

JANUARY 2014

LATIN AMERICA

OFFERS GROWTH FOR DISTRIBUTION GROUPS, SERVICE CHAINS

DOMESTIC:

Industry News
Hot Auto Products
Opinion/Commentary
Special Reports

INTERNATIONAL:

International News
Global Events
Events Coverage
Import/Export Guide

SearchAutoParts.com

• Distribution • Collision Repair • Service Repair • Technicians
Got something to say? Go to workshop.searchautoparts.com.

Program
Distribution
Report

AAM Group

Aftermarket
Auto Parts
Alliance

AIM/
Uni-Select

Automotive
Distribution
Network

Auto Parts
Associates
Inc.

CARQUEST
Auto Parts

Engine Pro/
Engine Parts
Group

Federated

NAPA

National
Pronto
Association

TruStar

- Click once to zoom in
- Click & hold to move page around

**CLICK
TO
ZOOM**

LATIN AMERICA

OFFERS GROWTH FOR DISTRIBUTION GROUPS, SERVICE CHAINS

BY STEPHEN SPIVEY | Contributing Editor

U.S.-based service chains, such as Midas, Speedee and Carglass, recognize what a growing number of aftermarket suppliers are starting to see. Latin America offers a wide range of opportunities for them to grow their businesses.

To begin, total vehicles in operation is forecasted to grow at 5.2 percent annually over the next five to seven years, reaching almost 100 million vehicles in the top 11 countries by 2017. That is more than four times the forecasted growth of North America's car parc.



- Click once to zoom in
- Click & hold to move page around

Analysis by market

REPLACEMENT

Vendors: Tesla tangles with regulators while touting fire safety of EV technology.

EMERGING

Technology: Printing auto parts.

INTERNATIONAL

Vendors: Central site is key selling point for Latin American aftermarket expo.

CUSTOMERS

Dealers: Dealerships hiring more women, younger workers, NADA says.

Research

Program Distribution Report: Our annual in-depth look at the program distribution groups in the aftermarket, how they are organized and what they offer.

Online Special Reports

FROST & SULLIVAN

Brake Components: "Strategic Analysis of the North American Class 4-8 Commercial Vehicle Wheel End Brake Components Aftermarket" said the market earned revenue of \$705.8 million in 2012 and expects to reach \$906.5 million in 2019.

AFTERMARKET BUSINESS WORLD (Digital ISSN 1938-0593) is published 12 times yearly by Advanstar Communications Inc., 131 W First St., Duluth MN 55802-2065. Subscription rates: digital only \$65 for 1 year.

©2014 Advanstar Communications Inc. All rights reserved. No part of this publication may be reproduced or transmitted in any form or by any means, electronic or mechanical including by photocopy, recording, or information storage and retrieval without permission in writing from the publisher.

Authorization to photocopy items for internal/educational or personal use, or the internal/educational or personal use of specific clients is granted by Advanstar Communications Inc. for libraries and other users registered with the Copyright Clearance Center, 222 Rosewood Dr. Danvers, MA 01923, 978-750-8400 fax 978-646-8710 or visit <http://www.copyright.com> online. For uses beyond those listed above, please direct your written request to Permission Dept. fax 440-756-5255 or email: mcannon@advanstar.com.

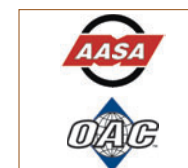
Advanstar Communications Inc. provides certain customer contact data (such as customers name, addresses, phone numbers, and e-mail addresses) to third parties who wish to promote relevant products, services, and other opportunities that may be of interest to you. If you do not want Advanstar Communications Inc. to make your contact information available to third parties for marketing purposes, simply call toll-free 866-529-2922 between the hours of 7:30 a.m. and 5 p.m. CST and a customer service representative will assist you in removing your name from Advanstar's lists. Outside the US, please phone 218-740-6477.

Aftermarket Business World does not verify any claims or other information appearing in any of the advertisements contained in the publication, and cannot take any responsibility for any losses or other damages incurred by readers in reliance on such content. Aftermarket Business World welcomes unsolicited articles, manuscripts, photographs, illustrations and other materials but cannot be held responsible for their safekeeping or return. To subscribe, call toll-free 877-527-7008. Outside the U.S. call 218-740-6477.

Opinion



Donny Seyfer
One person can make a difference



AASA's OAC
What do China's changes mean for the aftermarket?



Bob Moore
What's next after Advance acquires CARQUEST?



Mark Smith
Odd business pairings boost revenue



Stephen Barlas
EPA opens door to use of 'green' refrigerant

Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar

More articles by **STEPHEN SPIVEY**

RELATED articles

AUTHOR bio

Latin American aftermarket

“ Vehicles in operation is forecasted to grow at 5.2 percent annually over the next 5 to 7 years. ”

In some countries, such as Mexico, the make/model composition of those cars and light trucks is similar to North America's population, making it easier for parts and service providers to penetrate the market.

Another feature of the Latin American aftermarket is a comparative lack of distribution infrastructure to service this growing vehicle base. In many places, there are no large retail chains or buying groups with all-makes-and-models coverage of thousands – or even hundreds – of different spare parts. In its place is a fragmented network of retail distributors that carry a much smaller selection of products. This makes it harder for shops that repair and maintain these vehicles to find the parts they need at the right time.

The result is that shops cannot service vehicles as efficiently as they otherwise could. And vehicle owners pay more for their repairs than they should.

Midas International Corp. presently has about 50 franchisees in operation across

Mexico, where sales of basic maintenance parts such as tires, batteries and brakes are growing rapidly. Midas subsidiary Speedee Oil Change & Tune Up has franchised garages in more than 20 Mexican cities.

In Brazil – Latin America's largest automotive market with more than 35 million light vehicles – windshield repair chain Carglass operates more than 60 stores and 600 accredited sales points.

The rush into Latin America is not limited to U.S.-based service chains. German-based Bosch Car Care Services and French-based Norauto operate more than 100 garages across Argentina providing routine maintenance, as well as more advanced repairs.

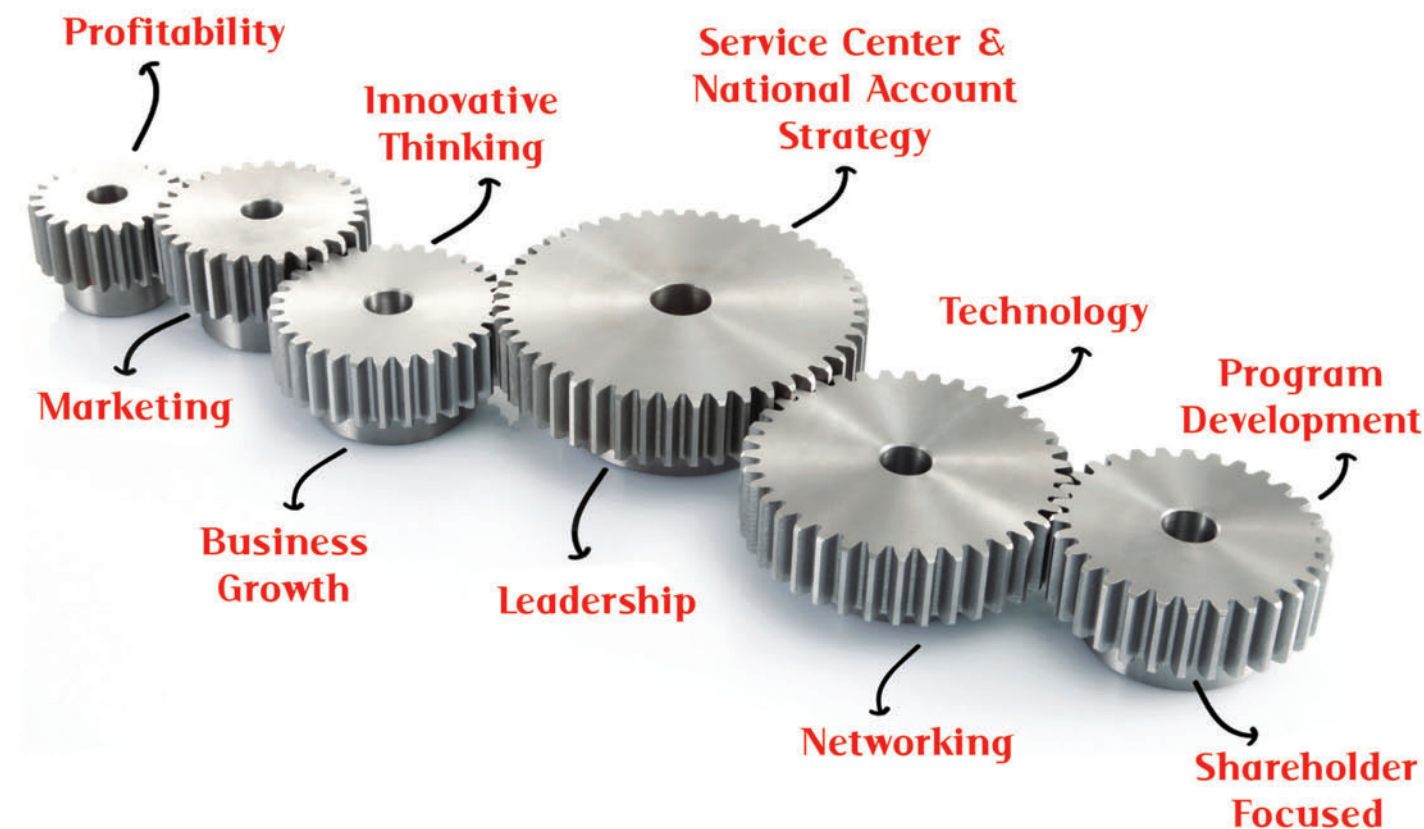
Prospects for growth are high. The network of independent repair facilities that currently services most Latin American vehicles faces the same challenges as American garages – skilled labor shortages, as well as access to

- Click once to zoom in
- Click & hold to move page around



pronto
THE SMART CHOICE FOR AUTO PARTS

Providing the Components for Your Success!



When you combine the highest quality components, the result is a business that runs like a well-oiled machine.

NATIONAL PRONTO ASSOCIATION

Contact Murray Sullivan or Bill Maggs at 1-800-4PRONTO, or visit Pronto-Net.com for the opportunity to join our exciting team.

Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/ Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/ Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar



JANUARY 2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly Distribution e-newsletters
SearchAutoParts.com

Latin American aftermarket

the latest tools and training needed to work on increasingly sophisticated automobiles.

Multi-national service chains are better positioned to address these challenges and capitalize on the growing demand for maintenance and repair services to support Latin America's rising vehicle population.

