

# THE HORN



Published by:  
**Automotive Aftermarket Association of the Carolinas & Tennessee, Inc.**  
*Serving the Automotive Aftermarket in North Carolina, South Carolina, and Tennessee*  
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Bulletin No. 578

June, 2016

## 2016 AACT BUSINESS CONFERENCE: Williamsburg, VA

It's time to begin planning for the 2016 AACT Business Conference at The Kingsmill Resort, in Williamsburg, VA!! This year's event should exceed expectations with the program that Convention Chair Sandy Crews and her committee have developed. Here is a sample of what to expect:

- ★ **Thursday Evening, September 8, 2016** - Welcome Reception and Dinner overlooking the James River.
- ★ **Friday Evening, September 9, 2016** - Kingsmill Resort Hosted Reception.
- ★ **Saturday Morning, September 10, 2016** - "Human Resources Legal Compliance Update" - Sherry Robertson, IGO Insurance; "Telematics: The Connected Car" - Auto Care Association; and "AAACT Programs & Services Review".
- ★ **Saturday Evening, September 10, 2016** - Reception, Putting Contest, Banquet, Awards, and Live Auction.
- ★ **Sunday Morning, September 11, 2016** - Breakfast and Inspirational Message - Reverend Lindsay Poteat, Peninsula Rescue Mission.

Attendees are urged to: arrive Thursday and spend most or all of the day Friday in Colonial Williamsburg; set up one-on-one appointments with AACT Vendors on Friday and/or Saturday afternoon(s); and provide an auction item for Saturday Evening's AACT Scholarship "Live Auction".

Refer to the complete conference packet enclosed and mark the dates on your calendar!!!

-- Bobby Flowers, AACT President.

# LEGAL / LEGISLATIVE

## FINAL RULE Released: Fair Labor Standards Act

### OVERTIME REGULATIONS

On May 18, 2016, the Department of Labor (DOL) released its final regulations making changes to Part 541 governing overtime exemptions under the Fair Labor Standards Act (FLSA).

Here are the key elements of the new regulations that you need to know now:

1. **Salary Threshold Changed to \$913 Per Week (\$47,476 Per Year).** This threshold doubles the current salary threshold level. It encompasses many employees that are currently classified exempt. This threshold is supposed to encompass those employees that are clearly not engaged in exempt-type work.
2. **Automatic Salary Threshold Increases Every 3 Years (Not Annually) To Maintain Level At 40th Percentile In Lowest-Wage Census Region.** Instead of annual increases, the threshold will be adjusted every 3 years to maintain the level at the 40th percentile of full-time salaried workers in the lowest-wage Census region. Automatically updating the salary threshold, however, does not allow the government to take into account changing economic conditions, specific impact on certain industries, or regional differences.
3. **Duties Test Is Unchanged.** The Duties Test remains the same. For more information, go to <https://www.dol.gov/whd/overtime/final2016/general-guidance.pdf>.
4. **Effective Date Is December 1, 2016.** HR professionals should review their current workforce immediately to determine which employees are affected, whether to re-classify those employees, and execute a communications strategy. HR should keep in mind the periodic adjustments and set a regular review process.
5. **Highly Compensated Employee (HCE) Exemption Is Now \$134,004 Per Year.** The final rule retains the methodology in the proposed rule setting the threshold at the 90th percentile of full-time salaried workers nationally.

If you have any questions or concerns, please contact Sherry Robertson, PHR, SHRM-CP, [sherry@igoinsurance.com](mailto:sherry@igoinsurance.com), 800-243-1560.

# INDUSTRY NEWS

## Light Trucks Fire Up Aftermarket

*"The light truck population on U.S. roads expanded at an unprecedented pace over the past 15 years. From 94 million light trucks during 2000, there were over 138 million light trucks in the U.S. at mid-year 2015. This light truck surge generated all light vehicle VIO (vehicles in operation) growth during these 15 years. As a result, light trucks significantly expanded their aftermarket product strength, climbing \$29 billion in aftermarket product sales at user-price and increasing their aftermarket product share more than one-half between 2000 and 2015." ~ Jim Lang*

**VIO Domination.** Light trucks (Pickups, Vans, SUVs, and CUVs) are surging in VIO (vehicles in operation) number and share. Over the past 15 years (2000 to 2015), the number of light trucks across the U.S. increased 53%, with their total count soaring 44 million. Since 2000, light trucks have climbed from 38% to more than 54% of total light vehicles in the U.S. Light trucks generated all of light vehicle VIO growth since 2000, as the number of passenger cars in the U.S. plunged by more than 9 million during the past 5 years.

