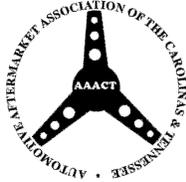


# THE HORN



**Published by:**  
**Automotive Aftermarket Association of the Carolinas & Tennessee, Inc.**  
*Serving the Automotive Aftermarket in North Carolina, South Carolina, and Tennessee*  
1720 Hillsborough St., Ste. LL One  
Raleigh, NC 27605-1657  
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Bulletin No. 556

June, 2014

## President's Message: 2014 AACT Convention

It's time to begin planning for the 2014 AACT Convention at The Charleston Marriott, in Charleston, SC!! This year's event should certainly live up to expectations with the program that Convention Chair Sandy Crews and her committee have developed. Here is a sample of what to expect:

- \* **Thursday Afternoon, September 18, 2014** – Automotive Aftermarket "Best Practices" Roundtable Discussion, facilitated by Jim Enter, American Association of Roundtables, Inc.;
- \* **Friday Evening, September 19, 2014** – Welcome Reception ... Dinner is on your own in Charleston;
- \* **Saturday Morning, September 20, 2014** – AACT Benefits Review; and "Effective Exit Planning: Preparing Your Business Now" - Rick Schwartz, Schwartz Advisors, LLC;
- \* **Saturday Evening, September 20, 2014** – Reception, Banquet, Awards and Live Auction; and
- \* **Sunday Morning, September 21, 2014** – Breakfast and Inspirational Message.

Refer to the complete convention packet enclosed. Please mark the dates on your calendar, and plan to join us in Charleston!! – **Ron White, AACT President**

## INDUSTRY NEWS

### AAIA Re-Branded to Auto Care Association

*BETHESDA, MD - April 24, 2014* -- Today the Automotive Aftermarket Industry Association (AAIA) officially announced it has changed its name to the Auto Care Association. For more than a year and a half, the association has conducted an extensive rebranding initiative.

The unprecedented rebranding endeavor not only resulted in a name change for the association, but also the bold decision to redefine the industry from the aftermarket industry to the auto care industry when communicating with external audiences and stakeholders. Both decisions were based on powerful research findings from interviews, meetings and focus groups with industry thought leaders, consumers, the media, policymakers and professionals in the education and business communities.

"The launch of the new brand comes at a key moment for the auto care industry, and we aim to use the momentum generated by the rebrand to build on our work across the industry," said Kathleen Schmatz, president and CEO, Auto Care Association. "Our new brand will better enable us to champion for the auto care industry with state and national policymakers since it articulates upfront the scope and value of the work we deliver.

"Our government affairs team will capitalize on our clearer and more memorable messaging so they spend less time explaining who we are and more time focusing on the issues important to our industry and our members," said Schmatz. "For consumers, our new brand will help ensure they fully understand the quality auto care they can receive from our members. We will continue to provide information about the importance of vehicle maintenance and care through the 'Be Car Care Aware' consumer education campaign."

"The volunteer leaders and professional staff of the Auto Care Association are more ready than ever to stand by and for our members, so the industry -- and its full size, scope and impact -- can receive the credit and recognition it deserves," said Schmatz.

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## **Who Is Really In Control of Your Vehicle?**

*(Posted by Aaron Lowe on May 12, 2014).* In late April, the Senate Transportation Committee in California voted not to approve legislation that sought to provide consumers with clear notice that their vehicle had an embedded telematics system and that it was transmitting information to the vehicle manufacturer. The vote in the committee (three yes, one no and seven not voting) reflects not so much opposition to the issue of car owner privacy or competition in the auto care industry, but more to the fact that few legislators really understand the issue. Unfortunately, the absence of awareness of the impact of telematics both on car owners and competition is not confined to just legislators. Most car owners and likely even many in the auto care industry are unaware that vehicles are increasingly becoming equipped with telematics systems and what kind of information is actually transmitted to the vehicle manufacturers through these systems.