For parts suppliers, it is a similar story.

Annual vehicle inspection programs supporting enhanced government safety and emissions regulations are helping drive more demand for maintenance parts, such as wiper blades and spark plugs, among others.

As the growing population of new vehicles reaches the five-to-seven-year age range, sales of starters and alternators, radiators, mufflers and other common repair parts also will rise.

Frost & Sullivan forecasts total parts revenue to increase by about 30 percent over the next three to five years, exceeding \$30 billion at the manufacturer level. At the retail level, demand for all automotive parts and accessories across the 11 main countries – Brazil, Mexico, Argentina, Chile, Colombia, Peru, Venezuela, Ecuador, Paraguay and Bolivia – could reach \$100 billion.

However, many of Latin America's distribution groups are regional in scope. Two of Argentina's largest parts distributors – Totsa

S.A. and Darsur S.R.L. – are mainly focused in the central and southern regions of the country, respectively.

With no distribution groups of a national scale in many Latin American countries, there would seem to be opportunities for American, as well as European suppliers to consolidate some of these market opportunities.

In the meantime, vehicle owners and service technicians are increasingly turning to Internet retailers to meet the demand for parts and accessories not available at their local stores. Latin America ranks second in terms of annual online retail sales growth, averaging 20 percent in the five-year period from 2007 to 2012. That is more than double the rate for North America.

Within Brazil's maturing digital space, automotive has become one of the market's leading retail categories in terms of consumer interest. IBOPE Media and Nielsen's "Netview" showed automotive as the 15th most popular website category in Brazil, and the one with the highest spike (17 percent) in number of unique visitors.

Connect Parts is the leading online seller of auto parts in Brazil. MercadoLibre.com is eBay's Latin American partner and the region's ...CONTINUE READING □



- Click once to zoom in
- Click & hold to move page around

- WHERE YOU BUY YOUR PARTS -

SHOULD HAVE THE SAME DEVOTION TO
SERVICE
AS YOU HAVE

The right parts. The right place. The right time. Auto Value and Bumper to Bumper parts stores deliver the products you need with the service you deserve. Service is the Difference. We Get It!™



alliance1.com

Program
Distribution
Report

AAM Group

Aftermarket
Auto Parts
Alliance

AIM/
Uni-Select

Automotive
Distribution
Network

Auto Parts
Associates
Inc.

CARQUEST
Auto Parts

Engine Pro/
Engine Parts
Group

Federated

NAPA

National
Pronto
Association

TruStar



JANUARY
2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly
Distribution e-newsletters

SearchAutoParts.com

VENDORS

Central site is key selling point for Latin American aftermarket expo

BY JAMES E. GUYETTE
News Correspondent

A new south-of-the-border aftermarket industry convention is making its debut this summer with the inaugural edition of the July 9-12 Latin Auto Parts Expo at the Atlapa Convention Center in Panama City, Panama.

TRENDS & MARKET Analysis

A series of educational seminars and business conferences will be offered to augment an array of trade show booths aimed at providing manufacturers, distributors and retailers direct access to the Latin American and Caribbean OEM, replacement parts and tuning markets. The plan is to foster “a warm and personal setting that forges long-lasting commercial and personal relationships,” according to show director Linda Bassitt.

“Our goal is to do what doesn’t currently exist – a regional auto parts show; everyone meets

More articles by **JAMES E. GUYETTE**

RELATED articles

Vendor Newsmaker

Q&A

MARK SHASTEEN

Vice President of CTDI's Automotive Division



What is the scope of the marketplace for servicing vehicle electronics systems and what challenges does it present?



What did Shasteen say? Continue reading online.

[Read full interview](#)

once a year in Panama,” she explains. “Panama is a central location to get to, and you can meet exhibitors that you haven’t met at other shows.”

Bassitt contends that the previous exposition offerings throughout the region fall short



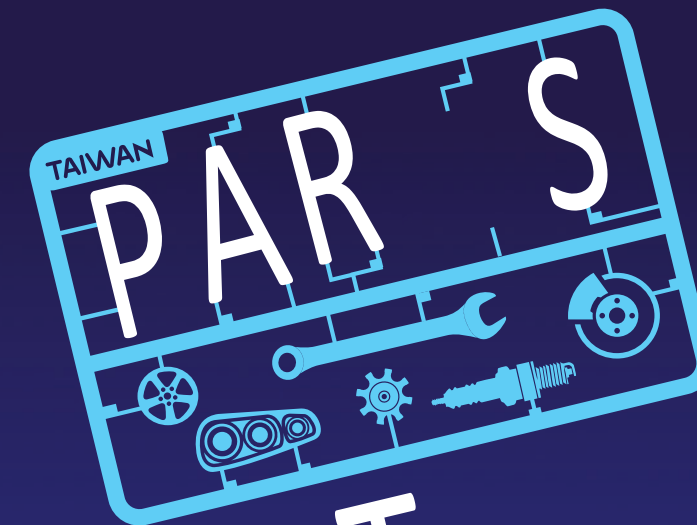
- Click once to zoom in
- Click & hold to move page around

TAIPEI AMPA

The 30th Taipei Int'l Auto Parts & Accessories Show
www.TaipeiAMPA.com.tw



Join us on



Without Taiwan You Don't Get Parts

Venues:

TWTC NANGANG Exhibition Hall
TWTC Exhibition Hall 1

Concurrent Events:



AutoTronics Taipei

www.AutoTronics.com.tw



MOTORCYCLE TAIWAN

www.MotorcycleTaiwan.com.tw



EV TAIWAN

www.EVTAIWAN.com.tw

Organizers: TAITRA TEEMA



Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/ Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/ Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar



JANUARY 2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly Distribution e-newsletters
SearchAutoParts.com

“ Panama is an air and ocean hub enabling travelers and cargo to reach Latin America. ”

of delivering comprehensive coverage. “Before, you had to go to the individual countries because the buyers are usually from the countries where the show is being held. We started this because we think the industry is lacking a regional show, and this is much easier and more effective.”

The categories to be featured include air conditioning, automotive lighting, LED lighting, electrical systems and batteries, electronics, cooling systems, friction and brake systems, GPS systems, undercar, new and remanufactured replacement parts, HD sound and video systems, suspension and front end systems, engine and transmission parts, chemicals and chemical fluids, equipment and tools, diagnostic systems, hand tools, machine shop equipment, service and installation equipment, waxes and polishes, computer systems and software, paint and body, retail and warehouse fixtures, high performance auto parts and various enhancers.

“We’re kind of like mixing SEMA and AAPEX all in one show,” says Bassitt, citing the positive reaction generated at the expo’s booth at November’s AAPEX event in Las Vegas. “It’s a unique show.”

Exhibiting or attending can be especially informative and rewarding for aftermarket businesses that are considering entry into the region. “If you’re new, you can step your foot in the water without a lot of risk,” says Bassitt. “It’s a lot easier to deal with all the Latin American and Caribbean distributors.”

Among the exhibitors already on board is Miami-based Rapid Parts, Inc. Founded in 1976, the company has been mainly focused on selling its lines of Volkswagen and Audi components, performance parts and accessories in the U.S. and Canada. “We’re going to tackle the Central-South and Caribbean,” reports general manager Robert Tanon.

...CONTINUE READING □

- Click once to zoom in
- Click & hold to move page around



STRENGTH IN NUMBERS



On any given day, all around the world, over 100 different models and capacities of BendPak and Ranger products safely move and support over six billion pounds of vehicles – jacks, lifts and stands backed by a warranty as strong as our brands. You stay focused on making money; leave the heavy lifting to us.

www.bendpak.com
© 2014 BendPak / Ranger Products are registered trademarks.



Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/ Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/ Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar



JANUARY 2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly Distribution e-newsletters
SearchAutoParts.com

VENDORS

Tesla tangles with regulators while touting fire safety of EV technology

BY JAMES E. GUYETTE
News Correspondent

Tesla is being thoroughly tested as the electric vehicle maker deals with the flare-up over three Model S battery pack fires. The viability of EVs in general has also come under media scrutiny as Tesla Chairman and CEO Elon Musk aggressively defends the technology's safety aspects and Wall Street analysts contemplate the ups and downs of the company's stock price.

TRENDS & MARKET Analysis

Adding fuel to the fire is Tesla's testy relationship with the National Highway Traffic Safety Administration (NHTSA), which is currently conducting an investigation into the Model S.

Two issues are under dispute between Musk and NHTSA Administrator David L. Strickland.

Musk contends that Tesla requested the NHTSA probe, a point that Strickland flatly denies, saying the agency alone makes those

Vendor Newsmaker

Q&A

KARSTEN DIEKMANN

OSRAM's head of OLED products, applications and marketing



What is the engineering and rollout status of applying Organic Light Emitting Diodes (OLEDs) for automotive use?



What did Diekmann say? Continue reading online.

[Read full interview](#)

determinations. Previously Strickland had voiced objections to Musk's interpretation of the Model S' 5-star NHTSA crash rating. After Musk declared that the vehicle had in-fact earned an unprecedented, record-setting 5.4 stars,