**Light Truck Product Volume.** Light trucks have steadily increased their light vehicle aftermarket product sales and share between 2000 and 2015. Light trucks generated \$37 billion in 2000 aftermarket product sales at user-price, climbing to \$49 billion in 2005. This surge in light truck product sales continued, with volume reaching \$54 billion by 2010. Lang Marketing estimates that light truck aftermarket product sales topped \$65 billion at user-price last year.

**Rising Product Share.** Light trucks increased their aftermarket product share by approximately one-third since 2000. Light trucks accounted for 47% of light vehicle aftermarket product volume in 2000, climbing to 56% of the 2005 market. By 2010, light trucks generated 59% of light vehicle aftermarket product volume in the U.S., with Lang Marketing

estimating their 2015 light vehicle product share topped 62%. At the same time, passenger car aftermarket product share fell from 53% to less than 38%, as light trucks recorded a \$29 million increase in aftermarket sales, at user-price.

**Light Truck Product Growth Rate.** Light truck product volume soared at a 2.9% average annual pace over the past 15 years. This is twice the average annual growth of all light vehicle aftermarket products across the U.S. at user-price during this time.

**Aftermarket Growth Rate and Growth Share.** Light trucks recorded a \$1.1 billion product increase in 2000. By 2010, light trucks were responsible for \$2.1 billion in light vehicle product growth at user-price. During 2015, light trucks generated a \$3 billion gain in light vehicle aftermarket product volume, as passenger cars recorded only a \$0.4 billion product gain during the year. Light trucks generated all light vehicle aftermarket product growth between 2000 and 2015, as passenger car products sales fell \$2 billion.

**Domestic Nameplates.** Domestic nameplates dominate light truck VIO on U.S. roads. As a result, light truck volume is a mainstay of domestic nameplate aftermarket product sales and has been a major factor slowing the speed of what has been a strong increase in foreign nameplate aftermarket product volume. Domestic nameplates generated over 80% of light truck product volume last year. In contrast, domestic nameplates accounted for less than 20% of passenger car 2015 product sales. Over the past five years, light truck aftermarket product volume generated all domestic nameplate aftermarket product growth.

(Source: Jim Lang, Publisher)

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## Aftermarket Vehicles: A New Concept

*"All vehicles do not contribute equally to aftermarket volume. Cars and light trucks four years and older generate over 96% of aftermarket product and service sales (not including Accessories and Tires). To understand aftermarket volume dynamics, it is necessary to focus on what Lang Marketing calls Aftermarket Vehicles: cars and light trucks four years and older. Aftermarket Vehicles are significantly different from all other vehicles in operation (VIO) in a number of important respects. These differences form the basis of a new set of Aftermarket Vehicle Metrics, which is being developed by Lang Marketing to provide unprecedented insight into the workings and evolution of the car and light truck aftermarket in the U.S." ~ Jim Lang*

**Aftermarket Vehicles.** Aftermarket Vehicles (cars and light trucks four years and older) generate over 96% of total car and light truck product and service volume (not including Accessories and Tires), but they comprise a much smaller portion of the total VIO (vehicles in operation). Aftermarket Vehicles currently represent 80% of total cars and light trucks on U.S. roads. With 2016 new vehicle sales blazing at a faster pace than the record-setting 2015 volume, Aftermarket Vehicles will likely comprise an even smaller share of total cars and light trucks at the beginning of 2017.

**Significant Differences.** Aftermarket Vehicles differ in several significant ways from newer cars and light trucks: average age, domestic and foreign nameplate mix, ratio of cars to light trucks, annual vehicle mileage, ownership cycles, power plant types, as well as other key factors influencing aftermarket product use.

**Need For Differentiation.** Just as the Aftermarket differs from the OE market, Aftermarket Vehicles must be differentiated from the overall vehicle population so that aftermarket growth and development can be more clearly understood by people inside and outside the aftermarket industry. Too often, headlines covering the new vehicle market draw attention away from Aftermarket Vehicles, which are the driving force of the aftermarket industry.

