
RSGDA

REPAIR SHOP & GASOLINE DEALERS ASSOCIATION
(585) 423-9924 -- (716) 656-1035 – rsgda@nysassrs.com – www.nysassrs.com

December 2012

Judge Gives Swipe-Fee Deal Preliminary OK

U.S. District Court Judge John Gleeson has granted preliminary approval to the proposed \$7.25-billion settlement between retailers and Visa Inc., MasterCard Inc. and other financial institutions.

Gleeson made his decision after hearing oral arguments on the swipe-fee deal in U.S. District Court, Eastern District of New York in Brooklyn, N.Y. this morning.

The deal, which would bring an end to a seven-year class action lawsuit, was reached in July and was immediately met by steep opposition from retailers and industry associations -- some of which are parties to the case and some that aren't. Proponents argued that the settlement does not introduce competition and transparency into the credit card swipe fee market. They also claimed the deal releases Visa and MasterCard from future litigation, as CSNews Online has previously reported.

However, Gleeson said during the hearing that concerns raised so far "have been overstated." He said opponents at this stage haven't raised sufficient arguments to "derail preliminary approval," according to MarketWatch. As a result of the preliminary approval, changes to Visa and MasterCard rules are set to take effect in 60 days.

Friday afternoon the association said it -- and a number of other merchant groups -- will likely appeal the decision. "We remain convinced that this is a bad deal and we will look at our options to appeal this decision. This bad deal should not be forced upon the vast majority of merchants

and -- their customers -- who do not want it," said NACS President and CEO Hank Armour.

The path to final approval is a long one, and NACS and the other named plaintiffs want a trial to establish that the anticompetitive practices engaged in by the credit card industry are illegal, the association added.

"The merchant community is deeply committed to reforms that bring transparency and competition to the broken electronic payments market. The volume and diversity of those objecting to this flawed proposal is remarkable and continues to grow. Today's hearing was the first of many opportunities for the merchant community to highlight the substantial flaws in the proposed settlement," said Jeff Shinder, managing partner, Constantine Cannon LLC. "We will seek to appeal today's ruling in order to stop the misleading notice from being sent to merchants and to put the brakes on a proposed settlement that would cause significant harm to merchants and ultimately their customers."

Shinder is counsel to a majority of named class plaintiffs in the case that object to the settlement.

City Eyeing \$500 Charge To Businesses For FDNY's Safety Checks

While Mayor Michael Bloomberg professes to be an advocate of small-business owners, he's proposing that merchants pony up as much as \$500 for annual fire safety inspections -- a service that's currently conducted free of charge by the FDNY.

"On one hand, the city is trying to make all these improvements for small businesses, and on the other hand, they are proposing these fees that are just revenue generators. This is bad for business all the way around," said Linda Baran, president and CEO of the Staten Island Chamber of Commerce.

The legislation, introduced into the City Council's Finance Committee at Bloomberg's request last month, proposes a \$500 fee for required fire safety inspections on six-story buildings (or those exceeding 75 feet in height). Buildings that are six stories or less than 75 feet would be charged \$400 for a general fire safety inspection.

Excluded from the fees would be certain "assembly groups" which includes educational complexes, houses of worship, and some recreational venues.

"The bill before you would amend the city's fire code to provide that the fire commissioner may require Fire Department representatives to conduct inspections on a periodic basis," said James Esposito, chief of operations for the FDNY, at an Oct. 18 Council hearing on the legislation. He said the fee would be charged once a year regardless of

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how many times the FDNY inspects a building.

"This bill promotes public and firefighter safety. The inspections help to ensure that buildings are maintained and operated in a safe and lawful manner and thereby reduce fire risks," said John McCarthy, a Bloomberg spokesman. He did not address the fee attached to the bill.

Staten Island's Council contingent gave a thumbs down to the legislation.

"This is another example of city government seeking to put a fee on a function of government that presumably is covered by the exorbitant taxes paid by New Yorkers, and I oppose it," said Councilman James Oddo (R-Mid-Island/Brooklyn). "It does reinforce the larger issue that, as a city, we don't have a revenue problem; rather, we have a spending problem. Only if the city gets serious about finally addressing the four 'non-controllables' of pension costs, health care costs for city workers, debt service and Medicaid costs, will we stop seeing revenue-generating proposals like Intro. 940 [the proposed legislation]."

"The safety of the public is imperative and therefore it is necessary for small businesses to have fire safety inspections," said Councilwoman Debi Rose (D-North Shore). "However, small businesses have experienced a confluence of new regulations, which have contributed to them being excessively taxed, and to add another tax at this time would add undue hardship and should be avoided."

Said Councilman Vincent Ignizio (R-South Shore): "This legislation doesn't seem to have a lot of support in the Council, and it will need major changes..."

"It's easy for the city to say we're going to impose another \$400 to \$500 fee because sometimes their view is that everyone who owns a business is rich, and this is just another tax."

