



welcome to **auto care insider 100**

The Auto Care Association is pleased to
present volume 100 of *Auto Care Insider*.

This issue highlights two dynamic association reports –
the *2017 Digital Auto Care Factbook* and
The State of Auto Care – and provides
Toolbox tips for working from home.

www.autocare.org

AUTO CARE

26th
EDITION

2017

THE SOURCE FOR AUTO CARE INDUSTRY INFORMATION

DIGITAL AUTO CARE

factbook

VOLUME
100



the state of auto care | your industry, your association

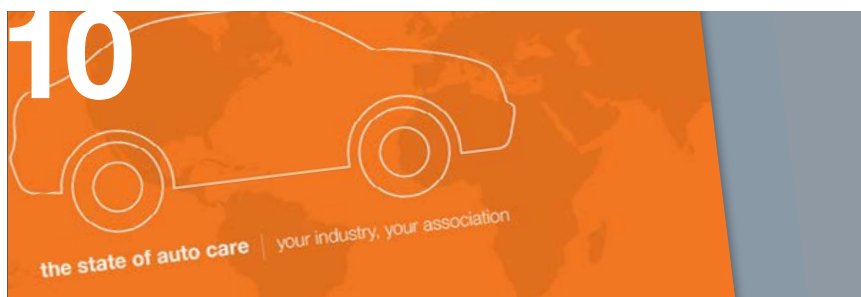
AUTO CARE insider

VOLUME
100

FEATURES



2017 DIGITAL AUTO CARE FACTBOOK For more than a quarter of a century, the association's cornerstone *Digital Auto Care Factbook* has provided the comprehensive auto care data and analysis the industry needs to make sound, data-based business decisions. Insider explores the 26th installment of this must-have flagship of facts.



THE STATE OF AUTO CARE You are part of the dynamic auto care industry, and you are also part of its dedicated Auto Care Association. The new *State of Auto Care: Your Industry, Your Association* report details key industry headwinds and tailwinds, and profiles the association's programs, initiatives and solutions designed to address each issue.

The editorial staff of *Auto Care Insider* is always looking for ideas for news and features about the industry. If you have any suggestions, please contact Rich White at 301.654.6664 or email rich.white@autocare.org.



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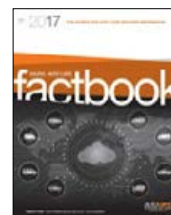
Gina Lemon



DID YOU KNOW?

Global vehicle registrations surpassed the 1 billion unit mark in 2015 for the fourth consecutive year.

Source: Digital Auto Care Factbook 2017



VOLUNTEER LEADERS — THE BIG GIVE

WINSTON Churchill once said,
“We make a living by what we get.
We make a life by what we give.”

Our association's volunteer leaders, who make their living in the auto care industry, give their valuable time and impassioned support to the Auto Care Association.

Whether serving on the board of directors or on a committee, our volunteers bring an engaging community spirit and provide vision and direction that drives the association's current and future work.

They are the lifeblood, the backbone, the stewards of the Auto Care Association. They enhance our organizational strength by extending the resources available to the association. They serve to extend the resources of the association by providing extra hands that enable the professional staff to perform tasks and activities that might not otherwise be possible.

The strength of our association depends on the level of membership involvement and advocacy of our programs. To facilitate this, we must combine and coordinate the efforts of members, volunteer leaders and the staff — our human capital — to develop and execute meaningful and relevant programs.

This is no more evident than during the bi-annual Leadership Days when nearly 400 volunteer leaders, members and staff join together for three days of more than 30 meetings of segment communities, standing committees, the board of directors and other meetings. Leadership Days is the mechanism that fosters the spirit of volunteerism and collaboration of our human capital. ■



BILL HANVEY
Auto Care Association
President & CEO

Our volunteers bring an engaging community spirit and provide vision and direction that drives the association's current and future work.

NEW OFFICERS AND BOARD OF DIRECTORS

The Auto Care Association elected its new officers and board of directors for 2016-2017, effective July 1, 2016.

The Auto Care Association's elected officers of the Executive Committee

Chairman

Michael Klein, Las Colinas Investments, LLC

Vice Chairman

Mark Finestone, AutoZone, Inc.

Treasurer

Todd Hack, The Gates Corp.

Secretary

Cal Wilkins, tascosalesreps

Vice President

Scott LeProhon, NAPA

Vice President

John Washbish, Aftermarket Auto Parts Alliance, Inc.

Vice President

Jim Dykstra, Dytech Auto Group

Vice President

Bill Maggs, National PRONTO Association

Past Chairman

Rick Jago, Jago and Associates

Five new individuals were elected to the Board of Directors

Guy Andrysick, Spectrum Brands Holdings, Inc.

Brad Kraft, Hopkins Manufacturing Corp.

Steve Bearden, H.B. International Marketing Services, Inc.

Donna Wagner, Northwood University

JR Bishop, Federated Auto Parts

Continuing board members

Jeff Darby, Dorman Products

Mike Fitzgerald, Innova Electronics Corp.

Frank Frederick, Schrader International

Marty Gold, Gold N' Brown Consulting

Eugene Han, O'Reilly Auto Parts

E. Fletcher Lord, Replacement Parts, Inc.

Roger McCollum, N.A. Williams

Josh Meyer, Robert Bosch, LLC

Sherri Rains, Technical Chemical Co.

Don Reimondo, HDA Truck Pride

Randall Ward, Automotive Aftermarket Association Southeast

Scott Webb, Pilot Automotive

For more information, visit www.autocare.org.

THE 2017 DIGITAL AUTO CARE

factbook



ook

INDUSTRY INFORMATION

ook

FOR 26 years, the auto care industry has relied on the *Factbook* and its comprehensive industry data and analysis as the cornerstone for making sound, data-based business decisions.

As the technical sophistication of the auto care industry has grown over the last two decades, the presentation of the most relevant industry trends and information in the Auto Care Association's *2017 Digital Auto Care Factbook* has followed suit. Paralleling the industry's evolution, the association's annual flagship market intelligence publication has increasingly provided the latest industry information through new, interactive and enhanced online features. Take a look inside the newest installment of the industry's must-have resource for business – *2017 Digital Auto Care Factbook*.