**Major Age Differences.** A recent Lang iReport revealed that the average age of Aftermarket Vehicles is significantly higher than the average age of all vehicles in operation. Aftermarket Vehicles averaged 14.3 years at the beginning of 2016, which is nearly one-fifth higher than the 12.0 year average age of the entire VIO.

**Growing Vehicle Age Gap.** This age difference is likely to increase by next year, driven by high 2016 new vehicle sales (running nearly 4% ahead of last year through April) and near record-low vehicle scrappage rates. Strong new vehicle sales, if they continue through 2016, could reduce the average age of all cars and light trucks on U.S. roads. At the same time, low light vehicle scrappage will likely increase the average age of Aftermarket Vehicles.

**Vehicle Use And Mileage.** Aftermarket Vehicles, although individually driven fewer annual miles than cars and light trucks three years and newer, generate much greater aftermarket product volume per-mile travelled. This is attributed to the much higher odometer readings of Aftermarket Vehicles compared to the average accumulated mileage of younger cars and light trucks.

**Vehicle Ownership Cycles.** Aftermarket Vehicles are much more likely not owned by original buyers than are newer cars and light trucks. This has consequences for the types of outlets where Aftermarket Vehicle owners take their cars and light trucks for service and repair. Owners of Aftermarket Vehicles are more likely to select Independent (non-Dealer) Repair Outlets than are owners of vehicles three years and newer, the majority of whom purchased their vehicles new.

**Power Plant Differences.** Aftermarket Vehicles have a higher average cylinder count than the total vehicle population and are much less likely to be hybrids or have electric power plants than are cars and light trucks that are three years and newer.

**Need To Focus On Aftermarket Vehicles.** Aftermarket Vehicles, rather than the total VIO, should be the focus of aftermarket analysis. Metrics used to measure and understand the Aftermarket should focus on Aftermarket Vehicles (those four years and older) in order to have the greatest relevance to the performance and development of the aftermarket.

**Lang Marketing Introduces The Concept Of Aftermarket Vehicles.** Lang Marketing is introducing the concept of the Aftermarket Vehicle and believes it should be the focus of aftermarket analysis. A new family of Aftermarket Metrics based on Aftermarket Vehicles is being developed by Lang Marketing which will begin introducing these new metrics over the next few weeks.

(Source: Jim Lang, Publisher)

## AAACT NEWS

### NEW PROGRAM: Recovery One

#### *Debt Collection Services for AAAC Members*

**Recovery One** is now pleased to offer accounts receivable management and debt collection services to AAAC members. **Recovery One** will locate and contact the responsible parties to recover monies owed to your business for items such as open invoices, services, and more. They will use proven collection methods and techniques designed to maximize recoveries. **Recovery One** will customize their processes and procedures to best meet the specific goals of your business. **Limited time offer: Recovery One is accepting open accounts that were previously placed with another collection agency at a reduced contingency collection fee rate. Please contact Aleta Anthony at (614) 408-0122 for more information.**

#### **Submitting Accounts for Collection:**

Recovery One makes the account placement process fast and easy for their clients. You can place your accounts by fax, regular mail, e-mail, and online through their secure website ([www.recoveryonellc.com](http://www.recoveryonellc.com)). You can place accounts individually, or in bulk by using a spreadsheet that they will customize for you.

#### **Collection Process:**

Recovery One will treat your customers with dignity and respect throughout the collection process. Every account placed with Recovery One will receive the first collection call within 24 hours. Their collection efforts are supplemented with collection letters and they skip trace for individuals where they are unable to establish contact based on the information provided at the time of placement. Recovery One has the ability to report delinquent customers to the various credit reporting agencies at the client's request. Recovery One has partnered with collection attorneys nationwide and can place accounts with these attorneys for further collection action at the client's discretion.

#### **Reporting and Client Web Access:**

Clients will receive logon access to their website to monitor collection efforts and the monies collected. Recovery One will provide you with status reports and can customize reporting to fit your needs.

#### **Pricing:**

Recovery One operates on a contingency fee basis which means you are billed for services only if they're successful recovering your money!

**To learn more about how Recovery One can help your business, please call  
Aleta Anthony direct at (614) 408-0122**

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# 2017 Advertising Calendars

There have been a few enhancements to this program that we are really excited about. **This year we are also including several Promotional Items.** The Early Bird discount has again been extended from the original June 30th of each year to July 31, 2016 this year. All calendar orders placed and received by this date will qualify for a discount of more than 5%, excluding freight and taxes.