Staten Island's business owners and leaders also oppose the legislation.

"This is an onerous fee. Why are they going to charge \$500 for something that the FDNY has already been doing for free?" said Dean L. Balsamini, director of the Staten Island Small Business Development Center (SBDC).

Local business owners say the fire safety inspection fee is yet another cost that makes doing business in the borough less affordable. "The fire inspection fee is ridiculous. It's just another tax put on us that we can't afford," said Artie Grover, owner of Mid-Island Car Service in Rossville.

Business owners say the money spent on such "taxes" could be better used for expansion. "The politicians put a spin on things where they don't raise taxes. What they do raise are fees. We're talking \$500, not \$50. This is another nail in the coffin of small businesses," said Bob Cutrona, owner of the Meiers Corners-based Project One, a construction, building maintenance and renovation company. "It takes away from our ability to grow, expand and make jobs."

Salvatore E. Sottile, president of Sottile Security International in St. George, agreed. "If businesses have to pay a bill for something, they have to take it from somewhere. Either they won't hire employees or [they will] reduce their hours."

New York Calls for Odd-Even Fuel Rationing

Governor Cuomo announced odd-even fuel rationing for New York City and Long Island to help reduce long lines at gasoline stations throughout the region. The plan went into place this morning at 5:00 am to help alleviate persistent shortages affecting as many as one-third of gasoline stations in the state's hurricane impact zone.

"Nassau and Suffolk Counties and the City of New York have decided to implement temporary fuel management measures to reduce lines at retail gasoline stations," said Governor Cuomo in a statement. "The plans are regionally synchronized and all will have the same rules. The plans will impose odd-even rules on the purchase of gasoline for non-commercial vehicles and have been designed in coordination. Westchester, Rockland, and Orange will not have fuel management measures at this time. The state will continue to coordinate among local governments, as well as the federal government, to ensure that the any fuel management measures are planned and implemented in conjunction with the Coast Guard, the U.S. Department of Energy and the petroleum industry."

According to the governor's website, a partial failure of a terminal served by the Buckeye Pipeline, which pumps approximately 4.5 million gallons of gas per day into the New York City and Long Island area, occurred due to power failures late Wednesday night when the Nor-Easter storm hit. While power was restored the next morning, there was an interruption in the fuel supply chain to those regions. Fuel supply to the northern suburbs is largely unaffected by this terminal going off-line.

Under the plans adopted by the counties and the city, odd-even fuel sales began today at 5:00 am in Nassau, Suffolk, and the five boroughs of New York City. The plan requires gas stations to only sell fuel to drivers with vehicles bearing license plates that correlate in odd-even terms with the day of the month. Drivers with license plates ending in an even number are able to buy fuel on only even numbered days of each month and drivers with license plates ending in an odd number will be able to buy fuel on only odd numbered days of each month. License plates not displaying a number, such as vanity plates, are considered odd numbered plates. Out of state plates are subject to the same requirements.

The requirement does not apply to filling of fuel cans, commercial vehicles, taxi or limousine fleets, or emergency fleets, nor does it apply to hand held gas cans.

The duration of the fuel management plan will be determined by the counties and the City in coordination with New York State.

Justice Department Seeks Reconsideration of Graphic Cigarette Labels

The debate over graphic cigarette warning labels is not over yet, now that the federal government is asking a federal appeals court to take another look at the issue.

The U.S. Justice Department filed a petition Oct. 9, asking the full court to rehear the case after a three-judge panel of the U.S. Court of Appeals in Washington affirmed in August a lower court ruling blocking the requirement

mandated by the Food and Drug Administration, according to the Associated Press.

The lower court ruled that the mandate violated the First Amendment's free speech protections. The court rarely grants such appeals, the news outlet noted.

The FDA mandate would have required nine new graphic warning labels -- a combination of text and images -- on all cigarette packaging and advertising by Sept. 22. The FDA issued the mandate and revealed the nine labels in June 2011.

Less than two months later, tobacco companies including Lorillard Inc., R.J. Reynolds Tobacco Co., Commonwealth Brands Inc. and Liggett Group LLC responded to the mandate with a lawsuit, as CSNews Online previously reported.

Murphy Oil Corp. to Spin Off C-store Business

Murphy Oil Corp. will spin off its downstream division, including its entire retail division, in 2013, the company announced this morning.

The downstream company will be a separately traded company called Murphy Oil USA Inc.

Separating these two businesses will allow each to unlock its own potential for growth," said Claiborne Deming, Murphy Oil Corp.'s chairman of the board. "We have built two strong but distinct businesses. Murphy will be a pure-play exploration and production company with strong returns and attractive investment opportunities, while Murphy USA will be a leading retailer with over 1,100 retail gasoline outlets."

In addition, Murphy Oil Corp. said splitting into two companies would allow each business to focus on its "strategic priorities with financial targets that best fit its own market and opportunities;" and "allocate resources and deploy capital in a manner consistent with its priorities."