The ability for car companies to constantly tap into the vehicle's on-board computers will provide a treasure trove of information regarding how a vehicle is driven, mileage, location, diagnostic fault codes and if it has been in an accident - all in real time. Armed with this information, the car company and their franchised dealers will have the ability to develop more accurate models that predict possible component failures, improve and expand customer services, implement more targeted marketing campaigns, develop more efficient supply chain systems and more quickly respond to roadside emergencies, to name just a few. While independent auto care facilities could also benefit from access to this data, currently the car companies control access to the embedded telematics system, meaning they have a significant amount of power to determine who benefits and who does not benefit from telematics.

Some vehicle manufacturers realize that the more service they can provide to their customers will make their vehicle more desirable to potential customers. These manufacturers have provided "kits" to companies looking to build an "app" for the vehicle. The kits provide information on the vehicle's telematics system such that an independent company could integrate their app into the embedded telematics system. This initiative is pretty smart for those manufacturers, but it is important to remember that the car company still maintains control of who can obtain the kit and who is approved to provide an app for their vehicles.

The bottom line in this debate is control - should it be the car company or the car owner? In my opinion and that of the Auto Care Association, it is the car owners that should decide where their data is sent. However, this is easier said than done. At the current time there is really no technical method for a car owner to determine where data off their system can be sent. Working with a task force that is comprised of a host of trade groups and companies, the Auto Care Association is attempting to address the technical barriers to open access to embedded telematics. However, this is no easy task and there are some significant challenges including how to protect certain safety-related vehicle systems that, if hacked, could pose a danger to the motorist. Further, once a standardized interface is developed, the car companies are going to need to adopt the standard in order for it to be effective. It is unclear at the present time how likely it will be that car companies will cede full control of their systems.

This all brings me back to the vote in California. While the effort by AAA of northern and southern California has certainly raised the profile of this issue, more needs to be done to educate car owners and legislators on this important issue. Second, it is important that the industry, hopefully that includes the car companies and the auto care industry, cooperatively develops a standard by which non-car company entities can obtain access to a vehicle's embedded telematics system with the permission of the car owner. Once this standard is developed then it will be up to the car companies as to whether they will adopt the standard. While it is possible that control of access to data sent via telematics systems will become a legislative issue, pitting consumers and the auto care industry against the car companies and the dealers (sound familiar?), I hope that

the car companies will see the writing on the wall and work toward ensuring that their customers have control of the data being sent by their system and the right to determine if and where that data is sent.

## INSURANCE NEWS

### Treasury & IRS Issue Final Employer Mandate Rules for "Affordable Care Act"

The Treasury Department and the Internal Revenue Service have issued final regulations implementing the employer share responsibility provisions of the Affordable Care Act, also known as the employer mandate, providing additional time to small and large businesses.

The provisions will take effect in 2015 following a delay last year. The Treasury and the IRS said that future regulations would simplify reporting for businesses to substantially streamline the employer reporting requirements for employers that offer highly affordable coverage to all, or virtually all, of their full-time employees.

Businesses that employ between 50 and 99 full-time workers have until 2016 to comply with the employer mandate to provide health insurance. Those that claim the exemption for 2015 will need to certify under penalty of perjury that they did not reduce their workforce to fewer than 100 employees in order to qualify.

Large employers with 100 or more full-time employees were also given additional time. The proposed regulations had originally required that they offer coverage to 95% of their full-time employees starting in 2015. That requirement has now been reduced to 70% in 2015 and 95% beginning in 2016. However, there is no delay in the individual mandate that requires health insurance coverage for nearly all Americans this year.

The employer responsibility rules that were issued are intended to help employers affected by these policies in providing quality, affordable coverage to workers. If employers decide not to offer insurance to their employees, they will make an employer shared responsibility payment beginning in 2015 to help offset the costs to taxpayers of their employees getting tax credits through the Health Insurance Marketplace.