Powered by Nxtbook Media LLC™, the new value-added content highlights in this year's edition include:

- An updated summary of “Key Economic Indicators 2012-2016”;
- The latest summary of “Key Issues” and “The Business Confidence Index”;
- An extended Industry Forecast through 2019 by IHS Automotive;
- An updated Program Distribution Summary by Babcox Media;
- A new “Global Automotive Aftermarket Review” by Jefferies;
- Updated U.S. New and Total Vehicle Registrations by IHS Automotive;
- An updated Hybrid Vehicles Summary;
- A recap on the AAPEX education session titled “Aftermarket Dynamics”;

- Updated Global Registration summary by IHS Automotive; and
- New insights on Chinese Automotive Aftermarket by Technomic Asia.

U.S. Auto Care Industry

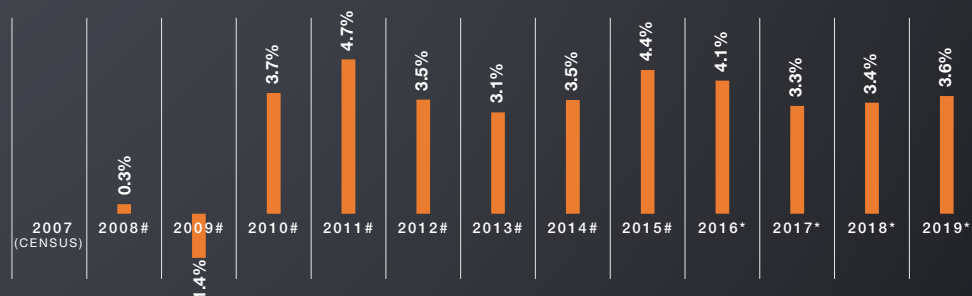
The U.S. auto care industry consists of the light vehicle, medium and heavy duty truck markets. Having weathered the economic downturn, the industry generated an estimated \$342.5 billion in 2015 and is expected to reach \$394.2 billion by 2019. The automotive sector is expected to lead the upturn, with sales of \$296.3 billion by 2019, followed by the medium and heavy duty market with \$97.9 billion in sales.

This forecast is the product of the Auto Care Association's and the Automotive Aftermarket Suppliers Association's (AASA) Channel Forecast Model. The Channel Forecast Model is predicting a 3.7 percent compounded annual growth for the auto care industry through 2019. During the same period, the U.S. economy is projected to grow at an average of 4.4 percent, a mere 0.7 percentage points above the auto care industry.

Growth Rate of the U.S. Motor Vehicle Auto Care Industry

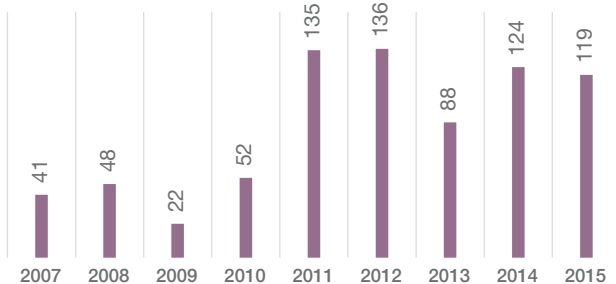
The auto care industry experienced a mild decline in sales during the 2008–2009 economic down turn. However, starting in 2010, the industry rebounded to strong annual growth as demonstrated in the chart below.

U.S. MOTOR VEHICLE AFTERMARKET
(PERCENT CHANGE FROM PREVIOUS YEAR)



Source: 2017 Digital Auto Care Factbook # Estimated *Forecast

Number of Auto Care Industry Transactions, 2007-2015



Source: Jefferies, LLC; 2017 Digital Auto Care Factbook

2015 Mergers and Acquisition (M&A)

According to Jefferies, a global investment banking firm, there were 119 reported M&A transactions in the U.S. last year and in 67 (56 percent) of those transactions, an auto care industry supplier/manufacturer was the target. Companies with business interests in the light vehicle market, comprised an overwhelming majority (94 percent) of those acquired. These M&A activities were driven by the increasing miles driven, rising average age of vehicles at a record high 11.6 years, rapid (4.1 percent) growth in vehicles over the age of 11 years, growing light vehicle fleet and the availability of significant investment capital.

New Light Vehicle Registrations

Since the 2008 economic recession that led to Americans holding on to their aging vehicles, demand for new vehicles has risen. Pent-up demand for vehicles, coupled with improving consumer confidence in the economy, produced gradually improving new vehicle sales. More than 17 million new light vehicles were registered in 2015, up nearly one million vehicles from the previous year. The forecast for new vehicle registrations is projected to reach 18 million in 2016.

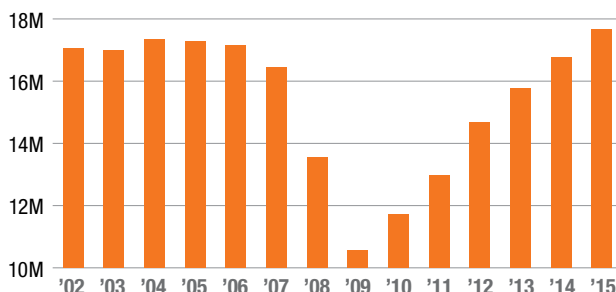
As a result of increased new vehicle registrations, the number of vehicles on the road as of January 2016 grew to 272 million, up 2.6 percent from the previous year. Light vehicles registrations accounted for 264.1 million units, while medium and heavy duty trucks totaled 7.9 million of the 272 million total vehicle fleet.

According to the IHS forecast (*Digital Factbook*, page 13), there is reason for optimism in the coming years, as the total vehicle fleet is expected to grow 1.7 percent annually through 2019 to just under 278 million vehicles. The fact that Americans continue to keep their cars longer bodes well for the auto care industry. For the fifth consecutive year, the average age for all light vehicles equaled or exceeded 11 years reaching 11.6 years in 2016.

The American consumer continues to demonstrate a strong preference for import name plates. As a percent of total light vehicles in operation:

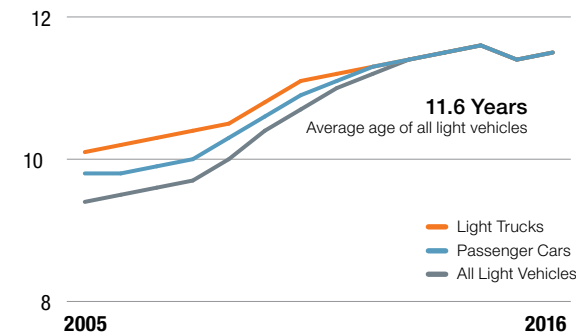
- Import car registrations increased from 42.1 percent of total cars in 2005 to 59.5 percent in 2016.
- Import light truck registrations increased from 18.3 percent of total light trucks in 2005 to 30.8 percent in 2016.

