



**Automotive Aftermarket
Industry Association**

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**AAIA's E-Commerce Committee Forms Shop Integration Task Force
*New Group to Develop Open Industry Standards***

BETHESDA, MD – August XX, 1999 – The Shop Integration Task Force has been formed by the Automotive Aftermarket Industry Association (AAIA) to develop industry standards for the interconnectivity of computer-based systems and equipment in automotive repair shops. The task force, created by AAIA's Electronic Commerce Committee, will create a single worldwide standard to enable repair technicians to access vehicle, parts and service information more efficiently through computer equipment that shares information from multiple sources.

“We are excited about the role AAIA can play in reconciling the technology developed by Snap-on, the Enterprise Alliance, ASA-NET in Germany, and others around the world,” said Gene A. Gardner, AAIA president. “Customers today expect freedom of choice when they purchase shop equipment and no longer accept the old business model of developing high-tech products around closed proprietary architecture. Suppliers that offer freedom of choice with open standards-based equipment will have a competitive advantage and increased selling opportunities.”

Dale Elliot, president of diagnostics and industrial for Snap-on Incorporated, said “Snap-on is pleased to work with AAIA on developing open technology standards for interconnectivity for the industry. Service shop owners are looking for productivity improvements and healthy competition in selecting products and applications.

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“This enables the customers to concentrate on the truly differentiated features and benefits of software applications and the quality of the equipment, without having to worry about compatibility,” said Elliot. Snap-on supports this open architecture concept and has been employing it in its products for some time. By working together with AAIA, we can help ensure that open architecture becomes the industry standard.”

Speaking on behalf of the Enterprise Alliance, Nick Colarelli, vice president of research and development for Hunter Engineering, said, “The Enterprise Alliance fully supports the Shop Integration Task Force initiated by AAIA. We feel it is a logical next step to expand the work done to create the Passport Standards and to participate in the development of a single standard for the interoperability of PC-based shop equipment and systems.”

The Enterprise Alliance is a non-profit organization comprised of manufacturers of computer-based shop equipment, diagnostic tools, and computer system providers. Charter members include Hunter Engineering, Anderson BDG, SPX Corporation, Alldata and Vetronix.

The Automotive Aftermarket Industry Association (AAIA) is a Bethesda, Md.-based association whose member companies manufacture, distribute and sell motor vehicle parts, accessories, tools, equipment, materials and supplies. The organization is comprised of manufacturers, distributors, jobbers, wholesalers, retailers, manufacturer’s representatives and other companies doing business in the automotive aftermarket. AAIA formerly served the automotive aftermarket as ASIA and APAA.

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Note: A copy of this news release is available electronically at the AAIA World Wide Web site at www.aftermarket.org