Under the Affordable Care Act, companies that have fewer than 50 employees are not required to provide coverage or fill out any forms in 2015, or in any year. This covers about 96% of all companies.

For larger employers with 100 or more employees, the overwhelming majority of them already offer quality coverage, the Treasury and IRS noted. The new rules phase in the percentage of full-time workers to whom employers need to offer coverage from 70% in 2015 and 95% in 2016 and beyond. Employers in this category that do not meet these standards will make an employer responsibility payment for 2015.

For the 2% of companies with 50 to 99 employees that do not yet provide quality, affordable health insurance to their full-time workers, they will report on their workers and coverage in 2015, but they will have until 2016 before any employer responsibility payments would apply.

The employer responsibility provision will generally apply to larger firms with 100 or more full-time employees starting in 2015 and employers with 50 or more full-time employees starting in 2016.

To avoid a payment for failing to offer health coverage, employers need to offer coverage to 70% of their full-time employees in 2015 and 95% in 2016 and beyond, helping employers that, for example, may offer coverage to employees with 35 or more hours, but not yet to that fraction of their employees who work 30 to 34 hours.

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## Personal Use of Equipment Creates Liability

(Flex-Pay Payroll Services newsletter 2/19/2014). Many employers, as a benefit, allow their employees personal use of company vehicles, equipment, and other property. Do you allow your employees personal use of your company's equipment? If you do, consider your liability policy and your coverage. Why would you expose yourself and your company to the liability? Employees probably shouldn't be permitted the personal use of company equipment, whether on their own time or company time. This policy, over time, could save you thousands of dollars in general liability coverage and worker's compensation claims.

For example: Ted, who owned a car dealership, let employees work on their own vehicles during their off-time. Look what happened to him. Bob came in on a Saturday to work on his car. While he was working on it, he severely burned his hand with a blowtorch. Bob told Ted he was finishing up the work on a car for the company which needed to be done first thing Monday morning. Bob then filed a Workers' Compensation claim, and Ted's company paid.

The problem for Ted: He couldn't prove Bob was really working on his own vehicle. There were no witnesses. This put Ted's word against Bob's word. In this case, Bob won. But if you do decide to offer this benefit to your employees, make sure you have the proper liability coverage and try to protect your business in your employee handbook. Here are examples of possible language in your handbook:

- **Personal use of company vehicles:** "...the employee must have a valid driver's license. XYZ Company's safety director or service department manager must inspect the vehicle for safety before you will be allowed to take the vehicle from company premises..."
- **Personal use of company tools:** "...employees must obtain prior permission before using any company tools for personal reasons. All power tools must be safety-inspected by the safety director before you are allowed to use them. If you borrow a power tool which requires the use of safety equipment, you must also borrow the safety equipment. Example: If you borrow the power saw, you must also borrow the safety goggles..."
- **The important idea:** require all equipment and vehicles to be safety-inspected before employees can take them for personal use. This can keep you from loaning out a piece of faulty equipment. It can also keep the employee from getting injured. Remember IGO Insurance now offers Human Resource services. We can customize this employee handbook policy for you or write an entire employee handbook.

We can also answer questions on our HR Hotline, should you decide to tackle this issue on your own.

**For Workers' Compensation and general liability coverage or questions, contact: Jimmie Robertson 919-819-6112 or [jimmie@igoinsurance.com](mailto:jimmie@igoinsurance.com). For questions for the HR Hotline and Human Resource services, contact Sherry Robertson 919-819-3335 or [sherry@igoinsurance.com](mailto:sherry@igoinsurance.com).**

*[NOTE: Information and guidance in this story is intended to provide accurate and helpful information on the subjects covered. It is not intended to provide a legal service for readers' individual needs. For legal guidance in your specific situations, always consult with an attorney who is familiar with employment law and labor issues.]*

If you would like to learn more, give us a call at IGO Insurance. We'll show you our expertise! - Jimmie F. Robertson, Jr., President -- 800-243-1560.