"We look forward to these two separate well positioned companies growing and prospering in their respective industries," commented Steven Cossé, Murphy Oil Corp.'s CEO.

Also, as part of the transaction, Murphy Oil Corp. authorized a special dividend of \$2.50 per share and plans to buy up to \$1 billion of the company's shares via a share buyback.

The spinoff of Murphy USA is subject to customary conditions, including regulatory approval and confirmation from the Internal Revenue Service that it can be tax-free transaction.

Payroll Tax Relief Doomed?

You may be thinking to yourself, "Hey aren't we withholding only 4.2 percent on OASDI wages?"

The answer is "yep"- at least for a couple of more months.

The Tax Relief, Unemployment Insurance Reauthorization, and Job Creation Act of 2010 gave us the first temporary reduction (for 2011) in the OASDI rate for the employee portion of the FICA tax. It was reduced by two

percentage points to 4.2 percent. Similarly, for taxable years beginning in 2011, the OASDI rate for a self-employed individual was reduced by two percentage points to 10.4 percent.

The Temporary Payroll Tax Cut Continuation Act of 2011 extended that two-percentage point reduction through the end of February 2012.

Earlier this year, Congress passed H.R. 3630, the Middle Class Tax Relief and Job Creation Act of 2012 (MCTRJCA). It extended the temporary two-percentage point payroll tax "holiday" for employees (and to the same extent, to the self-employed) through the end of 2012.

Now here's the weird thing. One would think that another extension of the two percent break would be something both candidates would be embracing. Talk about in the "wheelhouse" of middle class tax relief. Yet the common Washington hallway talk is that the payroll tax cut is among the lowest on the priority list and the common assumption on both sides of the aisle is that it will expire without a whimper. (This monologue is rhetorical-there is no way in the middle of a presidential campaign that Governor Romney was ever going to endorse what was originally President Obama's idea. It is more surprising the Administration has seemed to abandon it.) We have other priorities but regardless of whether you think it is a good idea or bad idea, be ready, because when the first paychecks are issued in January, some employees are not going to remember it was temporary and that you have nothing to do with that suddenly smaller take home check.

Hospital Insurance Trust Tax

As a revenue offset, the health care reform law increases the Medicare Hospital Insurance (HI) trust portion) of the payroll tax to 2.35 percent from 1.45 percent (i.e. a 0.9 increase) on wages or self-employment income over \$200,000 for an individual return and \$250,000 for a joint return. There is no limit on the amount of wages or self-employment income that is subject to the tax (unlike the social security portion of the FICA tax, which has a wage cap). This is an increase in the employee's share only. The employer will continue to pay to its 1.45 percent rate share on the employee's wages. In the case of the self-employed, they will pay "only" the additional 0.9 percent on the income above the \$200,000/\$250,000 threshold. The increase takes effect in 2013.

Unearned Income Medicare Contribution Tax

Since the HI applies only to earned income, the law establishes a new "Unearned Income Medicare Contribution" (UIMC) tax. This is calculated separately from the HI tax and would apply to "net investment income" which is interest, dividends, royalties, rents, gross income from a trade or business involving passive activities, and net gain from disposition of property (other than property held in a trade or business). The rate is 3.8 percent. The UIMC tax on net investment income would not apply if modified adjusted

gross income is less than \$250,000 in the case of a joint return, or \$200,000 in the case of a single return. The UIMC tax takes effect in 2013.

This latter provision is going to create lot of "holy cow, where did that come from" heartburn. If you read the words carefully there are lots of limitations like the words "involving passive activities" that in addition to the income thresholds, are going to limit the ultimate impact but until a tax advisor sorts through them, "more-often-than-not inaccurate" Internet chatter is sure to sow plenty of anxiety attacks when the switch is flipped at the beginning of the year.

The threshold for claiming the itemized deduction for medical expenses is increasing from 7.5 percent to 10 percent, beginning in 2013.

Contributions to Flexible Spending Accounts (FSAs) are capped at \$2,500 (indexed) annually, beginning in 2013.

COLA Related Pension And Tax Items

As it does each year, the Internal Revenue Service (IRS) followed up the SSA release with a list of pension and tax items that are adjusted by that same COLA percentage.

Among the highlights (all effective January 1, 2013):

- The elective deferral (contribution) limit for employees who participate in 401(k), 403(b), most 457 plans, and the federal government's Thrift Savings Plan is increased from \$17,000 to \$17,500.
- The limitation on the annual benefit under a defined benefit plan under is increased from \$200,000 to \$205,000.
- The limitation for defined contribution plans is increased in 2013 from \$50,000 to \$51,000.
- The annual compensation limit for various sections that determine maximum contributions is increased from \$250,000 to \$255,000.
- The annual exclusion for gifts rises to \$14,000 for 2013, up from \$13,000 for 2012.

New Sunoco Owner Says It Won't Divest Station Business

Executives at Energy Transfer Partners (ETP) told Sunoco jobbers this week that "they have no intention of selling" the Sunoco retail business.