- Click once to zoom in
- Click & hold to move page around

DESIGNED TO TAKE THE HEAT

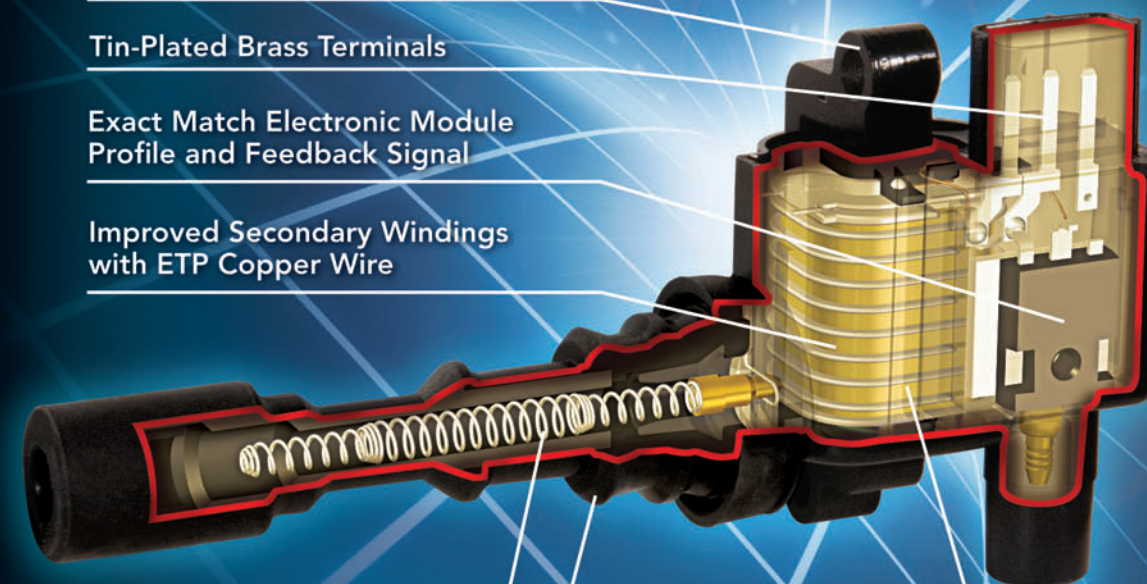
COIL-ON-PLUG ASSEMBLY

Samarium-Cobalt Magnet

Tin-Plated Brass Terminals

Exact Match Electronic Module Profile and Feedback Signal

Improved Secondary Windings with ETP Copper Wire



Stainless Steel Spring

High-Temp Silicone Boot

Reinforced Bobbins & Additional Winding Bays

100% End of Line Production Testing for Output Voltage and Spark Energy/Duration

HIGH DIELECTRIC EPOXY



Manufactured in SMP's TS16949 certified, Bialystok, Poland facility, our specially formulated epoxy is high temperature shock-resistant to handle rapid changes in engine temperature and prevent cracking or coil damage. Engineered to bond with the coil housing and bobbins, the epoxy is injected into the case and pulled into a vacuum to eliminate air pockets and prevent moisture intrusion or thermal breakdown. It's just one more design detail that makes us the import leader by design.

Intermotor
Genuine Import Parts



THE IMPORT LEADER BY DESIGN



Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/ Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/ Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar

More articles by **JAMES E. GUYETTE**

RELATED articles



Industry News

Hot Auto Products

5 International Trends

9 Technology Trends

13 Donny Seyfer

Join our Community

Contact Us

7 Vendor Market Trends

11 Dealership Market Trends

14 Bob Moore

Sign up for weekly Distribution e-newsletters
SearchAutoParts.com

“ Since 2012, there have been more than 250,000 gasoline-fueled car fires in the U.S., Musk says. ”

NHTSA responded by explicitly banning all automakers from touting any crash score above 5 stars, adding that every rating is expressed in whole numbers and all nameplates within a specific ratings figure are officially equal in performance.

A dispatch from NHTSA says, “Tesla’s claim was an example of the potential confusion and inaccuracy that could be caused by incorrect use of the 5-star ratings information in advertising and marketing statements.”

The differing opinions over which party initiated NHTSA’s fire-sparked investigation into the safety of 13,100 Model S vehicles sold in the U.S. is also contentious, according to David Shepardson of the *Detroit News*, quoting Strickland as emphasizing that “investigations are independent” and that automakers have never requested that they be investigated. “If a manufacturer asks me or asks the agency for a formal investigation, you’ve already

made a determination that you may have a defect that imposes an unreasonable risk to safety,” Strickland says. “I don’t think that would ever happen.”

Shepardson goes on to report that Strickland publicly spoke of his “irritation with Musk” at an event in August: “On more than one occasion (Musk) has directly challenged me in one-on-one meetings on a number of issues regarding electric vehicles. He is very passionate. He has very strong views and on occasion I have had to explain to him, I am really not trying to mess up his business model. I am trying to do this to actually keep people safer.”

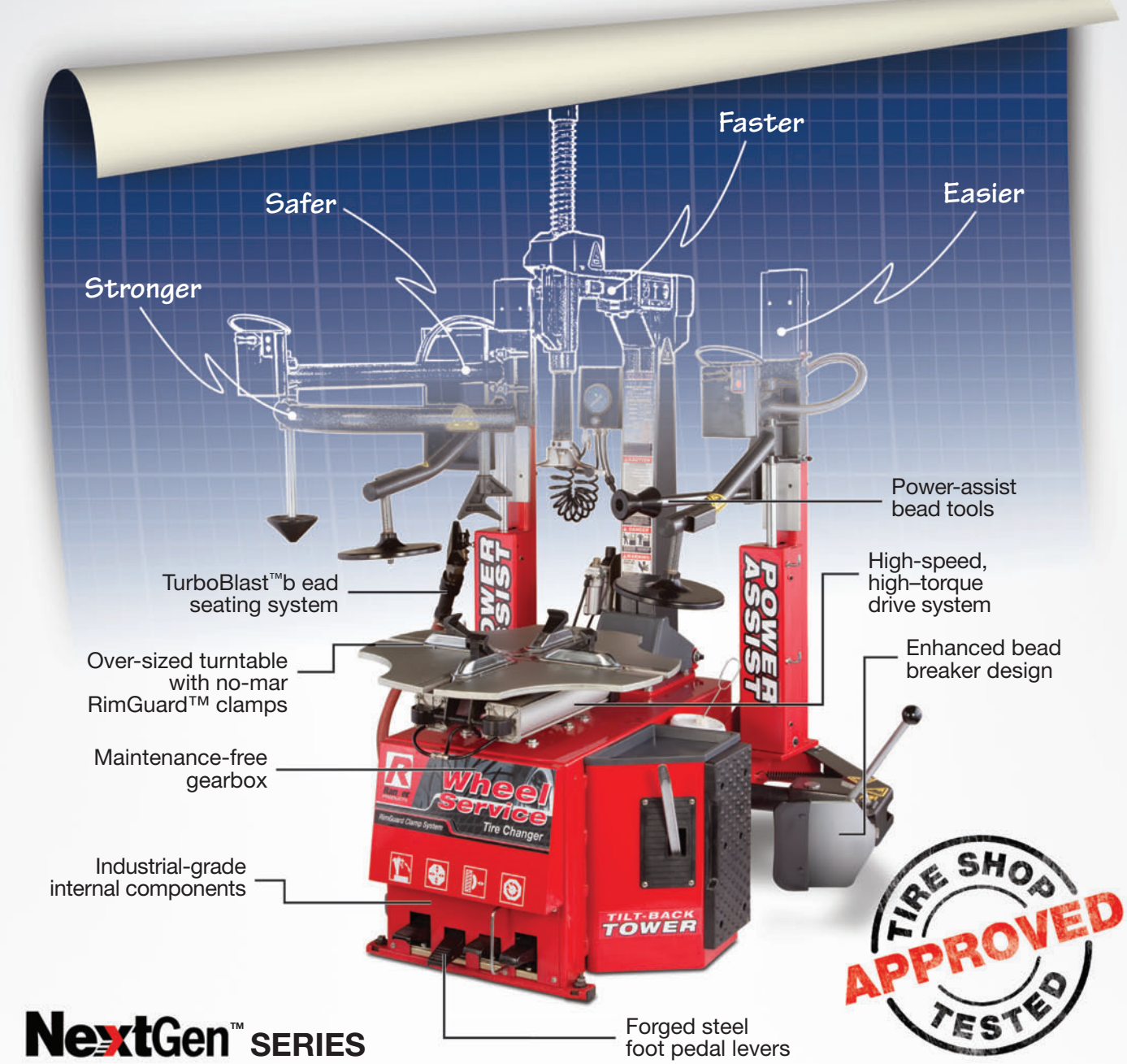
As the fire issue came to the fore in November, Strickland declined to comment on Musk, according to Shepardson, noting instead that “the only thing that we are really concerned about at the end of day is that Tesla meets the statutory ...CONTINUE READING □



- Click once to zoom in
- Click & hold to move page around

ENGINEERED TO PERFORM

And then some



8 TIRE CHANGERS ENGINEERED TO TAME ANY TIRE

www.bendpak.com/nextgen • 1-800-253-2363
© 2014 Ranger Products, Inc. • BendPak, Inc. and Ranger Products are registered trademarks.



- Program Distribution Report
- AAM Group
- Aftermarket Auto Parts Alliance
- AIM/ Uni-Select
- Automotive Distribution Network
- Auto Parts Associates Inc.
- CARQUEST Auto Parts
- Engine Pro/ Engine Parts Group
- Federated
- NAPA
- National Pronto Association
- TruStar



Industry News
Join our Community

Hot Auto Products
Contact Us

5 International Trends
7 Vendor Market Trends

9 Technology Trends
11 Dealership Market Trends

13 Donny Seyfer
14 Bob Moore

Sign up for weekly Distribution e-newsletters
SearchAutoParts.com

Printing parts

3D printing presents opportunities, threats in the aftermarket supply chain

BY BRIAN ALBRIGHT
Contributor

Parts availability, especially for low-demand SKUs and items for older vehicles, continues to be a problem even in the best-run supply chains. But what if you could just produce those parts on demand when customers wanted them in batches of one or two? That's what could be possible in the aftermarket thanks to 3D printing and additive manufacturing technologies.

TRENDS & MARKET Analysis

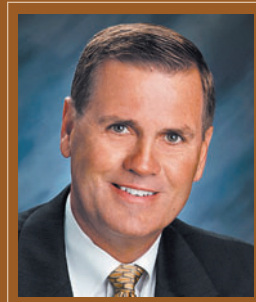
3D printers and other types of additive manufacturing devices lay down thin layers of material (usually plastic or metal) using data from CAD and other types of digital files. As the layers are built up, they create a three-dimensional object. According to research from Markets and Markets, the 3D printing market is expected to grow at a compound annual growth rate of 23

➔ More articles by **BRIAN ALBRIGHT** ➔ **RELATED** articles

Technology Newsmaker

Q&A

STEVE BIESZCZAT
Senior VP, Automotive and Marketing, Epicor Software



Q What are the key benefits for aftermarket companies of deploying a cloud-based solution vs. on-premise?

A What did Bieszczat say? Continue reading online.