## MANAGEMENT NOTES

### Do's and Don'ts for Rejecting Candidates

(By Mary Lorenz, CareerBuilder Writer) If there's one thing hiring managers and HR professionals need to know about today's candidates, it's that they take to rejection the same. They don't go down quietly. They take to social media to publicly vent their frustrations, putting a dent in those companies' employer brands even their bottom lines. Studies have shown that workers are less likely to purchase products or services from companies that don't bother to respond to their job applications, and many will talk about a bad experience they had with a potential employer with friends and family.

Not convinced? A few years ago, we heard from quite a few job seekers trying to figure out why hiring managers didn't respond to candidates - and they had some choice words about those companies. Below are just a handful of comments we received from jilted job seekers:

- "No one of any talent and quality wants to work for a company that cannot bet back to the people they interview. If you are a company with high turnover, it's probably your fault, and it won't change unless you do."
- "Yes, being told 'No, we don't want you' sucks...but what hurts more is never knowing. Okay, you don't want to hire me, I get it, but at least have the decency to tell me."
- "Indeed it is cold and unprofessional not to email back a brief 'rejection' letter after an interview. After someone took the time to get nicely dressed and groomed, spent money on gas, a new haircut, and took up valuable job searching time for an interview, it makes sense just to get back to them."
- "Follow up on a company's part is a PR opportunity. If you're going to treat me this way as an applicant, [it makes me wonder] 'how will you treat me as an employee?'"

**DO follow up with every candidate.** Ideally, you should respond to every single applicant who applies, but at the very least, you should follow up with the candidates you bring in to interview. After all, the candidate took just as much time out of his/her day as you did.

**DON'T think ignorance is bliss.** Most candidates agree it's better to hear they got rejected than hearing nothing at all. Sending rejection emails or letters may feel harsh, but it's far crueller to ignore them completely.

**DON'T think "I don't have time" is an excuse.** As one job seeker noted above, it takes just a few minutes to create an email template in Outlook, which you can then use over and over again to quickly and easily follow up with applicants. Just remember to personalize it before sending it off.

**DON'T give false hope.** A simple "We wish you success in your job search" is a fine way to end a letter.

**DO be honest and concise.** State a clear reason for the rejection (i.e.: We have selected another candidate whose credentials were better suited for the position.), but don't feel the need to go into great detail. Don't be nasty. Even if the interview was a disaster, unkindness is never called for( and it could come back to haunt you).

**DON'T let the good ones get away.** If the person was a strong candidate, chances are he or she might be the right fit for a future position. Let them know you're keeping his or her information on file and for how long.

For questions or assistance contact Sherry Robertson, PHR O: 919-782-1560, x-102; M: 919-819-3335; sherry@igoinsurance.com.

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## "Early Bird Discounts" on 2015 Advertising Calendars

**Yes, it's that time of the year again . . . . Time to order your 2015 Advertising Calendars.**

This year, the **"early bird" discount will be extended to August 1, 2014.** *Please keep in mind that you can order your calendars before August 1, 2014 and receive the "early bird" discount ... check the box to have the calendars shipped "After 10-15-14" ... receive your calendars in October ... and we won't send you an invoice for the calendars until after we are notified that they are on their way to you!!*

Brochure and order forms will be mailed to anyone who has ordered advertising calendars within the past few years. If you are interested in our 2015 Advertising Calendar program and would like to receive a hard copy of the brochure and order form, call Rita Wieskamp at 800-849-8037, send her a fax at 828-286-4847, or send her an email at [rwieskampaaact@aol.com](mailto:rwieskampaaact@aol.com) right away and she'll get the information headed your way.