New Light Vehicle Registrations, 2002-2015



Source: IHS Automotive; 2017 Digital Auto Care Factbook

Average Age of Cars and Light Vehicles, 2005-2016



Source: IHS Automotive; 2017 Digital Auto Care Factbook

factbook

U.S. Light Vehicle Population, 2005-2016

Source: IHS Automotive; 2017 Digital Auto Care Factbook

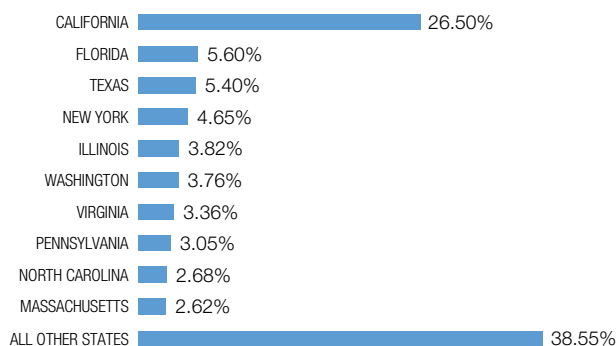


Hybrid Vehicles

Americans purchased 359,286 units more hybrid vehicles this year compared to 2015. U.S. registrations of hybrid vehicles totaled 3.7 million as of Jan. 1, 2016, marking an 11 percent increase over last year's 3.4 million. California's willingness to embrace cleaner vehicles is evidenced by leading the nation in hybrid vehicles registrations. More than a quarter (26.5 percent) of all hybrids were registered in California, with the next top three states, Florida (5.6 percent), Texas (5.4 percent) and New York (4.7 percent), accounting for a combined total of 15.7 percent. Last year, Toyota sold 177,839 units of its various Prius models, making it the best-selling model. Car dealerships sold 111,858 Prius models along with 38,034 Prius C and 27,947 units of Prius V models.

Hybrid Registration by State

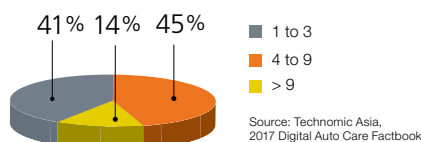
(Total as of 1/1/16 = 3,724,506)



Source: IHS Automotive; 2017 Digital Auto Care Factbook

2015 China PV Parc By Age

(Total Market Units = 138.9 million)



Source: Technomic Asia, 2017 Digital Auto Care Factbook

China's Light Passenger Vehicle Auto Care Parc

China's light vehicle passenger parc increased by 15 percent to reach a record level high of 138.9 million units in 2015. Vehicle age composition of China's parc presents a wide spectrum of potential for parts and services.

One of the most important dynamics in the China market is the continuing aging of the parc. In 2015, vehicles older than three years expanded to almost 60 percent share. This trend will accelerate in the coming five years, with vehicles over three years in age reaching a targeted 70 percent share by 2020. This trend will support increased growth in

vehicle repairs, especially in the independent aftermarket channel, as users move away from car dealerships as their main repair choice. This age shift is accelerating opportunities for repairs typically done between 50,000 and 100,000 miles, balancing the historically significant regular maintenance and light repair volume. This shift notwithstanding, China's parc is still very young with an average age of less than five years compared to 11.6 years in the U.S. ■



Auto Care Association members are entitled to a complimentary copy of the 2017 Digital Auto Care Factbook as a member benefit, along with three guest passes. While members can purchase additional copies at \$350, the non-member price is \$1,500.



The **Digital Auto Care Factbook & Lang Annual 2017** is also available for \$795 to Auto Care Association members and \$2,495 for non-members. To order any of these digital publications, visit www.autocare.org/factbook2017 or contact member services at 301-654-6664.

ook

The Auto Care Association not only produces the *Digital Auto Care Factbook*... **we also use it.**

Every year, the auto care industry relies on the critical information presented in the *Digital Auto Care Factbook* for robust insight into industry trends and market dynamics. This unique and exhaustive collection of data helps auto care stakeholders make informed and strategic business decisions, steer their plans for the future and improve their bottom lines. And your association is no exception.

Data from the *Factbook* about what's happening in the industry serves as the basis for the association to create programs, initiatives and resources to help members address industry headwinds and tailwinds. From telematics to government affairs, technology to communication, the association provides an extensive portfolio of member benefits, all designed around solid industry knowledge and dedicated to ensuring member success.

Want to see what we mean?

Check out our other powerful new report, **The State of Auto Care: Your Industry, Your Association.**



the state of auto your industry,



the state of auto care | your industry, your association

autocare™
ASSOCIATION
Independence drives us.

Auto care your association

This dynamic new 60-page publication profiles the auto care industry, focusing on key impactful issues, while sharing the association's programs, initiatives and solutions designed to address these industry trends. The following are some select highlights from this unique report.

advocacy

The Auto Care Association has a dedicated team of government affairs professionals who work tirelessly to support legislation and policies that are in the best interest of members and the motoring public.

533,223
individual **businesses**

These legislative issues impact every member of the auto care industry's coast-to-coast network of 533,223 individual businesses that manufacture, distribute and sell motor vehicle parts, accessories, tools, equipment, materials and supplies, and perform vehicle service and repair.

500
meetings

In 2015, the Auto Care Association participated in nearly 500 face-to-face meetings with legislators and policymakers, at both the state and federal level, advocating on the industry's behalf.

technology

The Auto Care Association's technology standards improve the aftermarket supply chain, are widely adopted across the industry, and are made, maintained and evolved by industry participants for industry participants.



+3%

The auto care industry's sales volume grows

at an average of 3 percent annually, and a constantly-growing industry requires constantly-evolving standards to maintain maximum efficiency.



135,000

vehicle applications
with 1.7M+ vehicle system configurations



cover automotive, medium duty, heavy duty trucks and powersports. This extensive portfolio results in simpler, more effective product communication throughout the supply chain.

telematics

The connected consumer is now demanding that communications connectivity extends to their vehicles, and these emerging telematics technologies are poised to have a profound impact on the auto care industry. The association is committed to ensuring the future viability of the auto care industry by educating the industry, legislators, regulators and consumers on all emerging technologies that threaten open and equal access to vehicle diagnostic and repair data, and by becoming the definitive leader in providing standardized technical solutions to access the data.