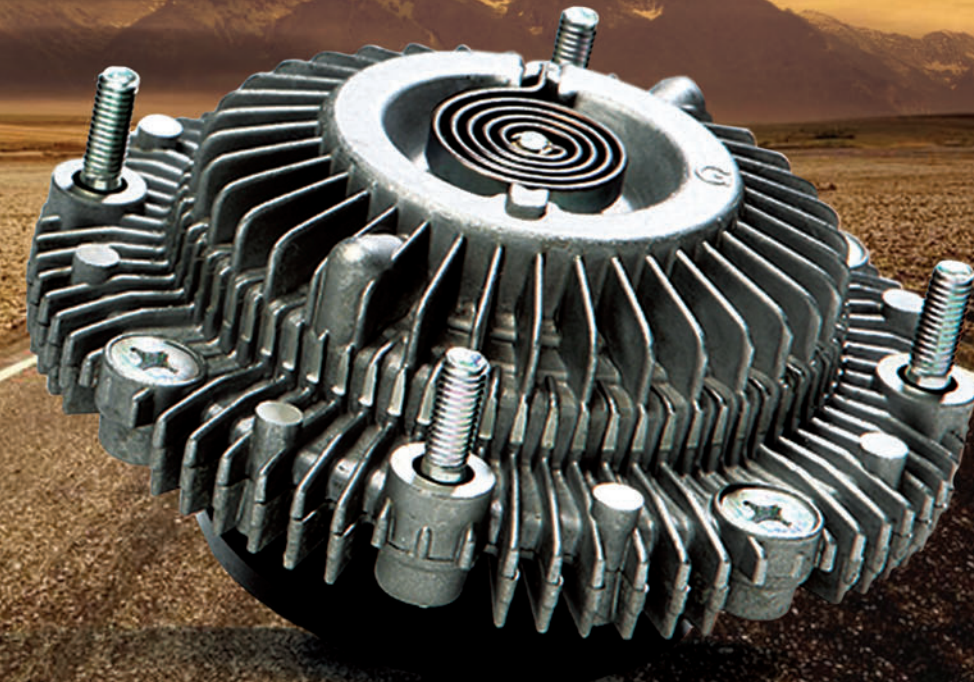
[Read full interview](#)

percent from 2013 to 2020, reaching \$8.41 billion. According to Gartner, worldwide shipments of sub-\$100,000 3D printers will grow 49 percent in 2013, and grow to 75 percent in 2014. There is a lot of buzz around the technology, especially

- Click once to zoom in
- Click & hold to move page around



Performance & Durability For the Road Ahead



The GMB Fan Clutch

Greater Life Expectancy, Durability, and Maximized Engine Performance.
Reduced Fan Noise and Vibration During Acceleration or Cruising.
Overheat Prevention and Enhanced Fuel Efficiency.
Extensive Domestic, Asian, and European Coverage.
OE Form, Fit, and Function.



GMB Catalog Mobile App



100 Herrod Blvd. Dayton, NJ 08810 | 1.800.421.5019 | www.gmb.net
© 2013 GMB North America, Inc.

[f](#) [t](#) /GMBNorthAmerica

Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/ Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/ Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar



Industry News

Hot Auto Products

5 International Trends

9 Technology Trends

13 Donny Seyfer

Join our Community

Contact Us

7 Vendor Market Trends

11 Dealership Market Trends

14 Bob Moore

Sign up for weekly Distribution e-newsletters
SearchAutoParts.com

“It will be several years before it’s clear how 3D printing will affect the aftermarket.”

since falling prices have made it possible for small manufacturers to produce everything from toys to jewelry to homemade firearms using the printers.

3D printing was also on the agenda at the recent Automotive Aftermarket Suppliers Association (AASA) Technology Council (ATC) fall conference in October, where additive manufacturing was the subject of a keynote address by 3D Systems Vice President Greg Elfering.

The notion that parts could be produced on demand, anywhere, could potentially eliminate a lot of supply chain bottlenecks. But the industry has mixed feelings about it. “At the conference, I asked the participants in our discussion groups, who were primarily manufacturers, if they felt additive manufacturing was more of an opportunity or a threat,” says Chris Gardner, vice president of programs and member services at AASA. “Overwhelmingly, more of them thought it was a threat than an opportunity, as they understand it today.”

Moving the manufacturer

The automotive industry has used 3D printing technology for years, primarily to create prototype parts and models. With costs dropping and material improving, though, it’s now possible to build production parts this way. With the arrival of desktop 3D printers aimed at consumers and businesses, every distributor, repairer and vehicle owner could conceivably have the same capabilities at their fingertips.

“3D printing is not cheap, and it’s not for high-volume parts, but for low-volume runs it can be an affordable option,” says Warren Smith, global industry director at software provider Infor.

Where the major opportunity in 3D printing may lie is in solving the problem of supporting an ever-expanding mix of SKUs to support an aging vehicle population. By printing parts on demand, it could be easier to meet customer needs without ...CONTINUE READING □

- Click once to zoom in
- Click & hold to move page around



Portable. Quick. Safe.

Fastest way to get your car in the air.



ALL RIGHTS RESERVED
PATENT PENDING
ALL RIGHTS RESERVED

The truly portable QuickJack™ is convenient to use and lightning fast. Use it anytime, anywhere, for fast wheel service and general repair. The low profile design means it fits where other jacks don't and an optional 12-volt power supply means you can even take it on the road. Sturdy lock bars, a remote pendant control, and adjustable rubber contact pads make it the perfect lifting system for the shop, track or home. Visit www.quickjack.com to learn more.

See it on YouTube
www.quickjack.com • BL-3500
© 2014 Ranger Products • Ranger Products is a division of BendPak Inc.

QUICKJACK™
By Ranger Products

Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/ Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/ Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar



Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly Distribution e-newsletters
SearchAutoParts.com

DEALERSHIPS

Dealerships hiring more women, younger workers, NADA says

BY BRIAN ALBRIGHT
Contributor

U.S. automotive dealerships are hiring more younger workers and women, and remain relatively high-paying employers compared to other private sector industries.

TRENDS & MARKET Analysis

Those are the results of the National Automobile Dealers Association (NADA) second annual industry report on car and truck dealership employee compensation, benefits, retention and turnover. The *2013 Dealership Workforce Study* was produced in partnership with DeltaTrends, and is based on data from 290,000 car and truck payroll records from more than 2,240 dealerships.

“This is by far the most comprehensive and timely study on the dealership workforce ever produced, and serves as a tremendous resource to help dealers step up their game to

More articles by **BRIAN ALBRIGHT** RELATED articles

Dealer Newsmaker

Q&A

STEVE RAYNHAM
Service Manager, Budd's Mazda, Oakville, Ontario



Q You've worked in the aftermarket and at dealerships. What do you think is the biggest difference between the two?

A What did Raynham say? Continue reading online.

[Read full interview](#)

gain an edge on the competition,” says NADA chairman David Westcott.

According to the 2012 data, on average dealership employees earn 27 percent more than the average weekly earnings of all U.S. private sector employees.



- Click once to zoom in
- Click & hold to move page around



WE DIDN'T JUST CHANGE A BRAKE PAD. WE CHANGED THE GAME.



Meets 2021 Copper Compliance

INTRODUCING THE WORLD'S FIRST ENHANCED HYBRID BRAKE PAD.



Element3™ with Enhanced Hybrid Technology™ (EHT) takes braking control to a whole new level. Its innovative formulation delivers the best attributes of ceramic and semi-metallic all in one pad. The result? Long life, less noise, reduced dust, and better wear and durability across all types of vehicles and braking situations. Not to mention fewer comebacks and more satisfied customers, too. Get ready for unprecedented braking control. Only with Element3.

www.element3eht.com



©Copyright 2013, Brake Parts Inc LLC. All rights reserved. The trademarks EHT and Element3 are among the trademarks of Brake Parts Inc LLC. Raybestos and The Best in Brakes are used under license from Affinia International Inc. The LeafMark is a trademark of The Motor and Equipment Manufacturers Association.



Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/ Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/ Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar



JANUARY 2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly Distribution e-newsletters
SearchAutoParts.com

“Service advisors at luxury dealerships are paid 37 percent more than at other dealerships.”

In terms of new hires, the number of females hired by dealerships increased by two points to 19 percent in 2012. The number of Generation Y employees (those born after the early 1980s) also increased, and now stands at 23 percent of the dealership workforce, which is roughly equivalent to the estimated ratio of employed Gen Y workers in the total U.S. workforce.

“The most surprising trend to me was the significant increase in the number of younger employees hired by dealerships in 2012,” says Ted Kraybill, president and founder of DeltaTrends. “That number jumped from 30 percent to 41 percent of all new hires.”

According to Kraybill, dealerships are likely pulling a significant number of new hires from the unemployed population, versus hiring employees away from other dealerships. “So it’s not a coincidence that the percent of new hires that are Generation Y is equivalent to the govern-

ment estimates of the unemployed Gen Y workforce,” he says.

As for the increase in women in the workforce, Kraybill says the percentage of new female hires went from 17 percent in 2011 to 19 percent in 2012, resulting in a one point rise in the total number of active females employed at dealerships.

Women are overrepresented in office and administrative positions, where they make up 92 percent of the workforce. The production position with the most women is finance and insurance (F&I) manager at 19 percent. Women account for 15 percent of service advisors, 9 percent of sales consultants, 7 percent of both parts managers and parts consultants, and 6 percent of service managers. Just 1 percent of technicians are female.

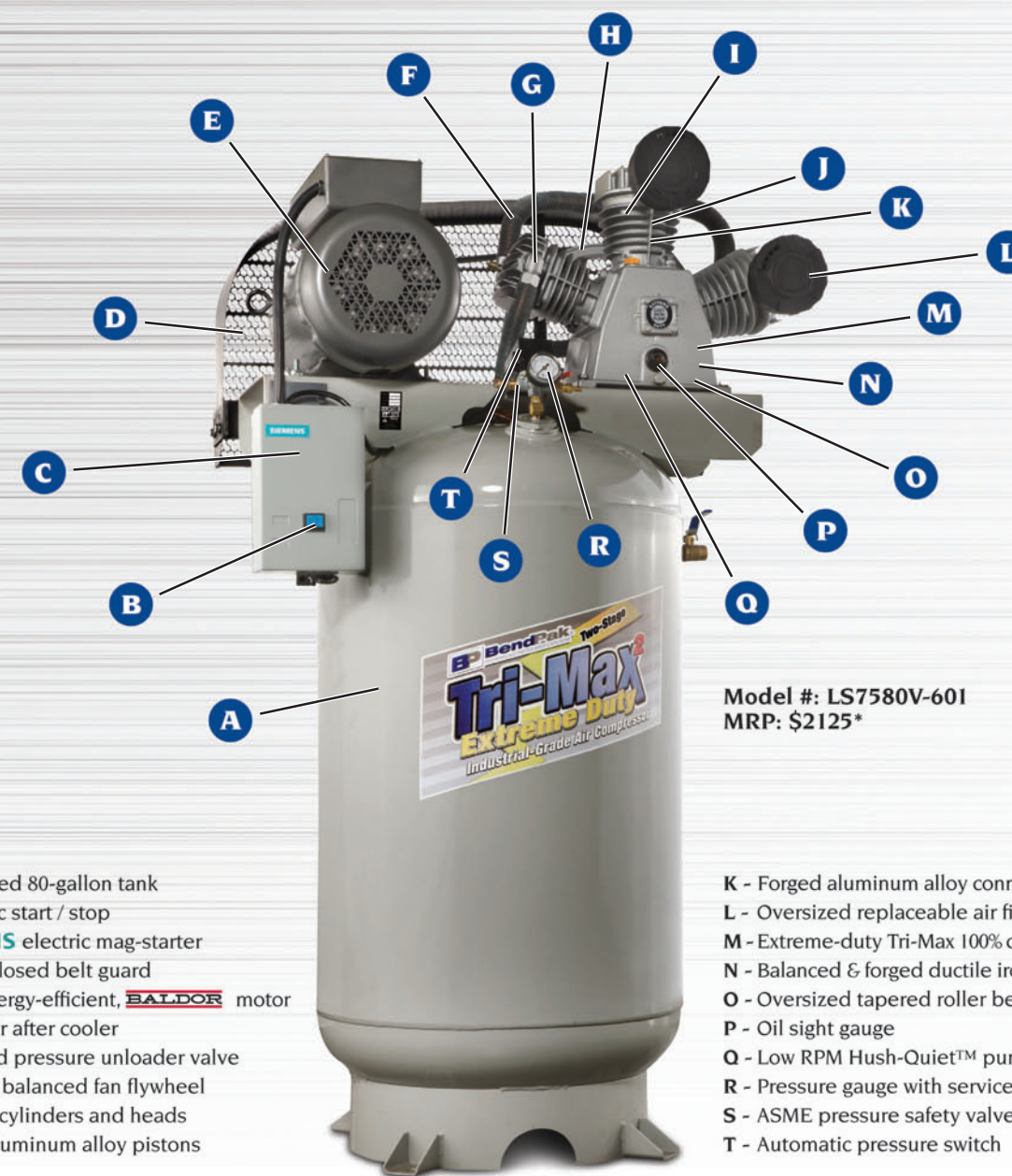
Overall, F&I managers had the highest income growth (8.4 percent), followed by ...CONTINUE READING □