# AAACT NEWS

## New AAACT Program: Fleet/Commercial Discounts

On June 1, 2014, the Automotive Aftermarket Association of the Carolinas & Tennessee (AAACT) and Randy Marion Fleet/Commercial, Mooresville, NC, partnered to begin offering AAACT members discounts on Isuzu and GM trucks. This program includes delivery of purchased units to AAACT members wherever they are located in the United States. This agreement is CONFIDENTIAL between active members of AAACT and

Randy Marion Fleet/Commercial and details/benefits should not be shared with or applicable to any other group or individuals.

Randy Marion Fleet/Commercial is the Number 1 Chevrolet Business Elite Dealer in the Nation! They specialize in helping businesses run smoother. They have partnered with AACT to help you with your company's vehicle needs while you concentrate on the day-to-day running of your business. No matter if it's a GM product or Isuzu, they have what you need.

At Randy Marion, you will find the right vehicles for whatever the job requires. They will learn how you use your vehicles and then spec your truck or van according to your specific needs.

**Contact: Chris Rogers - 828.320.3812 (cell); 704.235.6805 (office); crogers@randymarion.com.**

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## **AACT Announces 2014-2015 Automotive Scholarship Recipients**

The Trustees of the AACT Education Trust Fund are pleased to announce the recipients of scholarship grants for the 2014-2015 school year. Two (2) AACT \$1,000.00 Scholarships and three (3) AACT \$500.00 Scholarships were awarded . . .

### AACT \$1,000.00 Scholarship:

- ★ Miss Sarah Kittrell - Morehead City, NC - Carteret Community College.
- ★ Miss Celeste R. Morton - Marshville, NC - Wingate University.

### AACT \$500.00 Scholarships:

- ★ Mr. Reginald L. Crews – Jacksonville, NC – Methodist University.
- ★ Miss Courtney N. Freeman – Mount Olive, NC – East Carolina University.
- ★ Miss Haley V. Mercer – Wilson, NC – East Carolina University.

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

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## **\$6100 Full-Scholarship: 2014-2015 Leadership 2.0 Program**

This is an exclusive offer to members of AACT, through its affiliation with the Alliance of State Automotive Aftermarket Associations (ASAAA). Brian Cruickshank, Director of the University of the Aftermarket, has announced that the University of the Aftermarket Foundation will again offer to ASAAA members one full \$6,100 scholarship (includes tuition, materials, lodging and meals) for the 2014-2015 two week Leadership 2.0 Program. The only out-of-pocket cost is airfare.

Any member is eligible to apply (with the exception of manufacturer representatives); however, the Foundation would favor a future aftermarket star, a rising executive or a next generation owner already working for a local distributor or service center. For more information and complete details about the 2014-2015 Leadership 2.0 Program, visit [www.universityoftheaftermarket.com](http://www.universityoftheaftermarket.com) and check out [Leadership 2.0](#).

**Leadership 2.0 is conducted in two (2) one-week sessions at Northwood University: August 24-29, 2014 in Midland, Michigan and March 8-13, 2015 in West Palm Beach, Florida**

Candidates must be available to attend BOTH sessions and are responsible for their own travel expenses. Complete the one-page [ASAAA Scholarship Application](#) and accompanying information and send it to AACT by email, fax or mail. We must receive the information no later than June 26, 2014.

AACT, Inc. - 1720 Hillsborough St., Ste. LL1 - Raleigh, NC 27605-1657

Fax: 919-821-0753; Email: apac219@aol.com

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## **Independence Day**

The AACT office will be closed on Friday, July 4, 2014, in observance of Independence Day.