Energy Transfer took title to Sunoco earlier this month, and there has been widespread talk that the wholesale and retail marketing network doesn't mesh well with ETP's primary business, which is logistics.

In letters to Sunoco marketers, ETP cited the Sunoco flag as one of the strongest gasoline brands in America, noting that it is well recognized beyond its East Coast and Great Lakes footprint. The partnership with NASCAR and Indy Car were also mentioned, and the letter talked about a "great platform for continued growth."

Attractive returns at the company-operated, franchise, dealer and distributor levels of trade were also

cited. ETP, which is structured as a master limited partnership (MLP), also noted that the Sunoco retail business has delivered "consistent cash flows" which are critically important to MLPs.

A meeting between new and legacy management and Sunoco retailers is scheduled in Orlando in February.

Notwithstanding the letter, OPIS has confirmed that discussions between ETP officials and potential buyers of Sunoco real estate have taken place in recent months. It is not known if those talks centered on company-operated stations or jobber-supplied outlets.

ETP has some work to do in order to structure the operations within its master limited partnership. Actual c-store sales, for example, don't qualify for preferential MLP treatment. The rack-to-retail margins as well as transportation do qualify for the tax breaks that come with the structure, however.

--Tom Kloza, tkloza@opisnet.com

Copyright, Oil Price Information Service

ATTENTION INSPECTION STATIONS

The association has received a flurry of requests for legal representation for violations of the DMV commissioner regulations known as "clean scanning." that is when a vehicle other than the one to be inspected is substitute for the OBD-II part of the test. We have no defense for these violations. DMV has the ability to trace the OBD-II inspection to the vehicle used for the inspection.

If you cannot pass a vehicle for any reason, get help. That help could come from DMV. This is a violation that almost always results in revocation.

\$afety Group 536

With a Financial history like this you have
lots of reasons to smile.



DIVIDEND HISTORY

35%	2010-2011
35%	2009-2010
35%	2008-2009
35%	2007-2008
30%	2006-2007
30%	2005-2006
25%	2004-2005
22.5%	2003-2004
17.5%	2002-2003
10%	2001-2002
15%	2000-2001
30%	1999-2000
40%	1998-1999

DISCOUNT HISTORY

25%	2012
25%	2011
20%	2010
20%	2009
20%	2008
25%	2007
25%	2006
25%	2005
20%	2004
20%	2003
20%	2002
20%	2001
30%	2000

Current Group Management took over for the 04-05 policy year
2008 20 % Discount due to 18% rate decrease

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Internet and telephone payment capability — for safe, secure shopping, whether online, by phone, by mail or in any card-not present environment.

Safety and security — to protect your business and your customers' information. Our systems support you through enhanced security and procedures, which help you comply with card organization rules and regulations.

Gift cards and loyalty programs — for reduced costs, and increased loyalty, sales and profits with our simple, user-friendly programs. Our full range of services includes card production, implementation and program interface.

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RSGDA

LEGAL PLAN

As a member in good standing of the Association, you are entitled to participate in our group legal service plan. If you are in need of this service, you must first call the Association office at (585) 423-9924. An appointment will be arranged that will be convenient for you and the attorney.

Covered services available to members include:

- Defense in Small Claims Court if your business is sued or at Department of Motor Vehicles or at any other New York State Administrative Proceeding hearing. (Once per year.)
- Review of leases, supply contracts and franchise agreements to advise you of your obligation under these contracts. The plan does not include actual negotiation on your behalf. (One hour per issue, up to five hours per year.)
- Consultation on legal questions pertaining to your business. (One hour per issue, up to five hours per year.)

Appeals of judgments against you are not a covered benefit, but are available to members at special contract prices.

Additional legal services will be provided by the designated law firm's standard hourly rate less 15%. Special contract prices have also been negotiated for the following services.

- Residential real estate purchase or sale. The designated law firm will represent you in the sale of purchase of your primary residence and/or a second home or vacation property at the following rates:

Sale	\$295.00
Purchase	\$350.00
- Simple will \$75.00 Simple will (husband and wife) \$125.00

In order to participate in the plan you must be a member in good standing and must have been a member for ninety days prior to the need for legal service.

RSGDAofWNY

Repair Shop and Gasoline Dealers Association of Western New York

Member Legal Services Plan

Administered by
KENNEY SHELTON LIPTAK & NOWAK, LLP

Dues paying members in good standing with the Association are entitled to participate in our group legal services plan that provides the following services:

- Five billable hours of legal services for representation and defense at Department of Motor Vehicles or any other New York state Administrative Proceeding or Hearing for repair-shop related issues, and in Small Claims Court, if your business is sued. The Plan does not include representation in any court other than Small Claims or in any matter where the member is charged with a misdemeanor or felony.
- Additional legal services for covered services as listed above, and representation in business-related matters brought in any court other than Small Claims, will be provided at the law firms standard hourly rate (\$200) less 25% member discounted rate (\$150).
- One hour of free consultation per year for business-related transactions, including leases, supply contracts, and franchise agreements.
- Real estate (residential) purchase or sale at a flat fee rate:
Sale \$400
Purchase \$400
- Estate planning at a flat fee rate:
Simple will (single) \$100
Simple will (husband and wife) \$150

In order to participate in the plan, you must be a dues paying member, in good standing, and must have been a member for at least ninety days prior to the need for legal services.