Calendars are an economical tool to advertise your business. One Standard Color includes all of these colors: Black, Reflex Blue, Red, Yellow, Brown, Gray, Green, and Orange. Color always makes things brighter and a great addition to this program. The calendar categories are the Appointment Calendars, Rectangle Stick-Up Pads, Patriotic Contractor Memo, a series of Good Value Calendars and Pocket Calendars.

No need to store your calendars all summer long, as shipment options are either, When Ready or After 10/15/16 and billing will be delayed until the end of October 2016.

**Note:** To take advantage of this great offer, the 2017 Calendar Brochure and order form can be requested by calling Rita at 800-849-8037 or emailing a request to [rwieskampaaact@aol.com](mailto:rwieskampaaact@aol.com).

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## \$6,250 Scholarship Available to the 2016-2017 Leadership 2.0 Program

AAACT is excited to announce the exclusive offer of a **\$6,250 Leadership full scholarship** being provided by the **University of the Aftermarket Foundation** again this year to members of the Alliance of State Automotive Aftermarket Associations (ASAAA). It is through AAACT's affiliation with ASAAA and the University of the Aftermarket at Northwood University that AAACT members are eligible to apply for this scholarship.

The program consists of two (2) one-week sessions, the first being August 21-26, 2016 in Midland, Michigan and the second being March 5-10, 2017 in Raleigh, North Carolina. The scholarship includes all costs except travel expenses.

Please note the application and supporting documentation must be received in the AAACT office no later than June 24, 2016. Contact Randy Lisk at 919-821-1314 for a copy of the ASAAA "Leadership 2.0" scholarship application.

For additional information regarding the 2016-2017 Leadership 2.0 Program from the University of the Aftermarket at Northwood University, visit [www.universityoftheaftermarket.com](http://www.universityoftheaftermarket.com) and click on Leadership 2.0.

We are pleased to be able to provide AAACT members with this fantastic opportunity, as we continue to add value to your membership!

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## 2016-2017 AAACT Scholarships Awarded

The Trustees of the AAACT Education Trust Fund are pleased to announce the recipients of scholarship grants for the 2016-2017 school year. Four (4) AAACT \$1,000.00 Scholarships were awarded:

- 1 - \$1,000 AAACT Scholarship – Katelyn Beasley, Princeton, NC (Barton College);
- 1 - \$1,000 AAACT Scholarship – Ashley Hemingway, Fayetteville, NC (Methodist University);
- 1 - \$1,000 AAACT Scholarship – Dalton Johnson, Union Grove, NC (Wilkes Community College); and
- 1 - \$1,000 AAACT Scholarship – Dillon Brown, Salem, SC (Greenville Technical College).

We congratulate all of these fine young people and give them our utmost good wishes as they continue their higher educational pursuits. Don't forget that a gift to the AAACT Education Trust Fund is an excellent way to honor or memorialize a friend or relative.

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## Independence Day

The AAACT office will be closed on Monday, July 4, 2016, in observance of Independence Day.

~ Randy Lisk, Executive Vice-President



# AUTOMOTIVE AFTERMARKET ASSOCIATION OF THE CAROLINAS & TENNESSEE, INC.

1720 Hillsborough St. Ste. LL One

Raleigh, NC 27605-1657

800-849-8037 – 919-821-1314 -- Fax: 919-821-0753

Email: apac219@aol.com

## MEMBERSHIP SERVICES SURVEY

### CHECK ANY SERVICES / PROGRAMS ON WHICH YOU WOULD LIKE MORE INFORMATION.

- |  |   |
|--|---|
| <input type="checkbox"/> Workers' Compensation Insurance         | <input type="checkbox"/> Property & Casualty Insurance                      |
| <input type="checkbox"/> Health Insurance                        | <input type="checkbox"/> Long-Term Care Insurance                           |
| <input type="checkbox"/> Disability Insurance                    | <input type="checkbox"/> Catalog Racks & Binders                            |
| <input type="checkbox"/> Check Guarantee Service                 | <input type="checkbox"/> Credit Union                                       |
| <input type="checkbox"/> Plastic Bags                            | <input type="checkbox"/> Credit Card Processing Program                     |
| <input type="checkbox"/> Education Scholarships                  | <input type="checkbox"/> Advertising Calendars                              |
| <input type="checkbox"/> Labor Law Posters (State & Federal)     | <input type="checkbox"/> Human Resources Service                            |
| <input type="checkbox"/> Website Design                          | <input type="checkbox"/> Ad Specialty Items (i.e. pens, caps, shirts, etc.) |
| <input type="checkbox"/> Fleet/Commercial Truck Discount Program | <input type="checkbox"/> Legal Protection & Identity Theft Plans            |
| <input type="checkbox"/> Exit Planning                           | <input type="checkbox"/> Debt Collection Program                            |