- Click once to zoom in
- Click & hold to move page around



The Better Compressor

More air, less noise.



Model #: LS7580V-601
MRP: \$2125*

- A - ASME rated 80-gallon tank
- B - Automatic start / stop
- C - SIEMENS electric mag-starter
- D - Fully-enclosed belt guard
- E - 7.5 HP, energy-efficient, BALDOR motor
- F - Forced-air after cooler
- G - Integrated pressure unloader valve
- H - Precision balanced fan flywheel
- I - Cast iron cylinders and heads
- J - Forged aluminum alloy pistons

- K - Forged aluminum alloy connecting rods
- L - Oversized replaceable air filters
- M - Extreme-duty Tri-Max 100% cast iron pump
- N - Balanced & forged ductile iron crankshaft
- O - Oversized tapered roller bearings
- P - Oil sight gauge
- Q - Low RPM Hush-Quiet™ pump
- R - Pressure gauge with service valve
- S - ASME pressure safety valve
- T - Automatic pressure switch



Visit www.bendpak.com or call 1-805-933-9970

© 2014 BendPak / Ranger Products are registered trademarks.



*Valid at participating dealers. Prices are subject to change.

Program
Distribution
Report

AAM Group

Aftermarket
Auto Parts
Alliance

AIM/
Uni-Select

Automotive
Distribution
Network

Auto Parts
Associates
Inc.

CARQUEST
Auto Parts

Engine Pro/
Engine Parts
Group

Federated

NAPA

National
Pronto
Association

TruStar



Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly
Distribution e-newsletters
SearchAutoParts.com

One can make a **DIFFERENCE**

When you drive, think about how many times you have turned on your turn signal and somebody made the effort to let you change lanes. What about when you have a single item at the store and there is someone in front of you with a huge basket full. Have you been waved around? Most of the time the answer is “No.”

I don't think people are all intentionally inconsiderate. I think they are just too self-absorbed to take notice of

what is going on around them and they just don't think about the other humans that share the line, the road and the planet with them. That's why when people go out of their way to help it makes such a huge difference.

A few weeks ago I flew into Vegas with my mom. We were both teaching at CARS and NACE. As a board member for ASA I had come up with this idea to have an area of the show that our vendors could

demonstrate scan tools, computer powered measurement tools and such on live cars.

It was a daunting task to get cars that everyone could work with and we finally decided that we were going to get a new Camaro and a Prius. I ordered the Prius without fuel so it could go inside the show. The Camaro was going outside so it was not an issue.

Mom was going to be the driver on the Prius. When we got to the rental car place we found that someone had taken our special fuel-less Prius and there were no others to be found. No cars low on fuel and the only Toyotas were Siennas, which have a good-sized fuel tank, all packed with fuel. I figured if worse came to worse I would disconnect the fuel sender to make the trade show folks happy. Only problem is you have to remove the tank on a Sienna and I was not getting after that in a parking lot with my MacGyver tool.

When we arrived at the hotel convention center it became clear that the location we were going to use for the Camaro was too far away for our trick wireless scan tools to work and we would need a golf cart to go back and forth, sort of making the whole demonstration kind of pointless. We decided to move it inside, but it had a full tank of fuel. While all of this was going

If worse came to worse, I'd disconnect the car's fuel sender to make the trade show folks happy.

on I had the Sienna running in the loading dock to use up some fuel.

The folks at the convention center brought out a very impressive fuel transfer setup and said they would pump out all the fuel. I told them with the onboard vapor recovery systems and anti-splash back valves I didn't think it would work. Two hours later we had removed about 2 gallons from the van and determined that the Camaro was not siphonable.

While I was standing there chatting with the dock guys whom I was on a first name basis with by this point, one of them named Virgil was bemoaning the fact that we were ...CONTINUE
READING □



DONNY SEYFER
Operations Manager
Seyfer Automotive, Inc.



- Click once to zoom in
- Click & hold to move page around

COLUMNISTS

AASA/OAC

What do changes in China mean for the aftermarket?

Bob Moore

What's next after Advance acquires CARQUEST?

Mark Smith

Seemingly odd business pairings boost revenue

Stephen Barlas

EPA opens door to use of new, green refrigerant

➔ More articles by **DONNY SEYFER** ➔ **RELATED** articles ➔ **AUTHOR** bio

Program
Distribution
Report

AAM Group

Aftermarket
Auto Parts
Alliance

AIM/
Uni-Select

Automotive
Distribution
Network

Auto Parts
Associates
Inc.

CARQUEST
Auto Parts

Engine Pro/
Engine Parts
Group

Federated

NAPA

National
Pronto
Association

TruStar



JANUARY
2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly
Distribution e-newsletters
SearchAutoParts.com

What's next after **ADVANCE ACQUIRES CARQUEST?**

There is a traditional Chinese salutation that roughly translates to, “may you live in interesting times.” These are most certainly interesting times in the automotive aftermarket.

Lately, I have found myself thinking quite a bit about a most interesting marketplace development: Advance Auto Parts’ acquisition of General Parts International and its CARQUEST brand. The significance of one of the Big 3 retailers buying one of the Big 3 traditional distributors is earthshaking. Placing it on the Richter scale of aftermarket occurrences, it may be the biggest thing since CARQUEST acquired WORLDPAC in 2004.

Advance Auto Parts, CARQUEST and WORLDPAC have operated successfully and independently for years. The question now is, how will they be integrated, if at all and how much tougher can they be under a single ownership?

Advance has a strong track record of integrating companies it acquires. I recalled that they had a history of acquisitions, but I forgot how significant a history it was.

Look back with me: They acquired Western Auto in 1998; Carport Auto Parts and Trak Auto in 2001; Discount Auto Parts in 2002 and Autopart International

in 2005. While I have no data to support the observation, I suspect that at least one of those acquisitions was actually larger than Advance. I’m talking about Western Auto, where the management team of the day was challenged with the not-so-small task of shedding hundreds, if not thousands of service bays. That undertaking was accomplished with no external evidence of strife.

But Advance also has experience in operating acquired entities separately. Look at Autopart International. The 200+ store chain was acquired in 2005 and has operated autonomously ever since.

All this history begs the question, “What will the new entity look like?”

From the outside looking in, Advance would appear to have it all. They have the DIFM and DIY business covered. They have something for independent garages as well as the national chain shops. And clearly, they have products for domestic and foreign name-plate vehicles.

Undoubtedly, whatever configuration the new business takes, it will be a formidable competitor for every reseller in the marketplace. Additionally, they will be a force to reckon with as a purchaser of products and

“One of the Big 3 retailers buying one of the Big 3 traditional distributors is earthshaking.”

will create more than just a bit of hand wringing by the supplier community as they “rationalize” lines, brands and suppliers.

But there are ample challenges for the combined businesses to face. Regardless of the direction they choose, some integration will be necessary. It will be demanding and will consume significant time and resources.

There will be crashes of culture as ...CONTINUE READING ▢



BOB MOORE
President, Bob Moore & Partners



- Click once to zoom in
- Click & hold to move page around

Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/ Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/ Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar

➔ More articles by **BOB MOORE** ➔ RELATED articles ➔ **AUTHOR** bio



JANUARY 2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly Distribution e-newsletters
SearchAutoParts.com

What do China's changes mean FOR THE AFTERMARKET?

At the end of 2013, China's government announced social reforms and changes to its financial sector that have the potential of reshaping the country's competitive landscape.

Reforms to China's financial system are expected to increase the country's consuming class, potentially doubling it to 600 million people by 2020, according to Bloomberg. International corporations ranging from General Motors to Mondelez International Inc. (Oreo cookies and Ritz crackers) to Yum! Brands Inc. (KFC and Pizza Hut chains) are boosting their investments in China to reach this growing consumer market.

China's economic reform may include establishing market-determined prices for resources, boosting private-sector and foreign investment, and encouraging urbanization. The government has pledged to implement these measures by 2020 – all of which could make it a high-income country.

Much attention has been paid to China's proposed easing of its "one-child" policy. This will increase long-term demand for a wide range of consumer goods – including automotive products.

The one-child reform has the potential to drasti-

cally change China's demographics. According to Bloomberg data, 17.1 percent of China's 1.36 billion population are aged below 15, compared with India's 28.5 percent, Brazil's 25.4 percent and Russia's 15.9 percent. A study by the China Academy of Social Sciences suggests that the policy change should add about 1 million babies by 2015.

What does this mean for the global automotive aftermarket? EY forecasted that the Chinese autoparc is expected to grow to nearly 225 million vehicles within the next 10 years. A Chinese baby boom translates into more parents shopping for cars. According to Citigroup Inc.'s research in China, parents with two children are much more likely to buy a car than parents with one child.