If you are in need of this service, you must first call the association office at (585) 423-9924 or (716) 656-1035. The association will then contact the law firm to relay your information. You will be contacted by the law firm, personally, to schedule an interview.

The law firm of Kenney Shelton Liptak and Nowak, LLP was chosen to administer the RSGDAofWNY legal plan based on their knowledge and familiarity with the needs of our industry.

**To become a dues paying member of RSGDAofWNY
and be eligible for legal services, call (716) 656-1035**

**CIGARETTE SALES TO MINORS
CLERK CERTIFICATION**
COMPLIANCE WITH THE NEW STATE CERTIFICATION OF
CLERKS WHO SELL TOBACCO PRODUCTS

CERTIFICATION OF A CLERK WHO SELLS TOBACCO PRODUCTS
POINT REDUCTION CLASS

NEW YORK STATE AMENDED ITS POLICY OF ENFORCEMENT FOR RETAILERS WHO SELL TOBACCO. UNDER THE NEW LAW A POINT SYSTEM HAS BEEN ESTABLISHED. EACH VIOLATION OF A TOBACCO SALE TO A MINOR WILL GENERATE A FINE AND TWO POINTS. THREE POINTS AND THE RETAILER'S LICENSE TO SELL CIGARETTES WILL BE SUSPENDED. HOWEVER, IF THE CLERK HAS RECEIVED A CERTIFICATION BY TAKING AN APPROVED SEMINAR, THE VIOLATION WILL RECEIVE ONE POINT.

THE STATE IS ENFORCING THIS LAW
*IN ORDER TO ACCOMMODATE OUR MEMBERS,
WE ARE CERTIFIED TO PROVIDE THIS TRAINING.*
PLEASE NOTE DATES, TIME, AND LOCATION OF THE NEXT SEMINAR

WHERE:

Shadow Lake Golf Course – Woodlands Room
1850 Five Mile Line Road
Penfield, NY

WHEN:

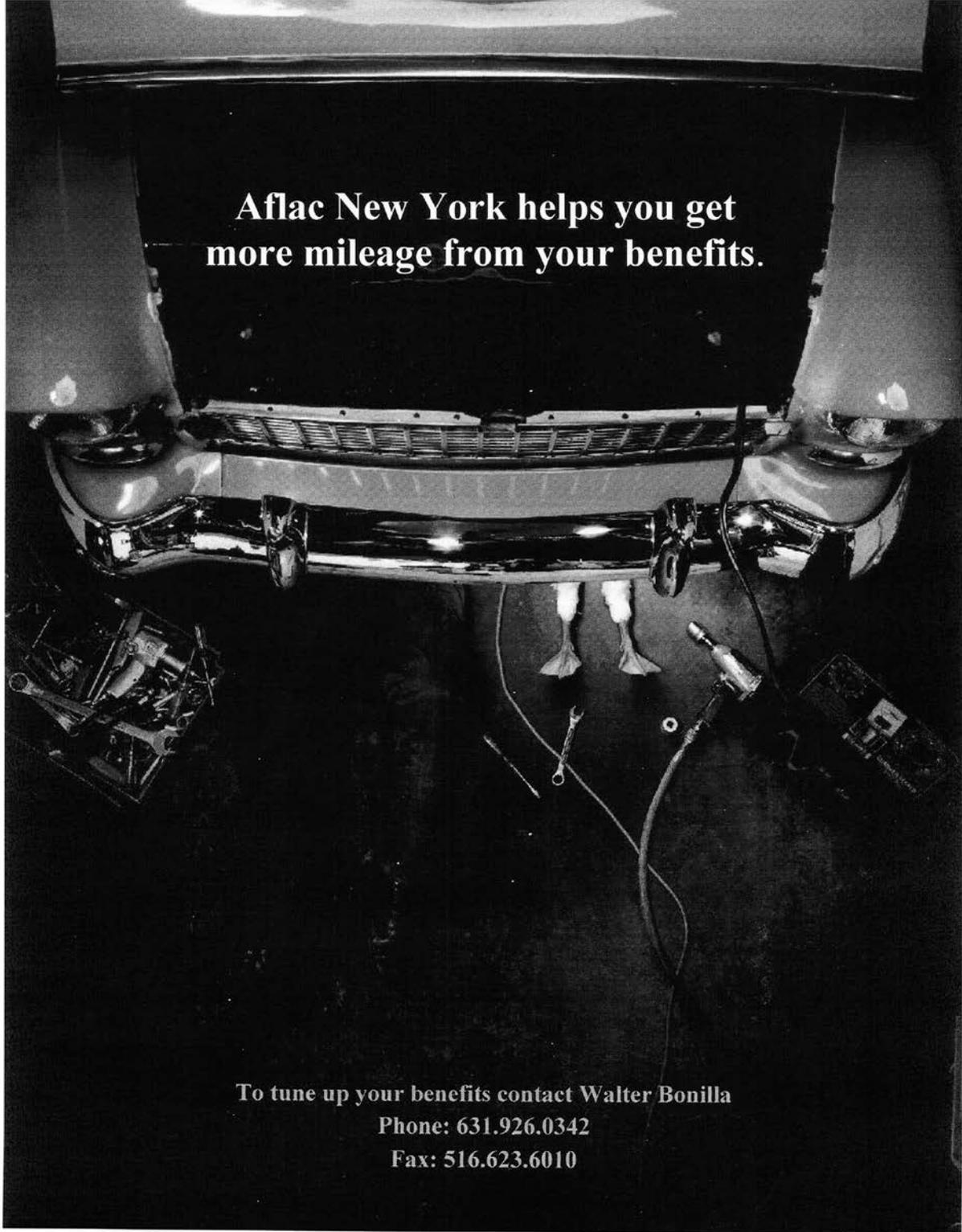
First Thursday of every month at 4:00 PM