- Telematics Task Force
- Telematics and Emerging Technologies Workgroup and Telematics Education Campaign
- Telematics Challenge
- Telematics Trendline

From the automotive perspective, telematics refers to automobile systems that allow or facilitate the transmission of computerized information or data.

250M connected vehicles

75% with dynamic two-way communication

By 2020, experts predict that there will be more than 250 million connected vehicles, and 75 percent of them will have dynamic two-way communication.



market intelligence

Among the current trends in auto care that are poised to significantly impact the industry are the continued growth of e-tailing, as well as the evolution of alternative vehicle usage (car- and ride-sharing services).

+17%

annual **growth** rate



E-tailing, or parts sold via publicly accessible websites to DIYers and service professionals, is experiencing an annual growth rate of 17 percent, but shipping times remain a challenge for these online orders.

Source: Auto Care Association's E-tailing in the Automotive Aftermarket

RESEARCH IS CURRENTLY BEING CONDUCTED ON THE TOPICS OF:

- OES Service Trends
- Accessories
- Mobile Journey Mapping
- Underperformed Maintenance and Consumer Behavior

membership

Association members represent all major product segments of the aftermarket industry including automotive, heavy duty, engine rebuilding, trim, paint and body, electrical, accessories, tools and equipment and other specialized sectors.



2,600
member companies

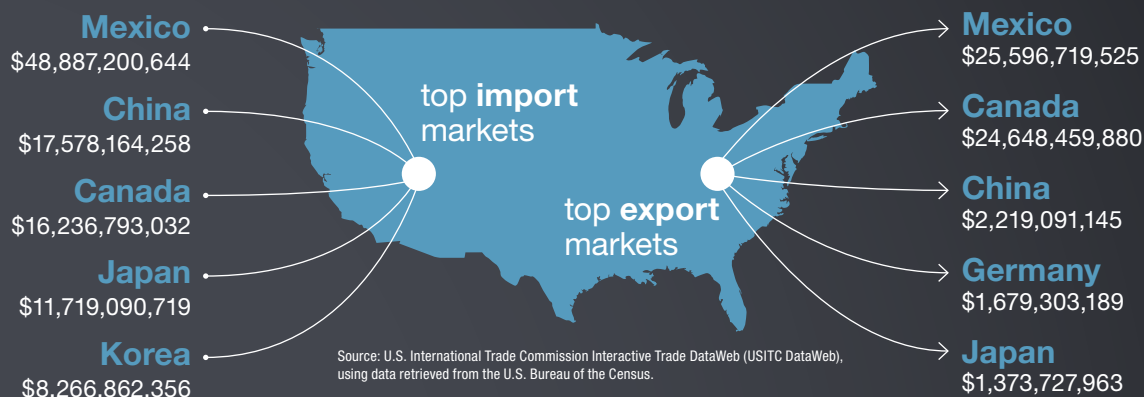


150,000

Auto Care Association member companies represent some 150,000 independent automotive businesses.

international

The industry is becoming more borderless every day, and is a critical and rapidly-growing segment of the global economy. From a prestigious government-awarded export grant, to multiple international trade missions, to a committee dedicated to trade policy and promotion, the association's international program is going global at a record pace.



\$300K
in federal **award**

The Auto Care Association was awarded \$300,000 from the International Trade Administration's (ITA) Market Development

Cooperator Program (MDCP) to help the automotive industry produce exports to Chile, Colombia, Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua and Peru.



The association also signed two new memorandums of understanding (MOUs) with international association partners AAAA (Australia) and TAYSAD (Turkey), strengthening its network of

global partners and better positioning the association to identify new business opportunities for members.

events

In addition to co-owning AAPEX, the Auto Care Association provides a variety of dynamic in-person opportunities for members to meet face-to-face, stay connected, learn and share insights into the auto care industry.

aaapex Automotive Aftermarket Products Expo
engages 132,000+ auto care industry professionals from around the globe
¹AAPEX and SEMA combined.



The Auto Care Association is also co-owner of Heavy Duty Aftermarket Week (HDAW).



The association offers its members a variety of meetings and events to further foster business connections, education and networking.



The State of Auto Care is complimentary and available at www.autocare.org/stateoftheindustry.

ASSOCIATION NEWS



YANG LEGISLATIVE CONFERENCE HELD IN WASHINGTON, D.C.



26
YANG
members

14
STATES

23
MEMBER
companies

45
CAPITOL HILL
meetings

THE 2016 YANG Legislative Conference, which took place June 13-14 in Washington, D.C., was a resounding success for the Auto Care Association, its Young Auto Care Network Group (YANG) and the industry at-large. Twenty-six YANG members from 14 states met with 45 legislative offices on Capitol Hill to raise awareness of important industry issues, including vehicle telematics and the Digital Millennium Copyright Act. For more information, visit www.autocare.org/yanglegislative. ■



Photo courtesy of Babcox Media

AUTO CARE ASSOCIATION HOSTS SUCCESSFUL TRADE MISSION TO PERU

www.autocare.org/trade-missions

Trade missions are a cost-effective opportunity to gain first-hand market intelligence and open doors for U.S. companies seeking to enter and expand their presence in these growing markets.

THE Auto Care Association hosted eight companies on a trade mission to Lima, Peru, May 17-19, the first in a series of trade missions that will be organized as part of the Market Development Cooperator Program (MDCP) award from the U.S. Department of Commerce. The association received the award to help the automotive industry increase exports to free trade agreement partners in Central and South America.

Day one of the trade mission included a country briefing presented by U.S. Embassy personnel, representatives from the Automotive Association of Peru and a local legal and regulatory expert. Trade mission delegates were then escorted to on-site visits at a local dealership and a local family-owned parts store. On the second day of the mission, the delegates participated

in personalized business-to-business matchmaking meetings with foreign industry executives, pre-screened to match companies' specific business objectives.

The eight participating companies were Cloyes Gear and Products, Inc., ACL Distribution, Performance Friction Corp., Gates Interamerica, APW Knox-Seeman Warehouse, Inc., CARDONE, Meyerban LLC and Gabriel. Staff and members from the Overseas Automotive Council (OAC) of the Automotive Aftermarket Suppliers Association also participated and helped recruit participants for the trade mission.