### **BUSINESS FORMS / COMPUTER SUPPLIES:**

- |   |  |
|---|--|
| <input type="checkbox"/> Snapouts*            | <input type="checkbox"/> Statements*                           |
| <input type="checkbox"/> Shop / Repair Forms* | <input type="checkbox"/> Paper                                 |
| <input type="checkbox"/> Envelopes            | <input type="checkbox"/> Ribbons (Model of Printer: _____)     |
| <input type="checkbox"/> Invoices*            | <input type="checkbox"/> Ink & Toner (Model of Printer: _____) |

**\*Please send 2 complete samples (all parts) of snapouts, invoices, statements, etc. for quotes.**

I wish AACT would consider the following programs / services: \_\_\_\_\_

I wish AACT would offer educational workshops on the following topics: \_\_\_\_\_

**NAME: (Print)**

**PHONE: (    )**

**FIRM:**

**FAX:**

**ADDRESS:**

**P.O. BOX**

**CITY / STATE / ZIP:**

**EMAIL:**

Rev. 5/18/16

**Automotive Aftermarket Association of the Carolinas & Tennessee**  
**2016 BUSINESS CONFERENCE**  
**"ARE YOUR BUSINESS PRACTICES STUCK IN COLONIAL TIMES?"**  
**The Kingsmill Resort -- Williamsburg, VA**  
**September 8-11**



**Thursday, September 8, 2016**

- 6:00 p.m. - 7:00 p.m. ----- Welcome Reception (Marina)  
7:00 p.m. - 9:00 p.m. ----- Dinner Overlooking the James River (Marina)

**Friday, September 9, 2016**

- 8:00 a.m. – 5:00 p.m.----- Conference Registration  
9:00 a.m. – 12:00 p.m. ----- AACT Board of Directors, Past Presidents and Past Directors Meeting  
12:00 p.m. – 12:15 p.m. ----- AACT Conference Committee Meeting  
6:00 p.m. – 7:00 p.m.----- Kingsmill Resort Hosted Reception  
7:00 p.m. – until.... ----- Dinner On Your Own

**Saturday, September 10, 2016**

- 7:00 a.m. – 8:00 a.m.----- Breakfast  
8:00 a.m. – 11:00 a.m. ----- Conference Registration  
8:15 a.m. – 8:45 a.m.----- "Human Resources Legal Compliance Update" -- Sherry Robertson, IGO Insurance  
8:45 a.m. – 9:00 a.m.----- Break  
9:00 a.m. – 9:45 a.m.----- AACT Annual Business Meeting and "AACT Programs & Services Review"  
9:45 a.m. - 10:00 a.m.----- Break  
10:00 a.m. – 11:30 a.m. ----- "Telematics: The Connected Car" -- Auto Care Association  
6:00 p.m. – 7:30 p.m.----- President's Reception and "Putting" Contest  
7:30 p.m. – 9:45 p.m.----- Banquet, Awards, and AACT Scholarship Live Auction

**Sunday, September 11, 2016**

- 8:00 a.m. – 9:15 a.m. ----- Breakfast and Inspirational Message -- Reverend Lindsay Poteat, Peninsula Rescue Mission  
9:15 a.m.----- Conference Adjourns



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**2016 BUSINESS CONFERENCE**  
**"Are Your Business Practices Stuck In Colonial Times?"**  
**September 8-11, 2016**  
**The Kingsmill Resort -- Williamsburg, VA**

**SPONSORSHIP FORM**

**YES**, count us in as a sponsor of AAACT's 2016 Business Conference. All Sponsors receive prominent recognition in onsite brochure, "The Horn" Newsletter and on event signage.