GM has committed to spend \$11 billion in China by 2016 on new plants, products and people. The carmak-

er reported sales of 2.84 million vehicles through joint ventures last year and has set a goal of selling 5 million vehicles by 2015.

More vehicles on the Chinese roads mean more vehicle maintenance. The country's developing independent aftermarket needs to be prepared to meet the challenge of keeping the growing vehicle population on the road.

AASA and its event partners addressed this need at the annual Automotive Aftermarket Summit during Automechanika Shanghai 2013, focused on "Employee Training & Service Innovation." The free event, open to manufacturers and distributors, included discussions of "Personnel Development of Automotive Industry Aftermarket," "Exploring the Online to Offline Service Model," and "Transformation and Upgrading ...CONTINUE READING □"

“The one-child reform has the potential to drastically change China's demographics.”



CURTIS DRAPER
Vice President, Industry Analysis,
Programs and Member Services,
AASA

- Click once to zoom in
- Click & hold to move page around



Program
Distribution
Report

AAM Group

Aftermarket
Auto Parts
Alliance

AIM/
Uni-Select

Automotive
Distribution
Network

Auto Parts
Associates
Inc.

CARQUEST
Auto Parts

Engine Pro/
Engine Parts
Group

Federated

NAPA

National
Pronto
Association

TruStar

More articles by **CURTIS DRAPER** → RELATED articles → AUTHOR bio



Industry News

Hot Auto Products

5 International Trends

9 Technology Trends

13 Donny Seyfer

Join our Community

Contact Us

7 Vendor Market Trends

11 Dealership Market Trends

14 Bob Moore

Sign up for weekly
Distribution e-newsletters
SearchAutoParts.com

EPA opens door to use of NEW 'GREEN' REFRIGERANT

“A Honeywell petition submitted to the EPA in 2009 led to the EPA decision.”

In November, the Environmental Protection Agency (EPA) continued to clear a path for use in the U.S. of the new motor vehicle air conditioning refrigerant HFO-1234yf.

The agency said that states could not consider the refrigerant, which OEMs have started to use, a volatile organic compound (VOC). That means states cannot limit HFO-1234yf's use as part of an ozone/smog reduction strategy.

A Honeywell petition submitted to the EPA in 2009 led to the EPA decision. Honeywell and DuPont, the other major marketer of HFO-1234yf, are selling it as a replacement for HFC-134a in motor vehicle air-conditioners (MVAC). HFC-134a has been used in automobile MVAC systems across the industry since 1993. But HFC-134a has a global warming potential (GWP) of 1430, much higher than HFO1234yf's GWP of 4.

Carmakers selling into Europe already face a European Union Directive mandating OEMs use AC refrigerants with a GWP below 150 starting last January. Use of HFO-1234yf in the U.S. is being spurred by the EPA/DOT car mileage/greenhouse gas (GHG) requirements, which give automakers credits for

use of green air conditioning refrigerants.

At about the same time the EPA was excluding HFO-1234yf as a VOC, it was publishing final rule making changes in the Significant New Use Rule (SNUR) for HFO-1234yf. These SNURs dictate what hoops manufacturers have to jump through before selling a new chemical. In many instances, distribution is limited. That was the case with the original SNUR for HFO-1234yf issued in 2010.

According to Michael Conlon, the outside counsel for the Automotive Refrigeration Products Institute, that 2010 SNUR effectively banned sales of HRO-1234yf in the aftermarket. The new SNUR the EPA issued November 1, 2013 took an important first step toward reversing that decision. "It was important to get this new SNUR because we could not have gone for a new SNAP rule without it," explains Conlon.

SNAP stands for the EPA's Significant New Alternatives Policy program. It tells users of new refrigerants exactly how they can be used. In the case of the SNAP for HFO-1234yf issued in March 2011, the EPA restricted its use to OEMs and service stations that comply with certain conditions, such as using contain-

ers that are over 20 pounds and have fittings that comply with SAE standards. The updated SNUR now gives the aftermarket retail market standing to expand that March 2011 SNAP to consumer use of HFO-1234yf. The EPA is waiting for DuPont and Honeywell to come up with the proper fittings for containers below 20 pounds before approving consumer uses.

It is true that aftermarket sales of HFO-1234yf, after an expanded SNAP approval is secured, will ramp up slowly. That said, General Motors is already using the refrigerant in the Cadillac XTS and in the European version of the Chevrolet Malibu. Over the next five years or so, GM will convert most of its models sold

...CONTINUE READING ▢



STEPHEN BARLAS
Washington Correspondent

- Click once to zoom in
- Click & hold to move page around



Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/ Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/ Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar

More articles by **STEPHEN BARLAS** → RELATED articles → **AUTHOR** bio



JANUARY 2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly Distribution e-newsletters
SearchAutoParts.com

Seemingly odd business pairings BOOST REVENUE

Do opposites attract? Yin and Yang? Beauty and the Beast? Felix and Oscar? The real issue I'm talking about is not so much how opposites attract as it is about things that pair well together and complement each other. More like Dr. Evil and Mini-Me from the Austin Powers movies.

We are all familiar with the term diversification and how that applies to us. Being a traditional jobber is great, but if you add hydraulics, paint, ATV parts and supplies, or service to the normal offerings, we become more robust and less dependent on the traditional fare of auto and truck parts.

It's agreed by everyone that diversification attracts more potential clients, but I say the bulk of new potential clients are still within the framework of all-things loosely automotive or service related, but harder to attract. What I propose is something outside the box. If you have the room, talent and desire to attract a totally new set of customers, you are going to have to offer something a little different than normal.

I'm not proposing that you add an ice cream parlor or a donut shop, although we all love those sugary treats. The idea of one of my greasy-fisted techs or myself

serving a banana split produces more health hazards than potential profits. Here's a list of a few businesses that I've added to my automotive parts business.

Truck and Trailer Rental/Dealer

I'm not endorsing one over the other, but there is some easy money to be made renting moving equipment, car dollies, lowboys and enclosed trailers. Most of these add-on businesses require some space for parking the equipment, a computer with Internet capability and someone who knows a good amount about hitches. It also will require a little training as to how the whole system works.

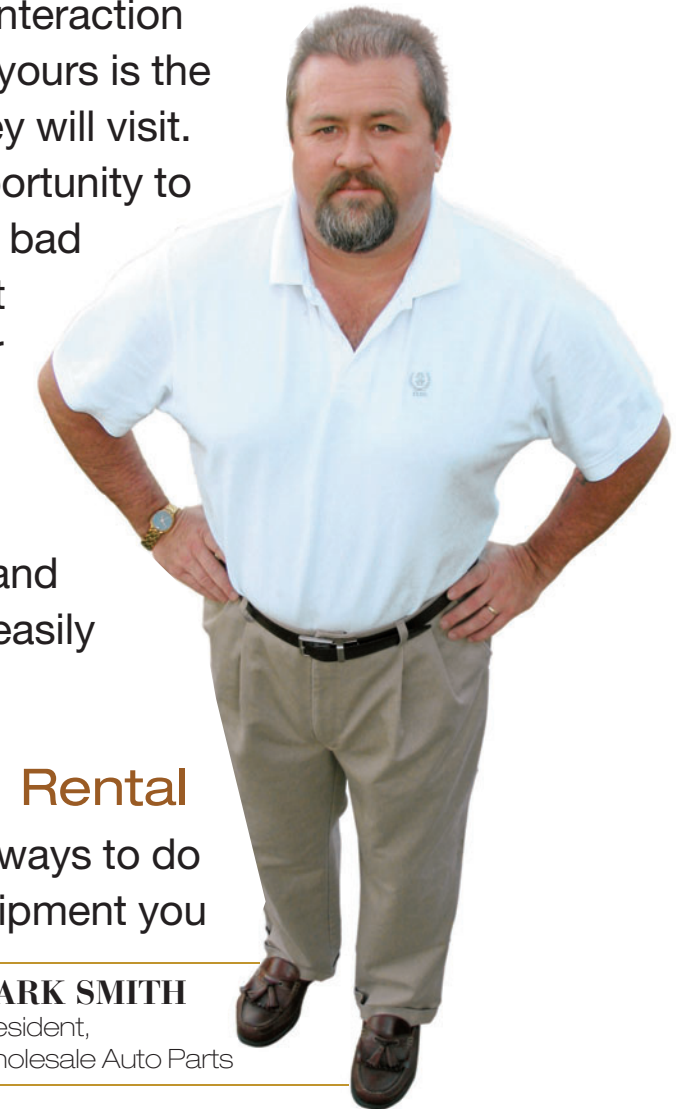
Most of these are commission-based programs where all advertising and brochures are provided free of charge. We currently participate in a dealer program like this, so here are some of the good things to expect. First and foremost, commission every month with no additional overhead. Increased hitch sales along with all towing accessories. An add-on business like this will attract many people from all around your normal customer base, even further than your normal diameter reach, and most of these people have never been in your store or knew you existed.

“Here's a list of a few businesses that I've added to my automotive parts business.”

Plus, new people moving to the area get their first automotive business interaction with you. Many times yours is the first local business they will visit. This can be a real opportunity to shine. There are a few bad things to expect, most of which are customer service issues. They can be cumbersome transactions at times, but with a little savvy and salesmanship, all are easily overcome.

Equipment/Tool Rental

There are a myriad of ways to do this. You can rent equipment you own, such as
...CONTINUE
READING □



MARK SMITH
President,
Wholesale Auto Parts



- Click once to zoom in
- Click & hold to move page around

Program
Distribution
Report

AAM Group

Aftermarket
Auto Parts
Alliance

AIM/
Uni-Select

Automotive
Distribution
Network

Auto Parts
Associates
Inc.

CARQUEST
Auto Parts

Engine Pro/
Engine Parts
Group

Federated

NAPA

National
Pronto
Association

TruStar

➔ More articles by **MARK SMITH** ➔ **RELATED** articles ➔ **AUTHOR** bio



JANUARY
2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly
Distribution e-newsletters
SearchAutoParts.com

**GROUPS' 2014 GOALS:
GROWTH, PROFITABILITY**

The continued support of member growth and profitability top the list of program group goals in 2014, according to respondents to the *Aftermarket Business World* 2014 Program Distribution Report.

How do the program groups plan to do that? Recurring themes among 2014 group goals are to continue to invest in technology, to enhance marketing support and to offer more training. They also will focus on reducing costs and improving efficiencies.