COST:

MEMBERS: \$15.00 - NON-MEMBERS \$30.00

PLEASE CALL FOR RESERVATIONS AT (585) 423-9924

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ATTRACTIVE TO YOUR EMPLOYEES

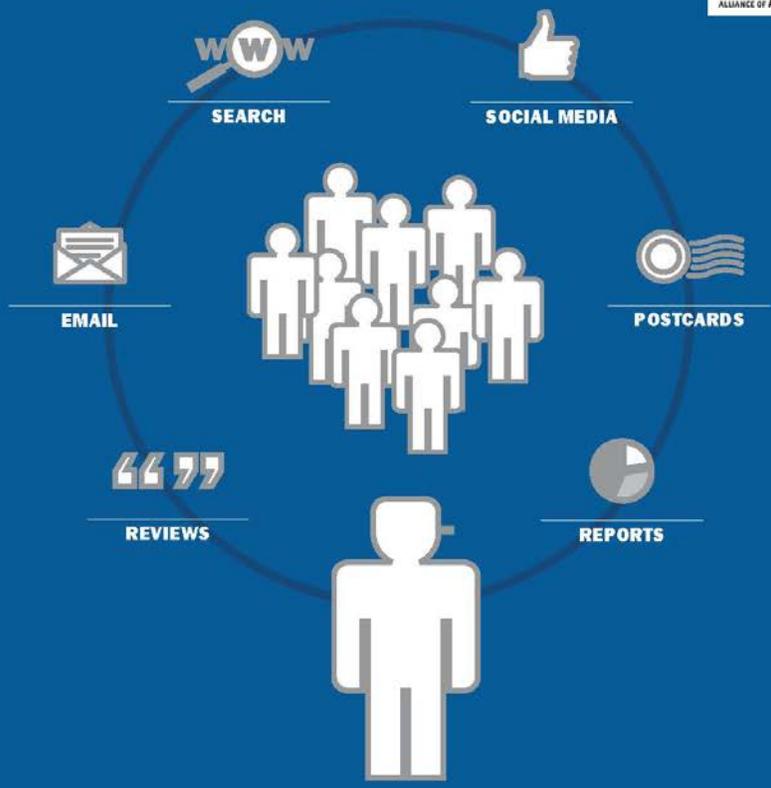
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Our Customer Review System allows your customers to create reviews of your service, which are automatically verified as authentic customer reviews. These reviews, with keywords added to optimize performance, create Search Engine-friendly links – driving your search visibility upwards, where new customers can find you.



EMAIL

STAY CONNECTED TO CURRENT CUSTOMERS

Turn first-time customers into loyal, profitable customers automatically. Mitchell 1's Social CRM integrates seamlessly with your shop management system, calculating mileage history and combining that with specific maintenance schedules to determine next recommended services. Includes:

- Email matching with your customer database
- Ongoing automatic email service reminders
- Target market promotions
- Customizable large-format postcards, artwork, and logos



POSTCARDS



SOCIAL MEDIA

IT'S TIME TO GET SOCIAL MEDIA WORKING FOR YOU

Your dedicated support agents will set up your Facebook page for maximum word-of-mouth marketing. Compelling content, AutoNetTV™ videos and Customer Reviews will be automatically pushed to your Facebook page on a regular basis to keep your shop visible and your customers engaged. Facebook links will be included in the Thank-You emails and on your customer's personalized vehicle maintenance website, OwnerAutoSite.com.