**Contribute at one of these Sponsorship Levels:**

- Platinum Sponsorship ----- \$1,500.00
- Gold Sponsorship ----- \$1,000.00
- Silver Sponsorship----- \$500.00
- Bronze Sponsorship----- \$300.00
- "Friends of AAACT" ----- \$200.00

**OR, Select from the following available Sponsorships:**

- Event**      President's Reception, Saturday Evening ----- \$1,000.00
- Breaks**      Morning Breaks, Saturday----- \$600.00

**Our Firm Name should be listed as follows:**

*(Please type or print clearly. Names are taken from this for displayed signage & print materials.)*

**The Automotive Aftermarket of the Carolinas and Tennessee, Inc. appreciates the generosity of its Sponsors.**

**QUESTIONS?**  
 Contact AAACT  
 1-800-849-8037

**2016 AAACT Business Conference**  
 1720 Hillsborough St., Ste. LL One  
 Raleigh, NC 27605-1657

Please fax 919-821-0753  
 or mail form by sponsor  
 deadline August 19<sup>th</sup>.

Person completing form \_\_\_\_\_ Phone: (\_\_\_\_) \_\_\_\_\_

Email \_\_\_\_\_

# 2016 BUSINESS CONFERENCE REGISTRATION

## THE KINGSMILL RESORT - WILLIAMSBURG, VA

### SEPTEMBER 8-11, 2016

**PLEASE PRINT OR TYPE.** (RESERVE ROOMS/SUITES ON BACK SIDE OF THIS FORM.)

FIRM \_\_\_\_\_

**OFFICE USE ONLY**

ADDRESS \_\_\_\_\_

Date Rec'd \_\_\_\_\_

Amount Pd. \$ \_\_\_\_\_

CITY/STATE/ZIP \_\_\_\_\_

Check No. \_\_\_\_\_

Amount Due \$ \_\_\_\_\_

BY (\*) \_\_\_\_\_ PHONE # \_\_\_\_\_ FAX # \_\_\_\_\_

(\*) Email Address: \_\_\_\_\_

**NAMES** (AS THEY WILL APPEAR ON BADGES):

NAME #1 \_\_\_\_\_ NAME #3 \_\_\_\_\_

NAME #2 \_\_\_\_\_ NAME #4 \_\_\_\_\_

**COMPLETE BUSINESS CONFERENCE PACKAGE(s)** (Includes \_\_\_\_\_ @ \$150.00/EA \$ \_\_\_\_\_  
 Registration Fee, Friday Reception, Saturday Breakfast, Saturday Seminar, Saturday Reception, Saturday Banquet and Live Auction, Sunday Inspirational Breakfast, Chance on Grand Prize\*.)

**COMPLETE SPOUSE/CHILDREN PACKAGE(s)** (Includes 1/2 Registration Fee \_\_\_\_\_ @ \$125.00/EA \$ \_\_\_\_\_  
 and All of the Above Events) (Children under 11 years old - FREE)

**THURSDAY WELCOME RECEPTION & DINNER @ James Landing Marina, \_\_\_\_\_ @ \$55.00/EA \$ \_\_\_\_\_  
 Kingsmill Resort (Fee not included in Complete Packages)**

**IN LIEU OF COMPLETE PACKAGES, PLEASE RESERVE THE FOLLOWING:**

BUSINESS CONFERENCE REGISTRATION FEE (Everyone 11+ years of age) -- \_\_\_\_\_ @ \$50.00/EA \$ \_\_\_\_\_

SATURDAY BREAKFAST ----- \_\_\_\_\_ @ \$25.00/EA \$ \_\_\_\_\_

SATURDAY EVENING RECEPTION AND AWARDS BANQUET----- \_\_\_\_\_ @ \$65.00/EA \$ \_\_\_\_\_

**ATTENDEES: FRIDAY BOARD OF DIRECTORS MEETING @ NO CHARGE----- \_\_\_\_\_ @ \$0.00/EA \$ \_\_\_\_\_  
 ( \_\_\_\_\_ will attend the Friday Board Meeting.)**

★ **CHECK (PAYABLE "AAACT BUSINESS CONFERENCE FUND") IN THE AMOUNT OF \$ \_\_\_\_\_ IS ENCLOSED.**

★ Only Jobbers and Jobber Spouses / Guests may win the BIG CASH GRAND PRIZE. To be eligible to win it, the Registrant must purchase the Complete or Spouses Complete Package and be present for the drawing. While Affiliates and WD's cannot take home the Grand Prize, they are eligible to win several other Prizes.