One of the largest deals in years that has rocked the aftermarket, Advance Auto Parts acquisition of General Parts International, continues to go through regulatory approval channels and is expected to close in the first part of 2014. It is an all-cash deal for \$2.04 billion that was approved by both companies' boards of directors in October 2013.

The deal would create the largest automotive aftermarket parts provider in North America, with annual sales of more than \$9.2 billion and more than 70,000 employees.

Advance has gone on record as saying it recognizes the brand equity in CARQUEST and WORLDPAK, and it intends to keep both brands. The acquisition includes all aspects of GPI, including CARQUEST as a program group, TechNet councils, the CARQUEST Training Institute and WORLDPAK.

In November 2013, the Automotive Distribution Network said it will merge its Auto Pride and CMB subsidiaries to grow the combined brand and develop greater marketing and product programs for its affiliates.

AAM USA, Inc.

CEO/President:
Timothy Odom

Year established: 1988

WD members: 20

**Member-owned
warehouses:** 33

Total jobber stores:
4,325

States covered:
All 50 and Canada

Group structure:
Shareholders elect a six-person board of directors to serve two-year terms.

Retail: 25%

Wholesale: 75%

Private label: 2%

Major brands: 98%
Programs: AAM operates three marketing programs. Parts Pro Performance Center targets U.S. and Canadian retailers serving performance and race markets. Total Truck Centers is for the truck and SUV accessory market. Performance Corner was added when Competition Specialties joined AAM and serves truck accessory and performance parts jobbers/retailers on the West Coast.

AAM is deepening its commitment to technology and digital marketing. At the group level, AAM will broaden its data warehousing capabilities and offer increased access to competitive intelligence, market comparisons and cataloging services.



198 INDUSTRIAL PARK ROAD
PINEY FLATS, TN 37686
(423) 282-0211
FAX: (423) 282-6354
WWW.PARTSPRO.COM

**QUALITY SO
EXCEPTIONAL
THAT IT'S
BACKED BY A
LIFETIME
WARRANTY!***

AIRTEX FUEL
DELIVERY SYSTEMS
75 YEARS
OF EXPERTISE AT
YOUR FINGERTIPS



*Lifetime-limited warranty available for all electric fuel pumps and electric fuel pump assemblies.



airtexproducts.com
FREE Tech Line: +1.800.424.7839
© 2013 Airtex Products, LP



Exceptional Quality. Unmatched Support.

Program
Distribution
Report

AAM Group

Aftermarket
Auto Parts
Alliance

AIM/
Uni-Select

Automotive
Distribution
Network

Auto Parts
Associates
Inc.

CARQUEST
Auto Parts

Engine Pro/
Engine Parts
Group

Federated

NAPA

National
Pronto
Association

TruStar



JANUARY
2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly
Distribution e-newsletters

SearchAutoParts.com

Aftermarket Auto Parts Alliance

CEO/President: John R. Washbish
Year established: 1999
WD members: 53
Member-owned warehouses: 118
Total jobber stores: 2,111
Total service centers: 3,034
States covered: All 50, Canada and Mexico
Major members: Auto Wares, Metro, Hahn, Parts Warehouse Inc., Vast Auto, Eastern Warehouse Distributors
Group structure: Shareholders elect a

10-person board of directors with staggered five-year terms.
Retail: 14%
Wholesale: 86%
Private label: 12%
Major brands: 88%
Programs: Alliance Technology Suite, including ecommerce and inventory optimization; ordering solutions for non-application parts and connectivity; full product development and pricing support; leading service from APW and Certified Service Center.

The Alliance remains committed to building and enhancing IT capabilities and infrastructure to support sales across the supply chain, from vendor channel partners to warehouse, store and professional repair shops.



2706 TREBLE CREEK
 SAN ANTONIO, TX 78258
 (210) 492-4868
 FAX: (210) 492-4890
 WWW.ALLIANCE1.COM

AIM/Uni-Select

General Manager: Ron Pierce
Year established: 1990
WD members: 790
Total jobber stores: Not provided
Total service centers: Not provided
States covered: All 50
Group consists of: AIM, AIM Alliance, Auto Extra, CYGNUS, DWC and SDI
Group structure: The AIM Group consists of five affiliated groups that share expertise, shared volume and relationships with

vendors to provide the best combined service possible to all members.
Retail: Not provided
Wholesale: Not provided
Private label: 10%
Major brands: 90%
Programs: Training program; pricing; computer services for software and hardware; signage; installer program; advertising in trade publications; training materials available upon request; premium incentive company; insurance program.

Our focus in 2014 is to continue to offer our membership choice and enhanced profit opportunities. This is available with the relationship we have with Uni-Select, especially with the enhanced drop ship options offered.



645 HENDERSON AVENUE
 SUITE 10
 CARTERSVILLE, GA 30120
 (770) 386-4750
 FAX: (770) 386-4833
 WWW.THEAIMAUTOMOTIVEGROUP.COM

Your ultimate choice
 for the road ahead



Philips Vision, VisionPlus and X-tremeVision Headlight Bulbs

Philips halogen upgrade headlight bulbs deliver 30%, 60%, or even up to 100% more light on the road. More light at night makes driving safer and more enjoyable. Give your customers the headlight that's right for the way they drive – from Philips.



To learn more call 1-800-257-6054
 www.philips.com/automotive



Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar



JANUARY 2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly Distribution e-newsletters

SearchAutoParts.com

Automotive Distribution Network

CEO/President: Mike Lambert
Year established: 1977
WD members: 230
Member-owned warehouses: 375
Total jobber stores: 1,400
Total service centers: 1,500
States covered: All 50 and Canada, Mexico and Puerto Rico
Group structure: Shareholders vote on product and governance. Nine-member Executive Committee. Marketing, Product, National Account and Finance Committees are made up of members, resulting in a committee-driven association.

Retail: 10%
Wholesale: 90%
Private label: 5%
Major brands: 95%
Programs: Network Intel, includes EOP and eCommerce, Network Products Warehouse, Car Care Center and Auto Service Experts Dealer Programs, Product Development and pricing support.

In 2014, the Network will focus on ongoing technology development along with integration of Auto Pride and CMB Network. The Network's biggest challenge is continued and concentrated marketing support for all brands.



3085 FOUNTAINSIDE DRIVE, SUITE 210
 GERMANTOWN, TN 38138
 (901) 682-9090
 FAX: (901) 682-9098
 WWW.NETWORKHQ.ORG

Automotive Parts Associates Inc.

CEO/President: Dan Freeman
Year established: 1972
WD members: 113
Member-owned warehouses: 183
Total jobber stores: 2,306
Total service centers: 1,215
States covered: All except AR, LA, MS, OK, RI, SC, WV, WY
Group structure: Board of directors is not compensated and is elected by members to serve three-year terms. The group has three categories of product lines: Approved, Preferred and Professionals' Choice. APA is a compliance group.

Retail: 20%
Wholesale: 80%
Private label: 35%
Major brands: 65%
Programs: Training; promotions; service programs for jobbers and installers; national advertising in industry trade publications; APA website; data warehouse; national discounts program.

For 2014, APA will continue to develop Data Solutions inventory and business management systems and partner with more OEM manufacturers. Main challenges include margin compression and lowering operation expenses.



10551 LACKMAN ROAD
 LENEXA, KS 66219
 (800) 552-4049
 FAX: (913) 310-9255
 WWW.PROFESSIONALSCHOICE.COM

CARQUEST Auto Parts

CEO/President: David McCartney
Year established: 1974
WD members: 3
Member-owned warehouses: Not provided
Total jobber stores: 3,000
States covered: All 50
Major members: Automotive Warehouse Inc., CAP Warehouse, General Parts Inc.
Group structure: Not provided
Retail: 20%
Wholesale: 80%

Private label: 90%
Major brands: 10%
Programs: Advertising programs; marketing support; TECH-NET Professional Auto Service for commercial customers; full CARQUEST brand product support; store training programs; CARQUEST Technical Institute for commercial customer training; financial assistance; CARQUEST insurance programs; store layout and design services; retail advertising support.

At CARQUEST, customer service is driven by 18,000 teammates who are passionate about delivering excellence in everything they do. CARQUEST delivers the right products to the right place at the right time.



P.O. BOX 26929
 RALEIGH, NC 27611-6929
 (919) 573-2500
 FAX: (919) 573-2501
 WWW.CARQUEST.COM

Engine Pro/Engine Parts Group Inc.

CEO/President: Don Weber
Year established: 1989
WD members: 10
Member-owned warehouses: 35
Member-owned jobber stores: 0
Non-member owned jobber stores: 9,000
Total jobber stores: 9,000
States covered: All 50
Major members: Not provided
Group structure: Equally owned by 10 independent distributor members

Retail: 0%
Wholesale: 100%
Private label: 15%
Major brands: 85%
Programs: National parts finder; motorsports affiliation; and other sales, marketing and promotional programs. Distribution centers warehouse a full line of internal engine components for domestic and import passenger car, light truck, heavy duty, industrial, marine, agricultural and performance use.

In 2014, Engine Pro aims to continue to work toward making maximum profits for its shareholders. Engine Pro brand products are designed to offer the highest quality in high performance parts along with a moderate price.



4891 INDEPENDENCE STREET, SUITE 155
 WHEAT RIDGE, CO 80033
 (303) 424-3200
 FAX: (303) 424-4999
 WWW.GOENGINEPRO.COM

AAM Group

Aftermarket Auto Parts Alliance

AIM/Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar



Industry News

Hot Auto Products

5 International Trends

9 Technology Trends

13 Donny Seyfer

Join our Community

Contact Us

7 Vendor Market Trends

11 Dealership Market Trends

14 Bob Moore

Sign up for weekly Distribution e-newsletters
SearchAutoParts.com

Federated Auto Parts Distribution

CEO: Rusty Bishop parts ordering; obsolete parts program; inventory management; Enhance Supply Chain Initiative; Federated Car Care Installer Program; discount pricing; signage; Internet support; Technician's Diagnostic Hotline; business training seminars; print, radio & TV advertising; credit card program; national warranty programs; shop layout/design; employee uniforms; major name brands; shared logo lines; private label lines; specialty items; training clinics; member-owned co-man warehouse.

President: Larry Pavey

Year established: 1985

WD members: 60

Member-owned warehouses: 155

Total jobber stores: 4,000

States covered: All 50 plus Canada

Group structure: Board of directors are elected to serve one-year terms.

Retail: 20%

Wholesale: 80%

Private label: 15%

Major brands: 85%

Programs: Computerized

Federated's 2014 focus continues to be supporting member growth in sales and profitability. They will also work to reduce administrative costs and improve supply chain efficiency through collaboration with supplier partners.



