

apra Member Benefits 2010



BUSINESS TOOLS

Insurance

Zurich Property, general business & liability insurance. www.zurichna.com

Mass Marketing Insurance Consultants, Inc Medical coverage for small businesses, offering major medical, life insurance, and optional disability and dental coverage. www.mminsurance.com/APRA

Financial Services

First National Merchant Solutions Save on transactional fees and rising processing rates when accepting credit card payments from your customers. No monthly minimum processing requirements. Fees range from 1.58% for transactions with card present to 2.34% for transactions with card not present. www.firstnationalmerchants.com

GE Capital CarCareONE Financing Program allows you to offer your customers a 90-day, 180-day or 365-day "same as cash" option for your product and services. www.gemoney.com/en/business/Markets/Automotive/index.html

National Credit Systems Low cost debt collections. NCS incorporates personal telephone contact, attorney contact, and credit reporting in addition to the FDCPA required collection letters. www.nationalcreditsystems.com/default.aspx

Professional Services

SESCO Management and Labor Relations Consultants Member human resources support includes free telephone/e-mail consultations, free employee handbook review, discounted consulting services and free access to many SESCO publications. www.sescomgt.com

Car Rentals

Avis Daily, weekly, monthly car rental discounts. www.avis.com

Hertz Year-round car rental offers. www.hertz.com

Utilities

APPI Utility audit service for savings on electricity. www.appienergy.com

Freight/Shipping

(YRC) Roadway and Yellow Freight Save at least 70% on N.A. Less-Than-Truckload freight services. Discounts apply towards inbound, outbound, and third party shipments. To enroll call 1-800-MEMBERS (636-2377) ext. 303.

FedEx Broad range of reliable, responsive services with money-back guarantees: *FedEx Express* save up to 24% on select services; *FedEx Ground* save up to 20% on select services; *FedEx Home Delivery*® save up to 10% on select services; *FedEx Freight* save up to 65% on select LTL services. Call Siriani & Associates at 1-800-554-0005.



PUBLICATIONS

Print

Global Connection The leading newspaper of the remanufacturing industry with current news features, new product updates, technical information and company features. Monthly circulation: 10,000+. Members receive advertising discounts on standard display rates. Also online at www.apra.org

APRA Membership Directory Your resource to network with more than 1000 worldwide APRA member companies.

Global Sourcing Directory Biennial listing of APRA US companies that are interested in exporting remanufactured products, cores, components, equipment, etc. to emerging world markets. Distributed at Automechanika, PAACE/Automechanika, ReMaTec and other selected trade shows as well as US Trade Consuls around the world.

Core Suppliers Buyers Guide Annual publication listing all APRA Core Supplier Members worldwide that can help you source parts.

Core Manuals APRA makes available three of the best manuals covering cores and their effect on your bottom line, core record keeping, core accounting, core policies and competitive strategies.

Lester Catalog Receive a 15% discount on all printed catalogs from Lester Catalog as an APRA member.

Remanufacturing Automotive Mechatronics & Electronics Fernand Weiland, Co-chairman of APRA's Electronics & Mechatronics Division, organized and edited this book to inform the remanufacturing community on the upcoming product changes and encourage them to embrace these new technologies.

Employee Safety Handbooks Designed to hand out to your employees, they include a Read, Sign & Return form for your company files. A great addition to your safety program. Spanish version available online at www.apra.org.

Online

e-Connection APRA's electronic newsletter is sent weekly to 8,000+ people worldwide to keep them up-to-date on the latest fast-breaking developments in the remanufacturing industry. Includes new product releases from suppliers.



ONLINE SERVICES

Websites

www.apra.org APRA online is the most efficient marketing and information tool available, featuring many APRA publications, the latest legislative, regulatory and industry news and much more.

www.buyreman.com Buyreman Remanufacturing Marketplace features a wide range of products and services exclusively for the automotive and truck parts remanufacturing industry supporting APRA's members and their customers in their purchasing decisions.

www.apra-europe.org Dedicated to reporting remanufacturing news in Europe.

www.bigshow.com This website allows exhibitors to promote their business beyond the annual International Big R Show.

www.hdrg.com A website that promotes the interests of remanufacturers in the commercial vehicle market. The Heavy Duty Remanufacturing Group holds an annual "Summit" during Heavy Duty Aftermarket Week.

www.reman.org A website dedicated to the entire remanufacturing community.

Job Listings APRA members may post employment opportunities at <http://jobs.mema.org>.

