

THE HORN

Published by:

**Automotive Aftermarket Association of the Mid-South,
Inc.**

Serving the Automotive Aftermarket in North Carolina, South Carolina, Tennessee, and Virginia

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Bulletin No. 599

May, 2018

AAAMS Business Conference -- Hilton Head Island, SC (SIGN- UP NOW!!!)

It is now time to begin registering for this year's Business Conference, September 20-23, at the Hilton Head Marriott Resort & Spa--- Hilton Head Island, SC. Enclosed in this issue of "The Horn" are the following:

- *2018 AAAMS Business Conference Schedule;
- *2018 AAAMS Business Conference Registration Form:
- *2018 AAAMS Business Conference Room Reservation Information Sheet.

As you can see by the schedule, some time will be spent Saturday morning, September 22, reviewing and discussing various new Association Programs added to AAAMS's portfolio as a result of our rebranding efforts.

Business Conference Chair Richard Gerard, Jr., Washington, NC, will release more details regarding the entire event in future issues of this publication. Please plan to join us for the first time ever in Hilton Head... and if you have any questions, contact Randy at 1-800-849-8037.

N.C. Capitol Day—Raleigh, NC (May 23, 2018)

Time is running out to join us in Raleigh on Wednesday, May 23, for the 3rd Annual Association Capitol Day. Attendees will walk the halls of the Legislative Building and Legislative Office Building and meet with legislators and other State leaders from throughout North Carolina. This is a perfect opportunity to promote the automotive aftermarket industry and make legislators aware of the concerns and issues regarding our industry.

Please call Randy at once (1-800-849-8037) if you will be able to attend...or email him at rlisk@aaamsonline.com.

INDUSTRY NEWS

\$16 Billion DIFM Outlet Growth

"Over the past three years (2015 through 2017), market forces have created important differences in Do-It-For-Me (DIFM) outlet growth across the car and light truck aftermarket. These forces include the growth of foreign nameplates in operation, increased technical complexity of vehicle repairs, and changes in the competitive strength of DIFM outlets."

"A \$16 billion surge in light vehicle repair volume (Products and Purchased Service) was achieved by the seven major groups of light vehicle DIFM outlets across the U.S during this three year span."

—Jim Lang, Publisher, Aftermarket iReport (3/7/2018)

\$16 Billion Volume Growth among DIFM Outlets

Lang Marketing estimates that \$16 billion in Product and Purchased Service growth was recorded by light vehicle repair outlet groups during 2015 through 2017, at user-price.

Winners and losers in the expanding Do-It-For-Me (DIFM) market have been determined largely by three forces.

These forces include the changing mix of foreign and domestic nameplates on U.S. roads, the growing technical complexity of vehicle repair, and the changing competitive strength of DIFM repair outlet groups.

DIFM Outlets

Three outlet groups combined to produce 70% of the \$16 billion DIFM volume gain: Repair Specialists, Service Stations & Garages, and Vehicle Dealers.

DIFM Outlet Volume Changes 2015 through 2017	
<u>Major Outlet Groups</u>	<u>Changes in Products & Purchased Service</u>
• Service Stations & Garages	+ \$3.7 Billion
• Repair Specialists	+ \$3.9 Billion
• Vehicle Dealers	+ \$3.3 Billion
• Foreign Specialists	+ \$2.2 Billion
• Tire Stores	+ \$1.0 Billion
• Discount Stores/ Mass Merch. w/ bays	+ \$1.5 Billion
• Auto Parts Stores w/ bays	- \$0.1 Billion

Lang iReport 18010-1 Source: Lang Marketing March 7, 2018
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Repair Specialists

Repair Specialists (outlets focusing on a limited array of vehicle repair) accounted for approximately 25% of DIFM market growth during 2015 through 2017.

Lang Marketing estimates that \$3.9 billion in Product and Purchased Service was added by Repair Specialists during these three years.

Service Stations & Garages

Representing the largest number of automotive repair outlets across the U.S., Service Stations & Garages expanded their DIFM Product and Purchased Service volume by \$3.7 billion during 2015 through 2017. Although this accounted for 24% of DIFM market growth, their growth contribution was slightly less than that recorded by Repair Specialists.

official hotel partner for AAPEX, for the lowest rates at conveniently located hotels in Las Vegas. To make reservations, visit the AAPEX 2018 website, www.aapexshow.com/bookaroom.

LEGAL / LEGISLATIVE

DOL Announces Pilot Program to Voluntarily Correct FLSA Errors

By Nancy Hammer, 03/09/2018

On March 6, the U.S. Department of Labor (DOL) announced a new pilot program aimed at providing employers with an opportunity to voluntarily correct errors they discover that violate the Fair Labor Standards Act's (FLSA's) overtime and minimum wage requirements.

The DOL recognizes that employers sometimes discover errors in failure to pay overtime, misclassification of employees or other FLSA violations but are hesitant to take corrective action because of potentially expansive liability exposure.