REVIEWS

GIVE YOUR SHOP A REPUTATION BOOST

Your customer reviews are posted to the web, complete with Overall Satisfaction Star Ratings, Review Comments, and Recommend scores. The Customer Review System can also verify which reviews are from actual customers, which studies prove are typically higher than unverified reviews. With ReScore, you can ask for a follow up review once you've had the opportunity to resolve a customer concern.

- Automated low score alerts
- Review customer verification
- Links to your shop's website
- Respond to customer reviews



REPORTS

SAY HELLO TO MARKETING CRUISE CONTROL

Your Mitchell 1 Support Agent will work with you to set up your SocialCRM service and monitor its performance with our extensive Summary Reports. Your support agent will:

- Set up Facebook page and create automatic feeds of video and review content
- Help you choose automatic Email and Postcard campaigns
- Review your Summary Reports and recommend tuning your program for maximum return on your investment
- Help you create coupons and send targeted email blast campaigns



Q1 2012

Manager

	Promo Price	AASP Price
Manager, Single User	\$0 S&I \$109/mo	\$99/mo
Manager, Multi User	\$0 S&I \$135/mo	\$125/mo
ManagerPlus, Single User	\$0 S&I \$139/mo	\$129/mo
ManagerPlus, Multi User	\$0 S&I \$175/mo	\$165/mo

TEAMWORKS

Manager, Single User w/OnDemand5.com	\$0 S&I \$209/mo	\$199/mo
Manager, Multi User w/OnDemand5.com	\$0 S&I \$259/mo	\$249/mo
ManagerPlus, Single User w/ OnDemand5.com:	\$0 S&I \$239/mo	\$229/mo
ManagerPlus, Multi User w/OnDemand5.com:	\$0 S&I \$295/mo	\$285/mo

Other Products available as bundles or individually

OnDemand5.com	\$0 S&I \$159/mo	\$149/mo
Medium-Truck.net	\$0 S&I \$129/mo	\$119/mo
Tractor-Trailer.net	\$0 S&I \$235/mo	\$225/mo
SocialCRM	\$0 S&I \$199/mo	
SocialCRM - AASP Members Only	\$15.00/mo Off Promo Price	
	1st Quarter 2012	

Please contact your local Mitchell1 Representative for more info.

To find your local representative, or submit a lead, go to: www.m1leads.com/aasp

- **Prices should not be shared as an example only. Prices may vary depending on the product needs of the Repair Shop Customer.**
- All products come with a 30 day cancellation policy from Mitchell1.
- All products require 12-month agreement. After initial 12 months, each renewal period is 12 months with 30-day guarantee period commencing on renewal date.
- All products offered as software only; customer must provide hardware.
- All products include on-site training and installation.
- Network set up, installation and installation of all multi-user products is the responsibility of customer. Obtaining the services of a Network Professional to set up the network and install all multi-user products is highly recommended.
- Promotional pricing ends March 31, 2012.

The NAPA Major Account Program

*** **FREE MONEY GIVEAWAY** ***



Want to put more money in your pocket
and do nothing more than you do now?



You already buy parts and supplies for your business so why not buy from NAPA and earn 2% rebate!

The Association and NAPA developed a complete, competitive supply program designed to boost your backroom profits and meet your customer needs. Here's what it includes:

BENEFITS TO ASSOCIATION RETAILER

<u>Quality</u> Products that meet or exceed OEM specifications	<u>Consistent</u> Nationwide Parts Warranty
<u>Customized</u> Pricing -Reduced Parts Costs	<u>Availability</u> -Up to 342,000 Part Numbers
<u>Improved</u> Inventory Turnover	<u>Broader</u> Inventory Coverage
<u>Less</u> Downtime -Higher Gross Profitability	<u>Obsolescence</u> Protection
<u>Increased</u> Field Contacts -700 Factory Representatives	<u>Tailored</u> Local Inventories
<u>Consistent</u> Manufacturers Throughout Our System	<u>Recognized</u> Consumer Brand
<u>More</u> Effective Shop Inventory -Reduced Investment and Higher Productivity	
<u>Prolink</u> Internet based catalog, 24/7 parts availability and pricing	

PROFIT PLAN

Very competitive pricing on NAPA Premium and Value Line products
Special quarterly stocking incentives
Quarterly product discounts to enhance competitive pricing during key selling seasons
Discount on electronically ordered parts from participating stores
Prompt payment discount terms (2% 10, Net 20)

A BRIEF LOOK AT NAPA

Since 1925, NAPA (**National Automotive Parts Association**) has helped businesses expand their parts coverage and maximize turnover and ROI. They offer an unparalleled package for people, products and programs to increase your productivity:

More than 5,800 **NAPA AUTO PARTS** Stores Nationwide

- Strategically located Distribution Centers servicing all 50 states
- Computerized inventory control linked to your station
- Highly trained Factory Reps.
- Training for you and your employees

(O V E R)

Now...what do you have to do to participate in the NAPA Program? It's easy. You just have to:

- Register in **NAPA** Major Account Program with the Association
- Stock a minimum of four product lines
- Designate **NAPA** as first call supplier, and
- Purchase a minimum of \$7,500 per quarter (Average \$2,500 per month)

It couldn't be easier so why not join today. **No risk**...if you don't meet the quota you just don't receive the rebate, nothing lost...but additional profit could be gained!