**~ Randy Lisk, Executive Vice-President**

**Automotive Aftermarket Association of the Carolinas & Tennessee  
2014 CONVENTION  
"WHAT'S NEXT???"  
Charleston Marriott – Charleston, SC  
September 18-21**



**Thursday, September 18, 2014**

- 2:00 p.m. - 5:00 p.m. ----- Automotive Aftermarket "Best Practices" Roundtable Discussion -  
Facilitated by Jim Enter, American Association of Roundtables, Inc.
- 7:00 p.m. - 9:00 p.m. ----- AACT Board of Directors, Past Presidents and Past Directors Dinner

**Friday, September 19, 2014**

- 8:00 a.m. – 5:00 p.m.----- Convention Registration
- 8:30 a.m. – 11:30 a.m. ----- AACT Board of Directors, Past Presidents and Past Directors Meeting
- 11:30 a.m. – 11:45 a.m. ----- AACT Convention Committee Meeting
- 6:00 p.m. – 7:00 p.m.----- Welcome Reception
- 7:00 p.m. – until.... ----- Dinner On Your Own

**Saturday, September 20, 2014**

- 8:00 a.m. – 11:00 a.m. ----- Convention Registration
- 7:45 a.m. – 8:15 a.m.----- Breakfast
- 8:15 a.m. – 9:00 a.m.----- AACT Benefits Review
- 9:00 a.m. – 9:15 a.m.----- Break
- 9:15 a.m. – 9:45 a.m.----- AACT Annual Business Meeting
- 9:45 a.m. - 10:00 a.m.----- Break
- 10:00 a.m. – 12:00 p.m. ----- "Effective Exit Planning: Preparing Your Business Now"  
-- Rick Schwartz, Schwartz Advisors, LLC
- 6:30 p.m. – 7:15 p.m.----- President's Reception
- 7:15 p.m. – 9:30 p.m.----- Banquet, Awards, and AACT Scholarship Live Auction

**Sunday, September 21, 2014**

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



**Automotive Aftermarket Association of the Carolinas & Tennessee, Inc.**

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

1720 Hillsborough St. Ste. LL One

Raleigh, NC 27605-1657

800-849-8037 – Fax: 919-821-0753 – Email: APAC219@AOL.COM

**2014 CONVENTION**

**September 18-21, 2014**

**Charleston Marriott - Charleston, SC**

**SPONSORSHIP FORM**

**Yes**, count us in as a sponsor of AACT's 2014 Convention. All Sponsors receive prominent recognition in onsite brochure, "The Horn" Newsletter and on event signage.

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

- Bronze Sponsorship----- \$300.00
- Silver Sponsorship----- \$500.00
- Gold Sponsorship ----- \$1,000.00
- Platinum Sponsorship ----- \$1,500.00
- "Friends of AACT" ----- \$150.00

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

- Event**      President's Reception, Saturday Evening ----- \$1,000.00
- Breaks**      Morning Breaks, Saturday----- \$500.00

Our Firm Name should be listed as follows:

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

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

**QUESTIONS?**

Contact AACT  
1-800-849-8037

**2014 AACT Convention**

1720 Hillsborough St., Ste. LL One  
Raleigh, NC 27605-1657

Please fax 919-821-0753

or mail form by sponsor  
deadline August 30<sup>th</sup>.

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

Email \_\_\_\_\_

# 2014 CONVENTION REGISTRATION

## CHARLESTON MARRIOTT - CHARLESTON, SC

### SEPTEMBER 18-21, 2014

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

FIRM \_\_\_\_\_

ADDRESS \_\_\_\_\_

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

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

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

**OFFICE USE ONLY**

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

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

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

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

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

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

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

**COMPLETE CONVENTION PACKAGE(s)** (Includes Registration Fee, \_\_\_\_\_ @ \$125.00/EA \$ \_\_\_\_\_  
 Thursday Roundtable Discussion, Friday Welcome Reception, Saturday  
 Breakfast, Saturday Seminar, Saturday Reception, Saturday Banquet and  
 Live Auction, Sunday Inspirational Breakfast, Chance on Grand Prize\*.)