★ **CANCELLATION POLICY:** FULL REFUND IF RECEIVED AT AACT OFFICE BY AUGUST 25.  
 AFTER AUGUST 25, ONLY REGISTRATION FEES WILL BE REFUNDED.

★ **Mail Registration & Check To:** AACT, Inc. • 1720 Hillsborough St., Ste. LL1 • Raleigh, NC 27605-1657

On Saturday, September 10<sup>th</sup>, a "Live Auction" will be held. Donated items will be on display beginning at 6:00 p.m. **The Automotive Aftermarket Association of the Carolinas & Tennessee, Inc. will donate all contributions from the auction to the AACT Scholarship Fund.** We need your help. Items are needed for the auction. Please indicate on this form what you will be willing to donate. (Cash is acceptable.)

**WE ARE WILLING TO DONATE:**

<u>ITEM</u>	<u>ESTIMATED RETAIL VALUE</u>
_____	_____
_____	_____

# ROOM/SUITE RESERVATIONS

1. All reservations at The Kingsmill Resort - Williamsburg, VA must be made thru the AACT Office. The Resort will not accept direct reservations. Mail reservations to:  
AACT, INC. • 1720 HILLSBOROUGH ST., SUITE LL1 • RALEIGH, NC 27605-1657.
2. **CHECK-IN TIME IS 4:00 PM.** While some rooms/suites may be available earlier, we have no guarantee that such will be the case.
3. **NO DEPOSIT IS REQUIRED.** AACT is guaranteeing all rooms/suites for late arrival.
4. **NOTE:** *If you fail to cancel your reservations 72 hours prior to your check-in date, you will be billed for one night's room/suite plus tax.*

## DAILY RATES

Resort Guestrooms ----- \$159.00 Per Room Per Night, Plus Tax.  
 Deluxe Guestrooms ----- \$169.00 Per Room Per Night, Plus Tax.  
 River Guestrooms ----- \$199.00 Per Room Per Night, Plus Tax.  
 River One-Bedroom Suites ----- \$239.00 Per Suite Per Night, Plus Tax.

**ALL ROOM TYPES ARE NON-SMOKING.** [A \$250.00 fee per room, per day, will be charged for non-compliance.] *Final room/suite assignment will be based upon availability at time of check-in.*

**PLEASE NOTE:** ROOM/SUITE RESERVATION REQUESTS ARE ACCEPTED ONLY FROM PERSONS WHO HAVE REGISTERED FOR THE BUSINESS CONFERENCE. THIS IS ALSO TRUE OF MEAL FUNCTION RESERVATION REQUESTS.

## PLEASE RESERVE THE FOLLOWING:

NAME	ROOM TYPE	ARRIVE	DEPART
	<input type="checkbox"/> Resort Guestroom <input type="checkbox"/> Deluxe Guestroom <input type="checkbox"/> River Guestroom <input type="checkbox"/> River One-Bedroom Suite		
	<input type="checkbox"/> Resort Guestroom <input type="checkbox"/> Deluxe Guestroom <input type="checkbox"/> River Guestroom <input type="checkbox"/> River One-Bedroom Suite		

FIRM \_\_\_\_\_

ADDRESS \_\_\_\_\_ P.O. BOX \_\_\_\_\_

CITY/STATE/ZIP \_\_\_\_\_

BY \_\_\_\_\_ PHONE NO. \_\_\_\_\_

**IMPORTANT!! IMPORTANT!! IMPORTANT!!** We are holding a block of rooms/suites for Friday and Saturday nights (9/9 and 9/10) and a smaller block for Thursday night (9/8) at The Kingsmill Resort. On AUGUST 25, we have to release any of those rooms/suites for which we have not reserved and guaranteed payment. After that date, the rooms/suites go to the open market, are available on a first come, first served basis. The room rates outlined above are applicable three (3) days prior and three (3) days after the scheduled program dates. **SO . . . PLEASE RESERVE YOUR ROOM(S)/SUITE(S) EARLY!!!**

**MAIL TO:** AACT INC. • 1720 HILLSBOROUGH ST., SUITE LL1 • RALEIGH, NC 27605-1657

***See You in Williamsburg!!!!***