The new program, known as the Payroll Audit Independent Determination (PAID) program, encourages employers to conduct audits and self-report any violations. Employers that do so may work with the DOL's Wage and Hour Division (WHD) to correct these mistakes and provide compensation to affected employees under the supervision of the WHD. The program seeks to incentivize both employers and employees to enter into voluntary settlements by offering employers the ability to avoid liquidated damages and employees the ability to receive 100 percent of back wages quickly, avoiding the expense and significant delay incurred by litigation.

The PAID program is not available to settle ongoing litigation and is not accessible to employers with recurring violations. In addition, employees will not be required to accept settlements they disagree with. However, employees who do agree to proceed with a settlement will grant a specific release tailored to the identified violations and time period for which the employer is paying the back wages.

The DOL has not announced when the program will begin but is encouraging employers to consider the program's benefits. The WHD plans to implement the PAID pilot program nationwide for six months, then evaluate the results.

AAAMS NEWS

Customer Appreciation Promotions

In the April 2018 issue of "The Horn", we hope you noticed a special promotion from Interstate Batteries for an upcoming NASCAR Race in Daytona Beach, FL. It is still not too late to register with the Association office to win these tickets...contact Randy at rlisk@aaamsonline.com for details.

If you are a member of AAAMS, Inc., and in good-standing, the Association is now allowing Customer Appreciation Promotions to be mentioned in "The Horn". Email the Association office (see email address above) with the information and Randy will contact you with any questions.

Memorial Day

The AAAMS Office will be closed on Monday, May 28, 2018, in observance of Memorial Day and Randy will be gone that entire week. However, he will be checking his messages on a regular basis, so call the Association office at 1-800-849-8037 or 919-821-1314, leave a message and he will call you back...or email him at rlisk@aaamsonline.com.

— Randy Lisk, Executive Vice President



Insuring Your Future Since 1951

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P.O. Box 330 • 120 North Main Street • Louisburg, NC 27549
main: 919.496.5155 • fax: 919.496.2723

Turning 65? We Are Here To Help

What you need to know about Medicare

Timeline for Enrollment

When turning 65 you are automatically enrolled in Part A and you can enroll in Part B three months before the month of your 65th birthday. Your Medicare coverage is effective the 1st day of your birthday month with one exception. If your birthday is the 1st then it is effective the 1st day of the previous month. We can walk you through this process and help with enrollment in person or over the phone.

Original Medicare Part A and Part B

Part A is your inpatient hospital coverage and Part B is your medical coverage. Typically, there is no monthly premium for Part A but there is a Part B premium that varies based on income. There is NO prescription drug coverage included in your Original Medicare.

Prescription Drug Coverage or “Part D”

Part D is your prescription drug coverage that you purchase separately. There are many different Part D plans and carriers. It is important to match the best plan with your prescriptions, as different plans cover different drugs. If you are not currently taking any medications, it is still important to enroll in Part D to avoid late enrollment penalties down the road. We will guide you through the Part D process and make it easy.

Medicare Supplement vs Medicare Advantage

Original Medicare only pays 80% of your medical bills so it is VERY important to have supplemental coverage. The traditional Medicare Supplement or Medigap works with Medicare to fill in the gaps, while Medicare Advantage actually becomes your Medicare coverage and usually includes Part D. There are pros and cons of both types of coverage and we work with you to determine which best suits your needs.

Please contact Chris Perdue, Traci Bennett, or Bryan Cash @ (919) 496-5155 with questions regarding your Medicare Enrollment and coverage options. You may also email us at chris@hodgesinsurance.com.

Automotive Aftermarket Association of the Mid-South, Inc.
2018 BUSINESS CONFERENCE
HILTON HEAD MARRIOTT RESORT & SPA
HILTON HEAD ISLAND, SOUTH CAROLINA
September 20-23, 2018



Thursday, September 20, 2018

7:00 p.m. - 9:00 p.m. ----- Dinner for all Attendees at the Resort (Cash Bar)

Friday, September 21, 2018

8:00 a.m. – 5:00 p.m.----- Conference Registration

9:00 a.m. – 12:00 p.m. ----- AAAMS Board of Directors, Past Presidents and Past Directors Meeting

12:00 p.m. – 12:15 p.m. ----- AAAMS Conference Committee Meeting

6:00 p.m. – 7:00 p.m.----- AAAMS "Welcome Reception"

7:00 p.m. -- Until -----Dinner on Your Own

Saturday, September 22, 2018

7:30 a.m. – 8:15 a.m.----- Breakfast

8:00 a.m. – 11:00 a.m. ----- Conference Registration

8:15 a.m. – 9:00 a.m.-----AAAMS Annual Business Meeting and Business Insurance/HR Services Program Update (IGO Insurance Agency)

9:00 a.m. – 9:15 a.m.----- Break

9:15 a.m. – 10:15 a.m. ----- Website Design and Social Media Program Review (Net Driven); Office Supplies Program Review (Kennedy Office); and Payroll Service Program Review (PrimePay)

10:15 a.m. - 10:30 a.m. ----- Break

10:30 a.m. – 12:00 p.m.-----"Trends in the Aftermarket--Near Term and Long Term"-- Philip Atkins, Automotive Aftermarket Suppliers Association (AASA) and Roundtable Discussions facilitated by Philip Atkins

