting in long term aftermarket growth. The Channel Forecast Model is a tool to help participants achieve that growth despite some of the major market shifts facing our industry such as vehicle telematics, increasing vehicle technology, new-model introductions, and parts proliferation.”

## AFTERMARKET EMPLOYEES FEDERAL CREDIT UNION UPDATE

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.

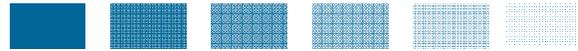
But more than just better rates, credit unions are designed to serve their members. While banks look for every objection in offering loans, credit unions look for every way to offer lower rates.

Members have an enormous free nationwide ATM network. (See [www.allpointnetwork.com](http://www.allpointnetwork.com) and enter your zip.) Call the APSA office for more information.

## IN SYMPATHY

Harvey B. Huckabee passed away July 27, 2013. He was 84 years old. Harvey served in the U.S. Army for two years in Germany, owned Harvey’s Auto Supply in Fort Worth and was a former member of the Automotive Wholesalers of Texas.





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

**- Tacitus**



**MISSOURI** Gov. Jay Nixon (D) signs SB 157, which requires that documentation be kept for each sale of a scrap catalytic converter. That record must include the seller's gender, birth date and a photograph, a full description of the metal, the purchase price, and the license plate number of the vehicle used to haul the scrap metal.

### **LEGISLATORS CELEBRATE PROGRESS AND LOOK TO FUTURE AT MASSACHUSETTS RIGHT TO REPAIR HEARING**

The Massachusetts legislature's Joint Committee on Professional Licensure and Consumer Protection held yet another hearing on Right to Repair. While a great many people thought that the issue was settled when the commonwealth's voters overwhelmingly approved a referendum establishing a requirement that car companies share repair and diagnostic information, tools and software with independent shops and car owners, there is still unfinished business to settle in the long-fought battle over the issue.

The Right to Repair Coalition in Massachusetts and the car companies reached an historic agreement on right to repair in late July 2012. That agreement was enacted by the Massachusetts legislature on July 31 of last year in the closing hours of the session and was signed by the governor on Aug. 7. However, the agreement and subsequent enactment of legislation came too late to remove the referendum from the Nov. 6 ballot. Not surprisingly, the referendum was approved by the voters by an 85-15 percent margin, the largest in commonwealth history. So now Massachusetts has two Right to Repair laws which,

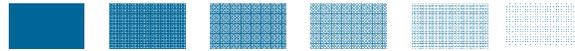
while similar in purpose, have some differences in scope and in how the requirements are implemented.

Both laws immediately require that independent shops have full and affordable access to the information, tools and software to work on late model vehicles. Both bills further require that car companies maintain all of their information and software in a cloud that an independent shop can obtain using a generic PC, and which utilizes a standardize vehicle interface known as J2534. However, the ballot measure implements this requirement by model 2015 and the bill by model year 2018. The ballot measure also covers motorcycles and trucks, a requirement that was removed from the law that passed the legislature.

One other issue that was raised during the hearing was telematics. Telematics is the ability for a vehicle to send information regarding diagnostics, mileage and GPS wirelessly to the vehicle manufacturer. Absent access to this information, car companies will have the ability to provide services direct to the motorists, providing a competitive advantage to their franchised dealers in communicating directly with motorists regarding the service needs of their vehicle. Obviously, the issue raises competitive flags for many in the aftermarket. Although neither Right to Repair law addresses the need for the aftermarket to have access to telematic system, it is an issue that was discussed during the hearing and will likely be the subject of future conversations between the aftermarket and the car companies.

While the hearing centered on many issues related to the Right to Repair law and the need for reconciliation of the two laws, it also be-

# Association News



came apparent from the discussion as to how far the Right to Repair issue has come. For years, legislators in Massachusetts debated whether they should be the first in the nation to enact Right to Repair legislation. Now there is a sense of pride over having successfully found a compromise that will become the model for either a national agreement or other state action on this issue. Clearly, the hard work put in by legislators, combined with the strong support by the voters for competition in the repair industry, has established a new benchmark. Hopefully that legacy will continue as the industry tackles future issues, such as telematics.

## PLASTIC OR PAPER?

APSA offers many products to help you in your business daily, at prices that will compete with your current supplier. Among them:

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Paper or plastic **Key Tags**

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Core & Defect **Labels**

**Paper Bags**, many sizes

Plastic **Parts Bags, Engine Bags**, more sizes

**Printer Ribbons** for most printers

Static cling **Service Reminders**

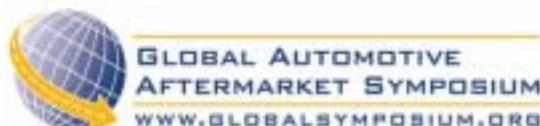
### Self Inking Stamps

Our member services are chosen to help you save money as well. Among these:

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**Background Checks**



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**Payroll Service**

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And, most importantly, we will help with any legislative issue you may have. Membership pays!

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## Association News

### WELCOME NEW MEMBER!

Rio Grande Motor Parts, Inc.—Alamosa, CO



### MEMBERSHIP ANNIVERSARIES

#### 5 YEARS

Dale's Collision Repair—San Antonio, TX  
Dulce Auto Parts—Dulce, NM  
Valley Auto Parts—La Junta, CO  
Wheatland Automotive—Wheatland, WY

#### 10 YEARS

Blascyk Paint & Body, Inc.—Abilene, TX  
Fritztown Diesel & Truck Service—Fredericksburg, TX  
Gene's Brake & Alignment—San Antonio, TX

#### 15 YEARS

Diesel Specialists, Ltd.—Humble, TX  
Moss Automotive—Amarillo, TX

#### 20 YEARS

Eugene's Service Center—Panhandle, TX  
Thornton Pump & Supply Co., Inc.—Duncan, OK  
Williams Diesel, Inc.—Freeport, TX

#### 30 YEARS

Alamo Bolt & Screw—San Antonio, TX  
Automotive Machine & Supply, Inc.—Fort Worth, TX  
Auto Parts of Sapulpa, Inc.—Sapulpa, OK  
Impaco—Houston, TX

#### 35 YEARS

Lucas Auto Parts—Dalhart, TX  
Marine Automotive & Diesel—Lubbock, TX  
Stoppel Supply Co., Inc.—Russell, KS  
Tiner Machine & Auto Supply—Lubbock, TX

#### 40 YEARS

Seagraves Auto Parts—Seagraves, TX

#### 45 YEARS

Swales Auto Supply—Mount Pleasant, IA

#### 50 YEARS

Katner-Mills Motor Supply—Miami, OK  
Tyler Service Parts Co.—Tyler, TX

#### 60 YEARS

De Bona Bibb Supply Co.—Eagle Pass, TX  
Economy Auto Supply, Inc.—Gilmer, TX  
Hurley Auto Parts, Inc.—Pleasanton, TX  
Myers Auto Parts—Colorado City, TX  
Smitty's Auto Supply—Haskell, TX



### IN SYMPATHY



Francis Fisbeck passed away August 23, 2013. He was married for 62 years to Allyne and loved nothing more than serving his church and community, unless it was his alma mater, Texas A&M University, or his commitment to his career in the auto parts industry, owning 3 stores in La Grange, Moulton and Gonzales, Texas. He served as APSA chairman in 2001, but was an AWOT/APSA member since 1971 before retiring in 2007. APSA has lost a great friend and supporter.



Zona Cottrill passed away August 23, 2013. Her husband of 65 years is Dick Cottrill, former director of the New Mexico Automotive Parts & Services Association and APSA representative before retiring. Our deepest condolences are sent to our friend in Albuquerque, New Mexico.