Name of Your Business:		
Business Address Street:		
City:	State:	Zip:
Phone:	Fax:	E-mail:
Name of NAPA Dealer:		
NAPA Street Address:		
City:	State:	Zip:
Phone:	Fax:	
Additional NAPA Dealer(s) you do business with:		
Name of NAPA Dealer:		
NAPA Street Address:		
City:	State:	Zip:
Phone:	Fax:	
Name of NAPA Dealer:		
NAPA Street Address:		
City:	State:	Zip:
Phone:	Fax:	

FAX this form back to:
518 452-1955



Let your energy bill *pay you back*

Enjoy all these great benefits when you switch your energy supplier to Energy Plus®



\$50 Activation Bonus
after two months of active service for your business' electric accounts*



Earn 3% Cash Back
every year on the supply portion of your business' electric bill*



Earn even more Cash Back
when you enroll your natural gas account*



No commitment
when you enjoy the same service without risks, fees, or long-term commitments

► **IS THERE ANY COST TO ENROLL OR CANCEL?**

Not at all! There is no cost to enroll with Energy Plus and you can cancel service at any time without penalty. Give Energy Plus a try risk-free today.

► **FOR YOUR BUSINESS AND HOME.**

Energy Plus provides energy to both homes and businesses throughout New York so you can enroll all your energy accounts. Members with electric residential accounts are also eligible to receive a \$25 Activation Bonus and 2% Cash Back annually on the supply portion of their electric bills. Homes and businesses receive an additional \$25 Activation Bonus and up to 3% Cash Back on natural gas supply charges every year.* Sign up both your business and home today!

► **NO INTERRUPTION TO YOUR SERVICE.**

The best part is that nothing about the way your service is delivered will change. Your local utility will continue to deliver your energy, read your meter, handle service emergencies, and send your monthly statement. You'll be earning Cash Back while still enjoying the safety and reliability of your current service.

Select the **Green Option** to support **100% wind power**

► **HOW DO I EARN CASH BACK?**

Once you select Energy Plus, you will receive a Cash Back rebate check automatically after every 12 months of service. Your Cash Back rebate will be 3% of your annual electricity supply charges for home accounts and 5% for business accounts. Earn even more Cash Back when you enroll your natural gas account. Home accounts receive 2% Cash Back and business accounts receive 3% Cash Back on your annual natural gas supply charges.



To learn more or enroll, visit this special offer page at www.EnergyPlusRewards.com/NYSASSRS59 or call **855-388-5274** and mention **Offer Code "SER-0059"**.

ENERGY PLUS

*If enrolling an electric account, a \$50 Activation Bonus for business accounts or a \$25 Activation Bonus for residential accounts will be awarded after completing 2 billing cycles of active electric service with Energy Plus. If enrolling a natural gas account, a \$25 Activation Bonus check for business accounts or a \$25 Activation Bonus check for residential accounts will be awarded after completing 2 billing cycles of active gas service with Energy Plus. Active accounts are defined as those (i) that are billing more than \$0 and (ii) for which Energy Plus has not received a request on behalf of the customer to discontinue (drop) their service. Please note, if you enroll both electric and gas accounts, it is possible your services will start on different dates - so your bonuses may be awarded on different dates. Members will receive a Cash Back rebate check after every 12 billing cycles of service for active accounts. The Cash Back rebate will be 3% of the annual supply charges per business account and 2% per residential account. Account eligibility for a natural gas Activation Bonus requires a minimum of 500 annual therms or ccf's, based on historic usage as estimated by your utility at the time of enrollment. Electricity service is provided through Energy Plus Holdings LLC and natural gas service is through its affiliate Energy Plus Natural Gas LLC. The Energy Plus rate is variable and therefore subject to change each billing cycle. Current and historical rates should not be taken as a guarantee of future rates and Energy Plus makes no warranty, express or implied, regarding specific savings. If you are currently on a Budget Billing plan, your monthly budget billing amount may be adjusted as a result of enrollment with Energy Plus. In addition, your utility may perform a true-up upon enrollment with Energy Plus. Depending on various factors, including season, this true-up could result in a charge, or a credit. Electricity offer valid for NY residents excluding areas serviced by the Long Island Power Authority (LIPA). Natural gas offer valid for NY residents with heating accounts in areas serviced by Consolidated Edison, National Grid (Keyspan NY), National Grid (Niagara Mohawk), Orange & Rockland and National Fuel Gas. Energy Plus reserves the right to discontinue or modify the program and other offers cannot be combined with this offer. Your local utility company will continue to deliver your electricity and/or natural gas, as applicable. Offer not valid for government entities.