6:30p.m. – 7:30 p.m. ----- President's Reception

7:30p.m. -- 10:00 p.m. -----Banquet, Awards, and AAAMS Scholarship Live Auction

Sunday, September 23, 2018

8:00a.m. -- 9:15 a.m.-----Breakfast and Inspirational Message

9:15a.m. -----Conference Adjourns

2018 AAAMS BUSINESS CONFERENCE REGISTRATION

Hilton Head Marriott Resort & Spa--Hilton Head Island, SC

SEPTEMBER 20-23, 2018

PLEASE PRINT OR TYPE. (REFER TO THE BACK SIDE OF THIS FORM TO RESERVE ROOMS.)

FIRM _____

ADDRESS _____

CITY/STATE/ZIP _____

BY (*) _____ PHONE # _____ FAX # _____

(*) Email Address: _____

OFFICE USE ONLY

Date Rec'd _____

Amount Pd. \$ _____

Check No. _____

Amount Due \$ _____

NAMES (AS THEY WILL APPEAR ON BADGES):

NAME #1 _____ NAME #3 _____

NAME #2 _____ NAME #4 _____

COMPLETE BUSINESS CONFERENCE PACKAGE(s) (Includes _____ @ \$160.00/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 ½ Registration Fee _____ @ \$130.00/EA \$ _____
and All of the Above Events) (Children under 11 years old - FREE)

THURSDAY SOUTHERN DINNER BUFFET at the Resort _____ @ \$55.00/EA \$ _____

(Thursday Dinner Fee not included in Complete or Spouse/Children Packages)

IN LIEU OF COMPLETE PACKAGES, PLEASE RESERVE THE FOLLOWING:

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

SATURDAY BREAKFAST ----- _____ @ \$28.00/EA \$ _____

SATURDAY EVENING RECEPTION AND AWARDS BANQUET----- _____ @ \$75.00/EA \$ _____

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

★**CHECK (PAYABLE "AAAMS 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 AAAMS OFFICE BY AUGUST 31.
AFTER AUGUST 31, ONLY REGISTRATION FEES WILL BE REFUNDED.

★**Mail Registration & Check To:** AAAMS, Inc. • P.O. Box 97993 • Raleigh, NC 27624

On Saturday, September 22nd, a "Live Auction" will be held. Donated items will be on display beginning at 6:00 p.m. **The Automotive Aftermarket Association of the Mid-South, Inc. will donate all contributions from the auction to the AAAMS 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 RESERVATIONS

1. All reservations at The Hilton Head Marriott Resort & Spa -- Hilton Head Island, SC, must be made by the individual attendees directly with Marriott reservations by calling (888) 511-5086, or online at www.marriott.com/hhhgr-----refer to the Group Code beside the appropriate room type listed below.
2. **CHECK-IN TIME IS 4:00 PM.** While some rooms may be available earlier, we have no guarantee that such will be the case.
3. **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 plus tax.*

DAILY RATES

Resort View Guestrooms----- \$174.00 Per Room Per Night, Plus Tax---Group Code: 2 Queens--
ACTACTK; 1 King-- ACTACTA
Ocean View Guestrooms-----\$184.00 Per Room Per Night, Plus Tax---Group Code: 2 Queens--
ACTACTL; 1 King-- ACTACTB
Ocean Front Guestrooms-----\$204.00 Per Room Per Night, Plus Tax---Group Code: 2 Queens--
ACTACTM; 1 King-- ACTACTC

ALL ROOM TYPES ARE SUBJECT TO A \$5.00+ Resort Fee and a \$1.75 Destination Fee daily. On premise self- parking is FREE...Valet parking is currently \$18.00+ per day.

Resort Fee includes: use of Spa Steam Room, Local Calls, Wireless High Speed Internet Access throughout the Resort, and Shuttle Service to Golf and Local Shopping.

PLEASE NOTE: *The above sleeping room rates are offered (3) days pre and post event; based on availability as determined by the Resort.*

HILTON HEAD MARRIOTT RESORT & SPA

ONE HOTEL CIRCLE, HILTON HEAD ISLAND, SOUTH CAROLINA 29928

TELEPHONE (843) 686-8400 FACSIMILE (843) 686-8450

IMPORTANT!!! IMPORTANT!!! IMPORTANT!!! We are holding a block of rooms for Friday and Saturday nights (9/21 and 9/22) and a smaller block for Thursday night (9/20) at The Marriott Resort. On AUGUST 21, we have to release any of those rooms for which we have not reserved and guaranteed payment. After that date, the rooms go to the open market, are available on a first come, first served basis. SO...PLEASE RESERVE YOUR ROOM(S) EARLY!!!

AUTOMOTIVE AFTERMARKET ASSOCIATION OF THE MID-SOUTH, INC.
P.O. BOX 97993 RALEIGH, NORTH CAROLINA 27624
800-849-8037 919-821-1314 Fax. 919-821-0753

SEE YOU IN HILTON HEAD!!!