Preliminary feedback from participating companies was extremely positive, with many companies indicating that they signed contracts, formed new business relations, and gained knowledge of the local market.

All companies surveyed felt that attending the trade mission was worth the investment and would be interested in future trade missions. Other trade mission countries of interest include Colombia, Costa Rica and Chile.

"I had not anticipated that this trade mission to Lima, Peru would be as productive as it has been," said Mick Jordan, vice president, marketing, Cloyes Gear and Products, an Auto Care Association member and current OAC chairman. "The briefings presented Tuesday by Peruvian and U.S. Embassy officials, and from the representative from the Automotive Association of Peru, were thorough and very informative. They clearly put into context the opportunities and



"The developing automotive market in Latin America holds tremendous export, business development and job creation opportunities for U.S. companies, and we look forward to working with the Department of Commerce, OAC and other partners on future successful missions."

challenges that exist in the Peruvian aftermarket. The site visits, as well as the one-on-one meetings that were pre-arranged, were very effective. I am certain that I will develop significant new business from this trade mission. Auto Care did an excellent job in organizing and executing this event."

"We are very excited to have completed our first trade mission to Latin America and we are thrilled that early feedback has been so positive," said Bill Hanvey, president and CEO, Auto Care Association. "The developing automotive market

in Latin America holds tremendous export, business development and job creation opportunities for U.S. companies, and we look forward to working with the Department of Commerce, OAC and other partners on future successful missions."

Trade missions are a cost-effective opportunity to gain first-hand market intelligence and open doors for U.S. companies seeking to enter and expand their presence in these growing markets. They also allow U.S. companies to pursue export opportunities by meeting directly

with pre-screened potential clients in target markets. Trade mission packages include: personalized business-to-business matchmaking meetings with foreign industry executives; hotel accommodations and local transportation; networking receptions; interpreters; and market overview briefings.

For information about future trade missions, visit www.autocare.org/trade-missions or contact Carolina Arregoces at carolina.arregoces@autocare.org or 240-333-1037. ■



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WORDS TO LIVE BY:

“Treat people/customers as if they are your BEST friend!”

GIVING BACK TO THE INDUSTRY

MICHAEL Klein was elected chairman of the Auto Care Association Board of Directors for 2016-2017, effective July 1, 2016.

“I will be honored to serve our association, its members and our talented Auto Care Association staff to continue our mission,” said Klein.

After receiving his undergraduate degree in accounting at Wayne State University in Detroit, and a career as a certified public accountant, Klein got his start in the auto care industry working with a small auto parts retail client, Murray's Discount Auto Stores. He later joined the company, and spent the next 38 years in retail and manufacturing, recently retiring as president and CEO, Armored Auto Group. He currently helps the private equity firm, Harvest Partners, evaluate and explore auto care industry opportunities as an operating partner.

“My professional resume is largely written at this stage. I have enjoyed both my retail and manufacturing careers,” said Klein. “In my new role as private equity operating partner, I want to introduce ‘Wall Street’ and my partners to our great industry; too many folks don’t truly understand our importance to our country and our economy.”

Klein has been an active participant in Auto Care Association committees, serving as current

chair of the Investment Committee and former chair of the Category Management Committee.

“I always get a charge out of finding solutions for problems – whether they were customer problems when I was a vendor or consumer problems when I was a retailer,” said Klein. “As part of the Auto Care Association, I am proud that we keep 250+ million vehicles on the road and looking great and that we truly represent individuals’ interest to decide themselves how and where to maintain their vehicles.

“From a selfish standpoint, I think being actively involved in association committees is one of the best personal rewards. The ability to network at volunteer committee meetings is priceless as you get to work with the best and smartest folks in our industry. It’s the ‘best kept secret’ in the industry,” said Klein.

Klein has also served on the board of Leader Dogs for the Blind and enjoys boating and fishing in his spare time. As chairman, he looks forward to continuing to give back to the auto care industry by encouraging more involvement in advancing the Auto Care Association agenda. ■

toolbox

Working from Home

In today's progressively flexible working environment, the option of working from home is one that is being increasingly offered (and utilized!) to keep employees productive, balanced and happy. But working from home can be a tricky transition, with unexpected distractions, challenges and isolation, especially for the self-employed. Toolbox shares some tips for being as productive, healthy and motivated at home as you are in the workplace.



10 TIPS FOR WORKING FROM HOME

1. Set aside a specific place exclusively for work.

If you're a full-time employee at a business, you only qualify for tax deductions if the company doesn't provide you with an office. You should be able to write off 100 percent of costs associated exclusively with your home office.

2. Create a daily work schedule.

If you work for one company, set well-defined work hours to avoid phone calls and emails without boundaries on your personal time.

3. Accept that your rise to the top might be thwarted, or do something to fight back.

Employers figure that you can't really manage others when you work from home. Even getting promoted often gets tied up in the out-of-sight out-of-mind phenom. Show up on a regular basis for meetings and other office gatherings.

4. Be an extrovert.

Get out of the house, and squeeze in an out-of-the-office lunch, or coffee with colleagues and bosses. Make a phone call instead of always shooting off an email or a text.

5. Network electronically.

Get active in LinkedIn groups that relate to your work, employer, alma mater, past employers, or other interests that you follow, comment on posts from others and add in your own two cents to display expertise.

6. Take an aggressive stance on retirement savings.

When you work for yourself, this is essential since you don't have an employer's plan to automatically set funds aside for you.

7. Ramp up your tech skills.

If you're an employee, know someone in the IT department who you can reach out to. If you're self-employed, find support at Apple's



in-store Genius Bar or Best Buy, or take a computer class at a community college.

8. Get the proper business paperwork.

If you're operating a small business out of your home, you need the proper tax registrations, business and occupational licenses and permits from federal, state and local governments to operate legally.

9. Don't forget about insurance.

Most home-business owners have little or no coverage from their homeowner's policy. If you file a homeowner's (or renter's) claim for

losses that stemmed from an undisclosed home-based business, your insurer may not cover it.

10. Pay your quarterly taxes.

Independent contractors need to pay estimated taxes throughout the year. The IRS has resources to help you understand at their online Self-Employed Individual Tax Center.