Technical Help

APRA Technical Service Technical staff is available to offer diagnostic help, assembly part number applications, specifications, and catalog information. Phone: (810) 881-0018, Fax: (810) 892-9566, e-mail kothe@buyreman.com.

www.kwikfinder.net Through a special alliance with Lester Catalog we are able to bring you their online catalog at the special member price of \$250 (this is a \$45 savings). This gives you instant access to all the specifications and bill of materials as well as pictures for most alternators and starters. CD and DVD version discounts are also available. www.kwikfinder.net

www.AutoBulletins.com This online resource of OE technical bulletins featuring vehicles since 1987 currently features over 88,000 service bulletins with more added on a daily basis. Available to APRA members for only \$100 a year or \$10 a month. www.AutoBulletins.com

www.AutoElectricPro.com The website contains more than 142,000 wiring diagrams for over 6,385 vehicle applications from 1985-2009. It is powered by information from Mitchell1. Available to APRA members for only \$325 a year or \$30 a month www.AutoElectricPro.com

Water Pump Catalog The Van Alen Online Water Pump Catalog is available as a yearly subscription for \$125 to APRA members and \$200 for non-members. www.vcra.com



EDUCATION & TRAINING

Divisions and Committees Through active participation in APRA divisions, principals and key executives of member companies play a central role determining the future of the association, positively impacting the remanufacturing industry and your company's stature within it. These divisions, which hold annual technical clinics include: A/C, Brake, Clutch, CV & Racks, Electrical, Heavy Duty Brake, Heavy Duty Transmissions & Driveline, Volume Transmission, Electronics & Mechatronics and European.

GAAS Scholarship Program Designed to help students launch a career in the automotive aftermarket. APRA members and their employees are eligible to participate.

www.automotivescholarships.com

Lean Remanufacturing Seminars Lean Remanufacturing is a technique developed in the automotive industry that concentrates on shortening the time between the customer's order and shipment. The Remanufacturing Center at the Rochester Institute of Technology conducts these programs. www.reman.rit.edu

Veejer Enterprises Through special arrangement with Veejer Enterprises, APRA members receive 10% off of their technician training courses, numerous manuals, hands-on electronics and troubleshooting home study course, and live seminars. www.veejer.com.

Videos to Reduce Warranty Returns

- *Stopping Right* Video helps avoid customer complaints and comebacks on Heavy Duty Air Brake Compressors
- *Charging Right* and *Starting Right* Videos help avoid customer complaints by providing troubleshooting and diagnostic tips for alternators and starters used on heavy duty vehicles. Eliminating one comeback can more than pay for the nominal cost of these tapes.



TRADE SHOWS

International BIG R Show (Oct 30-Nov 1, 2010) Since 1988 this show has helped members reach out to potential customers and is the most widely recognized event in the remanufacturing industry. Member companies benefit from substantial discounts on exhibit space, registration fees and sponsorship opportunities. It is always held 2 days before the AAPEX & SEMA Shows in Las Vegas.

www.bigrshow.com

PAACE/Automechanika (July 14-16, 2010) APRA is one of the four main sponsors of this event along with MEMA, SEMA and MesseFrankfurt. Our interest is in encouraging the development of remanufacturing in Mexico, Central and South America to service their growing vehicle population. APRA co-sponsors all of the Automechanika Shows.

www.PAACEautomechanika.com

ReMaTec (June 19-21, 2011) APRA and its European Division are key co-sponsors of this biennial international trade exhibition for the automotive remanufacturing industry held in Amsterdam. www.rematecnews.com

Reduced Exhibit Space Rates

APRA member companies receive substantial discounted booth rates at the International BIG R Show, PAACE Automechanika, ReMaTec and other selected shows.

Heavy Duty Aftermarket Week (Jan 17-20, 2011) The largest North American gathering of the independent heavy-duty industry. APRA's Heavy Duty Remanufacturing Group is a proud sponsor of this event. www.hdaw.org

Global Automotive Aftermarket Symposium (GAAS) (May 18-19, 2010) This 2-day program addressing the issues and trends affecting the automotive aftermarket industry and influencing its future. APRA co-sponsors this annual event. www.globalsymposium.org



LEGISLATIVE SERVICES

Government Affairs Advocacy Office

To further APRA's efforts in legislative and regulatory arenas at the Federal and State levels, APRA maintains an experienced government affairs staff and legal team. They represent the association and the remanufacturing industry before the U.S. Congress, EPA, Commerce and Energy Departments and other agencies as needed, as well as the European Commission. They provide updates on issues through APRA publications and are currently tracking over 20 issues that affect the industry. www.apra.org/Legislation/APRA_Positions_09.asp

Public Relations Activities APRA is always trying to increase consumer awareness of the environmental and societal benefits of remanufactured products through the development of press releases, stories, white papers, videos, TV appearances, response to newspaper reporters, and development of a website dedicated to remanufacturing. APRA is the driving force behind the promotion of the \$52 Billion remanufacturing industry and was responsible for the publication of the highly acclaimed book, *Remanufacturing: The Ultimate Form of Recycling*. This book is available from APRA for \$30 U.S. www.reman.org



MISCELLANEOUS

International Offices

APRA offices in Mexico City, Mexico and Cologne, Germany are strategically located to grow the remanufacturing industry in those regions of the world.

Mailing Lists and Labels

A member service that provides privileged access to industry decision makers as well as data on member companies products or services.

Industry Labels

Labels to place on your rebuilt products so you can comply with FTC regulations. APRA also offers "Do Not Strike with Hammer" and "Negative Ground" labels.



**For an explanation of any of these benefits, please contact APRA
at 703-968-2772 or email gager@buyreman.com**