**COMPLETE SPOUSE/CHILDREN PACKAGE(s)** (Includes 1/2 Registration Fee \_\_\_\_\_ @ \$100.00/EA \$ \_\_\_\_\_  
 and All of the Above Events) (Children under 11 years old - FREE)

**AACT BOARD OF DIRECTORS, PAST PRESIDENTS & PAST DIRECTORS** \_\_\_\_\_ @ \$45.00/EA \$ \_\_\_\_\_  
**DINNER @ The Charleston Marriott, Charleston, SC on Thursday Evening.**  
**(Fee not included in Complete Packages)**

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

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

SATURDAY BREAKFAST ----- @ \$20.00/EA \$ \_\_\_\_\_

SATURDAY EVENING RECEPTION AND AWARDS BANQUET----- @ \$55.00/EA \$ \_\_\_\_\_

**ATTENDEES:**

**THURSDAY ROUNDTABLE DISCUSSION @ NO CHARGE**----- @ \$0.00/EA \$ \_\_\_\_\_  
 ( \_\_\_\_\_ will attend the Thursday Roundtable.)

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

**TOTAL** \$ \_\_\_\_\_

**CHECK (PAYABLE "AACT CONVENTION FUND") IN THE AMOUNT OF \$ \_\_\_\_\_ IS ENCLOSED.**

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

\*\***CANCELLATION POLICY:** FULL REFUND IF RECEIVED AT AACT OFFICE BY AUGUST 28.  
 AFTER AUGUST 28, ONLY REGISTRATION FEES WILL BE REFUNDED.

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

On Saturday, September 20<sup>th</sup>, a "Live Auction" will be held. Donated items will be on display beginning at 6:30 p.m. **The Automotive Aftermarket Association of the Carolinas & Tennessee, Inc. will donate all contributions from the auction to the AACT Scholarship Fund.** We need your help. Items are needed for the auction. Please indicate on this form what you will be willing to donate. (Cash is acceptable.)

**WE ARE WILLING TO DONATE:**

**ITEM**

**ESTIMATED RETAIL VALUE**

\_\_\_\_\_

# HOTEL RESERVATIONS

1. All reservations at The Charleston Marriott - Charleston, SC must be made thru the AACT Office. The Hotel will not accept direct reservations. Mail reservations to:  
AACT, INC. • 1720 HILLSBOROUGH ST., SUITE LL1 • RALEIGH, NC 27605-1657.
2. **CHECK-IN TIME IS 4:00 PM.** While some rooms may be available earlier, we have no guarantee that such will be the case.
3. **NO DEPOSIT IS REQUIRED.** AACT is guaranteeing all rooms for late arrival.
4. **★NOTE:** *If you fail to cancel your reservations 24 hours prior to your check-in date, you will be billed for one night's room plus tax.*

## *DAILY RATES*

**(★) Single / Double / Triple / Quadruple \$149.00 Per Room Per Night (plus tax).**

**(★) EARLY DEPARTURE FEE:** An Early Departure Fee of \$149.00 may be charged if an attendee checks out of the Hotel prior to the attendee's scheduled departure date, without having notified the Hotel by 12:00 midnight the day after check-in of the change in scheduled departure.

***(★)Final room assignment will be based upon availability at time of check-in.***

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

### **PLEASE RESERVE THE FOLLOWING:**

<u>NAME(S)</u>	<u>NO. OF ROOMS</u>	<u>ARRIVE</u>	<u>DEPART</u>

**FIRM** \_\_\_\_\_

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

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

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

**IMPORTANT!! IMPORTANT!! IMPORTANT!!** We are holding a block of rooms for Friday and Saturday nights (9/19 and 9/20) and a smaller block for Wednesday and Thursday nights (9/17 & 9/18) at The Charleston Marriott. On AUGUST 28, we have to release any of those rooms for which we have not reserved and guaranteed payment. After that date, the rooms go to the open market, are available on a first come, first served basis, and may be subject to regular rack rate. **SO . . . PLEASE RESERVE YOUR ROOM(S) EARLY!!!**

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

***See You in Charleston!!!!***