By Kerry Hannon, adapted from <http://www.forbes.com/sites/kerryhannon/2013/09/02/10-tips-for-working-from-home/#133cf239290a>



12 TIPS TO STAY HEALTHY WHILE WORKING FROM HOME

1. Set up a separate office space.

Use a space in your home that's designated solely for work. Even if you live in a tiny studio, set up a desk and chair and separate the professional from the personal.

2. Choose a good chair.

Invest in a comfortable, ergonomically sound chair that will keep you properly aligned throughout the day.



3. Ditch the chair altogether.

Use a standing desk to give your back a break and reduce your overall long-term mortality risk.

4. Get up every hour and get out at least once a day.

Set a timer or use an app to remind you to get up and stretch once every hour, and make sure to get outside, even just to walk around the block and get some sunshine and fresh air.

5. Set a schedule and stick to it.

You will benefit your mental health and the quality of your work by setting a schedule as if you were going into the office.

6. Schedule workouts.

When you create your schedule, use the flexibility to your advantage. Schedule your workouts as you do meetings – but pencil them in before you begin working, during lunch or after hours.

7. Schedule active meetings.

Arrange to meet colleagues at the gym to discuss work, so you

can get your work and workout done at the same time.

8. Create a soothing environment.

Make your work area soothing and keep your stress level under control. If you love scented candles, place them around your desk. If a beautiful view helps you stay calm, set up your desk in front of a window or within eyesight of artwork you enjoy.

9. Maintain a healthy work-life balance by logging your time and setting limits.

Track your hours and keep yourself accountable. Don't let work bleed over into your personal time, or vice versa.

10. Keep the kitchen stocked with healthy snacks and meals.

Keep temptation at bay by buying fresh fruits and vegetables, and keeping the candy and junk food out of sight.

11. Get showered and dressed as if you're going to the office.

Some experts believe that you adopt the characteristics associated with

what you're wearing. Feeling competent isn't just about productivity: Research has shown that self-efficacy has a positive impact on health behaviors, including weight control and exercise.

12. Get involved in a virtual telecommuter community.

Maintaining healthy social connections improves your overall well-being and helps you stay motivated.

By Dr. Natasha Withers, adapted from <https://www.entrepreneur.com/author/natasha-withers>



9 TIPS FOR STAYING MOTIVATED WHEN YOU WORK FROM HOME

1. Set a schedule.

Operating without any structure can seriously hurt your productivity, say entrepreneurs Jason Fried and David Heinemeier Hansson in their book “Remote: Office Not Required.” They recommend dividing the workday into three sessions: “catch up” time to go through emails and news; a “collaboration” period to work with coworkers on projects or plan with your manager; and “serious work” time when you get through the most difficult assignments of the day.

on when you finish working as another way to set clear boundaries between work and relaxation.

3. Have separate means of communication for work.

Fried and Hansson recommend taking advantage of company perks like a work phone, computer and email account.

4. Get a change of scenery.

If a mid-afternoon nap becomes too tempting, consider moving your work to a local coffee shop or library, say Fried and Heinemeier. If you’d rather not pack up and move, then take a break and get some fresh air.

5. Take advantage of video.

Consider jumping in a Google Hangout when a phone call won’t quite cut it, says Molly Brennan, managing partner of Koya Leadership Partners.

6. Make the most of teleconferences.

Brennan strongly believes that telecommuters should not fade into the background during meetings just because they are not physically present in the office.

7. Don’t stay strictly business with coworkers.

Those stories about your weekend shouldn’t be dismissed as a waste of time, says Brennan. When she’s working from home, she likes to spend a few minutes making small talk with team members over the phone before getting down to business.

8. Grab lunch with coworkers if you can.

Try to meet for one-on-one lunch dates every now and then, says Marnie Swedberg, a professional mentor, author and radio show host. “Talk about work for five to 10 minutes, and then spend the rest of the hour talking about your family, upcoming vacation and other personal stuff,” she recommends. Visit the office and attend special events.

9. Visit your coworkers at work and attend company events.

Jim Lyons, director of client services at FairCom, does this for the value of face-to-face interactions, and so he doesn’t feel like a stranger in the workplace.

By Richard Feloni, adapted from <http://www.businessinsider.com/how-to-stay-motivated-working-from-home-2014-3>



2. Dress for work.

There is a psychological benefit to swapping pajamas or sweats for decent clothes, say Fried and Hansson. Throw the sweatpants back

Webinar Series



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INDUSTRY ANALYSIS WEBINAR SERIES LAUNCHED

THE Auto Care Association, to enhance its role as a provider of timely, authoritative industry research and strategic analyses, is partnering with IHS Automotive, whose staff will present a series of webinars that focus on key issues currently facing the industry.

IHS Automotive, a long-standing corporate sponsor of the association, is known for being a leading source of information and insight into critical areas that shape the automotive aftermarket.

The webinars will focus on key issues currently facing the industry, and will be presented by an IHS Automotive industry expert.

The series will feature five webinars, scheduled from June through December 2016.

The first webinar, "A Decade of Change – Lightweighting the Key to Compliance" took place Tuesday, June 28. Led by Michael Robinet, managing director of automotive advisory services, the webinar discussed the challenges facing both the OE and aftermarket industries and the various solutions OEMs and suppliers are implementing.

The webinars are open to Auto Care Association members. The webinars are free of charge, but attendees are encouraged to register early due to limited availability. Registration for the webinars will be on an individual webinar basis – look for communications two to four weeks out from each webinar on how to register. ■

FUTURE WEBINARS

WEDNESDAY, AUG. 17, 2016
2 p.m. ET

The Connected Car: The U.S. Focus
Colin Bird, IHS Senior Analyst, Automotive Technology

WEDNESDAY, SEPT. 21, 2016
2 P.M. ET

Global Forecasting: Auto Industry Update – Strategic Planning for the Coming Year
Mike Wall, IHS Director, Automotive Analysis