P.O. BOX 2248
STAUNTON, VA 24402
(540) 885-8460
FAX: (540) 885-7612
WWW.FEDERATEDAUTOPARTS.COM

National Automotive Parts Association

CEO/President: Dan Askey

Year established: 1925

WD members: 1

Member-owned warehouses: 64

Total jobber stores: 6,000

Total service centers: 14,500

States covered: All 50

Major members: Genuine Parts Co., among others

Group structure: Board of directors

Retail: 20%

Wholesale: 80%

Private label: 90%

Major brands: 10%

Programs: In-store design and merchandising; counter personnel training/certification; technology services; dealer merchandising programs; advertising; inventory management; obsolescence protection; preferential billing terms; specialty items; employee uniforms; market research; seminars; product warranties; group insurance plans, among others.

NAPA's main goal for 2014 is to continue business growth. The group offers a complete suite of estimating, shop management and technical software tools to help installer customers become more efficient and streamline their business process.



2999 CIRCLE 75 PARKWAY
ATLANTA, GA 30339
(770) 956-2200
FAX: (770) 956-2201
WWW.NAPAONLINE.COM

National Pronto Association

CEO/President: Bill Maggs

Year established: 1978

WD members: 93

Member-owned warehouses: 201

Member-owned jobber stores: 832

Non-member-owned jobber stores: 950

Total jobber stores: 1,782

Member-owned service centers: 0

Non-member-owned service centers: 1,700

Total service centers: 1,700

States covered: All except KY, MT, NC, NM, WV and WY.

Group structure: Members elect an executive board of directors.

Retail: 15%

Wholesale: 85%

Private label: Pronto brand

Major brands: Bendix, Cardone, Denso, Dayco, Dorman, Fel-Pro, Gates, Goodyear, Hastings, KYB and others

Programs: Pronto Smart Choice Advantage Service Center Program.

Pronto's focus will be to continue to help its service center, jobber and installer customers grow their business profitably. Areas of concentration include marketing support, inventory management, product availability and great customer support systems.



204 N. DOOLEY STREET, SUITE 300
GRAPEVINE, TX 76051
(817) 430-9449
FAX: (817) 430-9559
WWW.PRONTO-NET.COM

TruStar

CEO/President: Steve Upton

Year established: 1987

WD members: 65

Member-owned warehouses: 150

Member-owned jobber stores: 40

Member-owned service centers: 1,000

Non-member owned service centers: 45,000

States covered: 47, plus Canada and Mexico

Major members: AB&S Warehouse, American Undercar, Birmingham

Spring Service, Brake Warehouse, Frank Supply, among others

Group structure: Members located in U.S., Mexico, Canada that head steering and marketing committees.

Retail: 20%

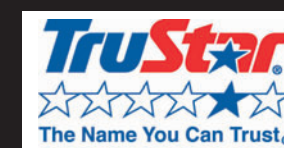
Wholesale: 80%

Private label: 40%

Major brands: 60%

Programs: Installer's Choice Marketing Program; TruStar Promotion Calendar, Warehouse Distributor Trip Promotions; TruStar Graphic Package; others.

TruStar's objectives for 2014 are to develop new manufacturer programs while creating support for the current, existing manufacturer programs and to add value. A main challenge will be battling the economy while growing WD membership.



2404 S. GRAND BOULEVARD, SUITE 200
PEARLAND, TX 77581
(281) 485-9908
FAX: (281) 485-4101
WWW.TRUSTARINC.COM

Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar



JANUARY 2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly Distribution e-newsletters

SearchAutoParts.com

Automotive Parts Associates, Inc.: Returning value in membership through service, products and education

The fastest growing program group, Automotive Parts Associates, Inc. (APA) is a member-owned cooperative with more than 110 independent WDs and over 300 locations throughout North America. APA is a proud member of AWDA, AAIA and AIA.

Our members' distribution centers offer national brand product lines and the house brand, Professionals' Choice. Many are made by suppliers you and your customers already support.

Our approach to member service is a mix of buying power, marketing support, customer loyalty programs and education. We negotiate favorable pricing with manufacturers and attain better deals and rebates than members could get on their own. We monitor the industry and our shareholders to ensure we're adding the right lines at the right price with the right terms.

APA also has a Data Solutions warehouse, customer loyalty programs, two major sweepstakes and an incentive trip each year.

APA also brings its members education. Our annual meeting each March offers sessions on the hottest topics, as well as networking opportunities to talk strategy with your peers. We also have an annual regional meeting to discuss hot issues pertinent to specific market areas.



Manufacturer-shareholder meetings at an APA conference

APA has active committees made up of its members that include a Board of Directors, a Product Committee and a Technology Committee. By supporting these member committees, we are continually assuring we're headed in the right direction for the membership.

APA, which is a not-for-profit group, believes our buying group is strong because we put our members first, treat every member equally and we maintain a strong foundation for our members so they can build their businesses, while also building strong loyalty with their customers.



- Click once to zoom in
- Click & hold to move page around

APA Data Solutions

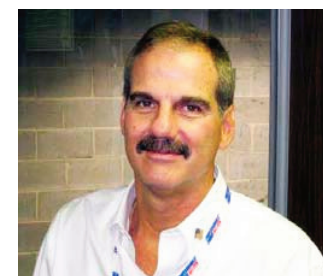


A VALUABLE TOOL FOR TODAY'S
ULTRA COMPETITIVE ENVIRONMENT

APA Data Solutions is the data warehouse division of Automotive Parts Associates (APA). APA partnered with WHI to design this state of the art data collection system as a business intelligence tool for APA shareholders. APA Data Solutions provides instant access to parts sales of service technicians throughout North America. It's a great tool for fine tuning your inventory or deciding whether to take a line or not. Instead of just listening to what the manufacturers tell you to stock or leaving that decision to chance, Data Solutions give you the opportunity to look at the actual detail of what's selling in your market.

Testimonial: Mike Brown, Olympus Imported Auto Parts—Alexandria, VA

Management of data is a critical element in successfully competing in today's hyper competitive, complex marketplace.



With APA Data Solutions, I can harness that information to manage my inventory far more effectively. Through the use of information from other APA group members as well as an extensive net-

work of Nexpart installer technicians, my purchasing decisions are streamlined, very accurate and right on the money. Seeing what the rest of the country is doing allows us to determine the areas where we may be missing opportunities.

Data Solutions has opened a gold mine of information available to our company. Not only can I see items that are selling and should be purchased but also instantly identify the parts where movement has slowed and need to be adjusted out of inventory.

My obsolescence and stock adjustment procedures have been greatly simplified. It has become an extremely valuable tool for helping us keep our inventory lean and mean. From interchanges to inventory turns to branch analysis and insuring profitability, Data Solutions has become an essential tool for my company to continue to compete at the highest level.

Signing on with Data Solution for us was an excellent business decision. I would encourage all APA members to do the same right away.

"Seeing what the rest of the country is doing allows us to determine the areas where we may be missing opportunities."

-- Mike Brown

For more information
contact APA:
(913) 310-9250 Ext. 2

Testimonial: Mike Maloof, World Auto Parts — Cleveland, OH

"It saves time, money, and makes my inventories accurate and current."

-- Mike Maloof



Parts proliferation is placing pressure on all of us, and we cannot afford to stock everything. APA Data Solutions has helped us stock the right parts, and determine when the demand cycles for certain sku's begin to change.

We've also discovered that not only are new products more in line with sales expectations, my existing lines are being brought up to date as I review all my lines through APA Data Solutions.

It's inefficient to jump back and forth to web sites and use individual tools from the vendors for inventory control. For the first time, I have one tool to solve my inventory problems and take the guess work out of stocking product.

The information that I receive from the APA Data Solutions program is in real time, and reflects actual sales to the service dealer.

When I am completely done evaluating my in-

ventory needs; I will be able to reduce my inventory without sacrificing sales.

Overall, this program is everything it was meant to be and then some. It saves time, money, and makes my inventories accurate and current.



Program
Distribution
Report

AAM Group

Aftermarket
Auto Parts
Alliance

AIM/
Uni-Select

Automotive
Distribution
Network

Auto Parts
Associates
Inc.

CARQUEST
Auto Parts

Engine Pro/
Engine Parts
Group

Federated

NAPA

National
Pronto
Association

TruStar



Industry News

JANUARY
2014

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly
Distribution e-newsletters

SearchAutoParts.com

For immediate assistance in placing your Marketplace ad, please call Keith Havemann at: 310-857-7634. Send a fax: 310-943-1465 or e-mail: khavemann@advanstar.com

Manufacturers Representatives

SOUTH



Service. Knowledge. Results. 80 Years of Experience.

N.A Williams Company has been providing sales and marketing solutions for its clients for 80 years.
115 aftermarket professionals.



2900-A Paces Ferry Rd., S.E., Atlanta, GA. 30339
770-433-2282
www.nawilliams.com




SOUTH

Click Here to INCREASE SALES



tascosalesreps.com
The Solutions Provider

www.tascosalesreps.com
www.twitter.com/TASCOSALESREPS
www.facebook.com/Tascosalesrepscom





AFTERMARKET BUSINESS WORLD™

Content Licensing for Every Marketing Strategy



Marketing solutions fit for:

- Outdoor
- Direct Mail
- Print Advertising
- Tradeshow/POP Displays
- Social Media
- Radio & Television

Logo Licensing | Reprints | Eprints | Plaques

Leverage branded content from *Aftermarket Business (E-Zine)* to create a more powerful and sophisticated statement about your product, service, or company in your next marketing campaign. Contact Wright's Media to find out more about how we can customize your acknowledgements and recognitions to enhance your marketing strategies.

For more information, call Wright's Media at 877.652.5295 or visit our website at www.wrightsmmedia.com

Let Marketplace Advertising Work For YOU!

Generate sales leads, maintain market presence, conduct market testing, promote existing lines, introduce new products and services, or recruit the best.

Contact Keith Havemann 310-857-7634 or email khavemann@advanstar.com

Program Distribution Report

AAM Group

Aftermarket Auto Parts Alliance

AIM/ Uni-Select

Automotive Distribution Network

Auto Parts Associates Inc.

CARQUEST Auto Parts

Engine Pro/ Engine Parts Group

Federated

NAPA

National Pronto Association

TruStar



JANUARY 2014

Industry News

Join our Community

Hot Auto Products

Contact Us

5 International Trends

7 Vendor Market Trends

9 Technology Trends

11 Dealership Market Trends

13 Donny Seyfer

14 Bob Moore

Sign up for weekly Distribution e-newsletters **SearchAutoParts.com**