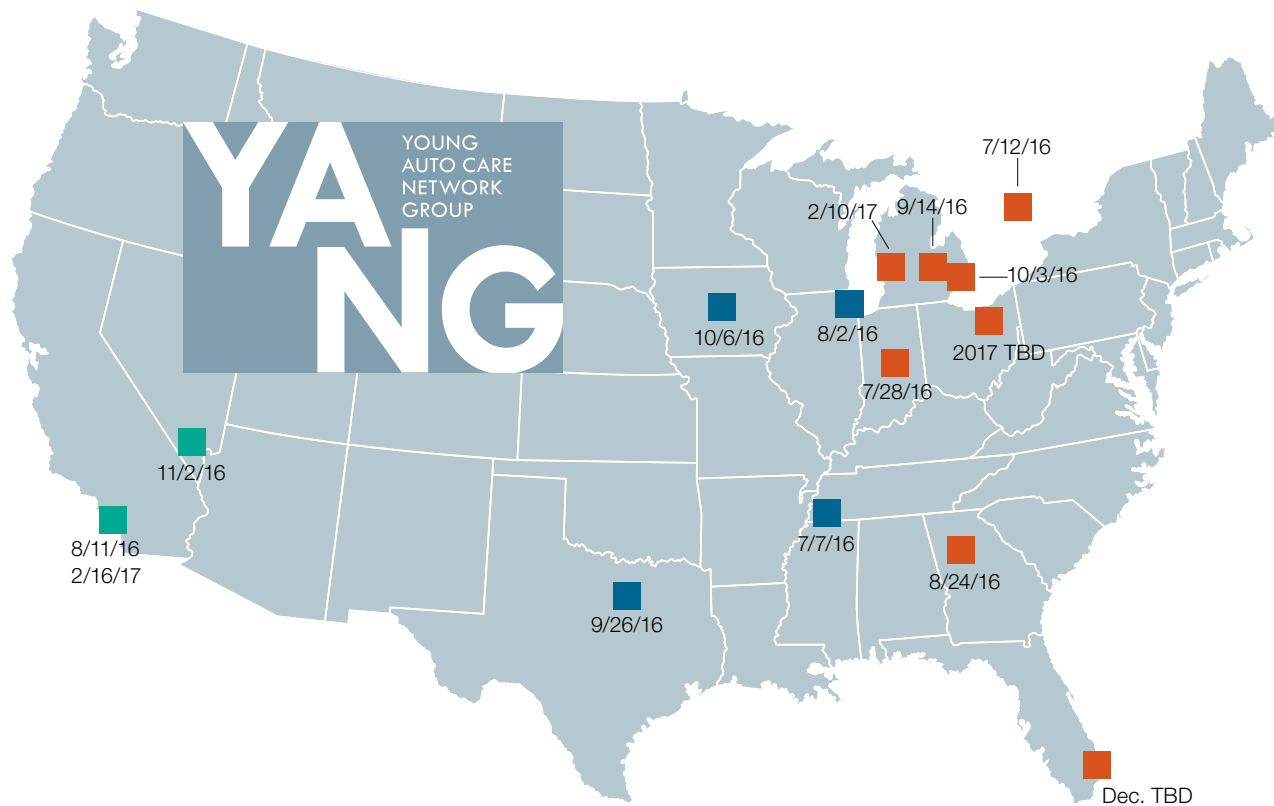
WEDNESDAY, NOV. 16, 2016
2 P.M. ET

Aftermarket Trends/Component Forecasts
Mark Seng, IHS Global Aftermarket Practice Leader

WEDNESDAY, DEC. 7, 2016
2 P.M. ET

Commercial Vehicle Outlook Trends
Gary Meteer, IHS Director, Commercial Vehicle Solutions

For more information, visit
www.autocare.org/industry-analysis-webinars.



THE successful Young Auto Care Network Group (YANG) Regional Meet-Up program makes it possible for young industry professionals who may not travel to major industry events to get more involved in the auto care industry, rub elbows with their peers in a relaxed setting and receive top-notch education and networking at a more local level. The meet-ups feature networking, education and professional development opportunities, and are hosted by industry companies and organizations, or held in conjunction with existing industry events. The events are open to both YANG members and non-members, and all auto care industry professionals who are YANG-eligible are encouraged to attend. To the right is the current schedule of dynamic YANG Regional Meet-Ups. For more information on attending or hosting a meet-up, visit www.autocare.org/yang.

YANG REGIONAL MEET-UPS

TOUR SCHEDULE

LOCATION	DATE	SPONSOR
■ Memphis, Tenn.	7/7/16	tascosalesreps
■ Toronto, Canada	7/12/16	Cellacore
■ Indianapolis, Ind.	7/28/16	Women's Board
■ Chicago, Ill.	8/2/16	Automotive Parts Distribution International, LLC
■ Anaheim, Calif.	8/11/16	NACE Cars
■ Atlanta, Ga.	8/24/16	Global Parts Distributors and Temel Gaskets
■ Flint, Mich.	9/14/16	AGS Company
■ Forth Worth, Texas	9/26/16	National PRONTO Association
■ Detroit, Mich.	10/3/16	Federal-Mogul
■ Des Moines, Iowa	10/6/16	Arnold Motor Supply and Continental
■ Las Vegas, Nev.	11/2/16	YANG
■ Miami, Fla.	Dec. TBD	Aftermarket Auto Parts Alliance, Inc.
■ Grand Rapids, Mich.	2/10/17	Auto-Wares
■ Anaheim, Calif.	2/16/17	Women's Board
■ Akron/Cleveland, Ohio	2017 TBD	Babcox Media

OPEN DATES FOR 2017 FROM MARCH-JUNE

INSIDE TECHNOLOGY



LEADING THE WAY TO CONTENT EXCELLENCE



THE Automotive Content Professionals Network (ACPN) segment community of the Auto Care Association recently wrapped up their 43rd annual conference with record-setting attendance and record new member attendance in New Orleans. This event is for content professionals to network with their peers, attend education sessions and learn from industry alums and newcomers. The continued growth of ACPN speaks to the importance that the industry places on content and the content professionals that drive this critical piece of the business.

Led by industry luminary Doreen Slayter, Advance Auto Parts, the ACPN Committee developed an outstanding program highlighting the value and importance of content, supported by educational tracks providing professionals the expertise to move toward content excellence. After positive feedback from 2015, the committee organized two

professional development sessions about professional excellence and being the best version of yourself.

The role and importance of quality of content was showcased by keynote speakers Stan Gowisnock, CEO, CARDONE, and Greg Henslee, CEO, O'Reilly Auto Parts. They both shared their experiences in the industry, how they have grown and how they have interacted with and seen content evolve over the years.

Susan Ulrey, executive director, customer experience, Tenneco, shared her experiences shaping customer experiences by employing the "silent salesman," which is content. Mark Seng, global aftermarket practice leader, IHS Automotive, brought his popular Five Trends in Five Minutes to the ACPN stage.

Building on this year's success, ACPN leadership is already planning the 44th annual conference. Jason Riegel, Tenneco Inc. will begin his

The continued growth of ACPN speaks to the importance that the industry places on content and the content professionals that drive this critical piece of the business.

term as chairman with the support of Perry Friedman, Interamerican Motor Corporation, as vice chairman, along with committee members: Jamie Ardis, AGS Company; Laurie Brooks, Balkamp; Patti Corso, Winhere Brake; Doreen Slayter, Advance Auto Parts; John Strem, Standard Motor Products; Len Sullivan, O'Reilly Auto Parts; Jennifer Taylor, BBB Industries; and Nicolas Vallieres, Spectra Premium. The conference is scheduled for April 9-12, 2017 in Kansas City, Mo. ■ www.autocare.org/acpn

LIVING THE LIFESTYLE (FOR LIFE)

In high school, Impact Award winner Justin Hebert needed gas money. This need is what drove him to get his first job at Big A Auto Parts in Monroe, La. at age 17, marking the start of a successful career in the industry that he calls “more of a lifestyle than a job.”

“The people in the auto care industry tend to be in it for life,” said Hebert. “As a result you will work, interact and grow with these people for your entire career. The greatest reward is the people.”

In his current position, this aftermarket lifer’s role is to be as forward-looking as possible, and help Alliance shareholders respond to (and ideally predict) the trends in various categories as they develop. Hebert works closely with channel partners, under the guidance and direction of the Alliance Product Committee, to establish comprehensive programs for North and Central America that are flexible enough to allow every Alliance shareholder to go to market in their specific way and “to be the best at what they do.”

As a young person in the industry, Hebert feels that even with 20 years of experience, he’s still usually the least experienced person in the room.

“Overcoming that challenge is simple,” he said. “View everything as an opportunity. Approach things with humility. Every meeting or

conversation is an opportunity to learn something, and if you aren’t learning something every day in this industry, you aren’t paying attention.”

Hebert feels that the real benefit to young people in this field is that there is a future of gigantic opportunity open to them, since so much of this industry today is “dominated by folks who are nearing retirement age.”

“We can aspire to one day inherit the leadership roles that will be available to us when our superiors retire, but until then we can learn from them,” said Hebert. “It’s rare to find oneself at the precipice of a future full of limitless opportunity and simultaneously able to access vast knowledge and experience. The younger generation moving into the aftermarket should understand that we can avoid making too many of our own mistakes by simply walking down the hall and asking the people who know.”

Hebert received his B.A. and M.A. from the University of Louisiana Monroe, majoring in history with a concentration on military history, focused on the Enlightenment, the French Revolution and Napoleonic era. If not in auto care, Hebert would be teaching (which he has done in the past), with the full realization that most students “aren’t as excited about history as he is.”

“Sort of like how most people outside of this industry don’t get excited

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ASSOCIATION



JUSTIN HEBERT

CATEGORY MANAGER, UNDER HOOD, AFTERMARKET AUTO PARTS ALLIANCE, INC.

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EMAIL: **jhebert@alliance1.com**

WORDS TO LIVE BY:

“Every man is guilty of all the good he did not do.” – Voltaire

hearing me talk about auto parts,” he said. Fortunately for Hebert, his industry peers are excited not only to hear him talk about auto parts, but also to watch him continue to develop as a dynamic young industry leader. ■



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HITTING ALL THE RIGHT NOTES

THERE is no such thing as a regular day for the Auto Care Association's Gina Lemon.

"Except for knowing that I will be working on Auto CarE-news on Tuesday afternoons, my days don't tend to be typical," Gina said. "In the MarComm department, we are the funnel, so to speak, for everything that's happening in the association and the industry. And as the manager of our press releases, email communications and most of our promotional plans, I get to see all of it – brand new events and programs, our sincere concern for an auto care issue, our accomplishments, everything we have going on. I truly get to see how much we care about our members and the massive amount of work we do on their behalf."

After graduating from James Madison University in Harrisonburg, Va. with a Bachelor of Music, Emphasis in Music Industry (vocal instrument), Gina moved to the Washington, D.C. area and began her career at the Auto Care Association in the education department in 2009. She moved to MarComm in 2011.

"My favorite part about the association is this is definitely the perfect environment for a young professional to grow," Gina said. "When I first got here, I was 23 and was completely unsure of myself and my own decision-making. Now

I'm nothing like that young woman years ago. Listening to my outside peers and their stories, it makes me proud to know that I've never felt stunted in my abilities at Auto Care."

One of these abilities is to help the association effectively communicate its passionate dedication to its members and its mission.

"I'd like to continue to develop our communications to truly emphasize the association's core values," Gina said. "In the future, the more people aligned with the association's values, the more advocates we have for the auto care industry. The biggest reward of my work is knowing the difference we are making for business owners and consumers."

A talented vocalist and musician, Gina feels that she has benefited, both professionally and personally, from her "delusional" belief that there is nothing she can't do.

"Ninety-nine percent of my life outside of working at the association is spent writing and recording music," Gina said. "Music is a huge part of my life."

Fortunately for the Auto Care Association, Gina also remains dedicated to singing the praises of the auto care industry and its association with her commitment to producing dynamic, award-winning communications. ■



GINA LEMON

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WORDS TO LIVE BY:

"To be excellent, you
must be abnormal."

gina lemon

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28

YANG Regional Meet-Up
@ Women's Board Summer
Leadership Conference
The Westin, Indianapolis, Ind.

AUGUST



2

YANG Regional Meet-Up
@ Chicago
West End Tavern, Chicago, Ill.



11

YANG Regional Meet-Up
@ Anaheim
Anaheim Convention Center, Anaheim, Calif.



24

YANG Regional Meet-Up
@ Atlanta
Top Golf Mid-Town, Atlanta, Ga.

SEPTEMBER



7-9

Auto Care Association
Fall Leadership Days
Renaissance Hotel Downtown, Washington, D.C.



21-24

Upholstery and Trim
International Convention
Pointe Hilton Squaw Peak, Phoenix, Ariz.

OCTOBER



29-31

Automotive Warehouse
Distributors Association
(AWDA) 69th Annual Business
and Education Conference
The Venetian, Las Vegas, Nev.

NOVEMBER



1-3

AAPEX
Sands Expo, Las Vegas, Nev.



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