

Who to Call @ PAA

Partnership Programs

Allison Mitchell
amitchell@paa.org
Ext. 3361

Jessica Charles
jcharles@paa.org
Ext. 3340

Phone:

717-255-8311
1-800-242-3745

FAX:

717-213-0102

PA Automotive Association

Mailing: PO BOX 2955, Harrisburg, PA 17105
Shipping: 1925 North Front Street, Harrisburg, PA 17102

PAA has relationships with many different companies. After researching and vetting each respective company and what it is has to offer to dealers, PAA works in conjunction with the company to market the program to its members. The programs help dealers with compliance, dealership productivity, cost savings and revenue generating solutions. Many companies approach PAA on a regular basis regarding collaborating with PAA. We are very selective when we consider a program before putting PAA's name behind it.

Armatus Dealer Uplift – PAA Provider since 2013 with 183 clients – provides the industry's only fully outsourced Retail Warranty Parts & Labor Reimbursement Submission Service, and is by far the largest provider of these services in the US, with over 4,000 successful submissions in 45 states. Armatus' many advantages include; proprietary software to identify dealership's optimal parts mark up and labor rate increase; extensive knowledge of state laws and factory protocols; a staff dedicated solely to Retail Warranty Reimbursement, with over 600 years of combined automotive industry experience.

American Fidelity – PAA Provider since 1991 with 952 rooftops - provides long-term disability programs for members. This coverage provides valuable income protection and is available by payroll deduction at the employee's option or as an employer paid benefit. Plans are available at very competitive group rates.

American Fidelity also provides installation of Section 125 plans. Under Section 125, the employees' portion of insurance premiums can be purchased with pre-tax dollars, lowering their federal, state, local, and FICA taxes. The employer also saves matching FICA taxes. Section 125 plans have become a popular cost management tool for many members, as they offer tax advantages for both employees and employers.

APPI Energy – PAA Provider since 2008 with 323 rooftops - provide data-driven procurement solutions that reduce and manage electricity and natural gas supply costs for members on an ongoing basis. Every day, APPI Energy identifies the wide range of energy supplier prices across the U.S., and utilizes that data to provide the lowest prices available among many vetted, competing suppliers. APPI Energy now offers a full array of efficiency measures to reduce and track your consumption.

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Compuspections – PAA Provider since 2005 with 771 clients - offers a complete State Safety Inspection recording web-based program that replaces paper MV-431, 480, and 431 Semi-Annual. A bar-code scanner transfers registration information to the program with complete accuracy. Customer and vehicle data is captured to allow managers to focus on selling inspections, tires, brakes and suspension products with greater success.

Dealertrack – PAA has four programs with Dealertrack, which is owned by Cox Automotive.

- Electronic Lien & Title – PAA Provider since 2007 with 1627 clients – provides a comprehensive ELT solution that manages data exchange between the lienholder and the participating state DMV, and also provides software that helps perfect title information.
- DMS – PAA Provider since 2015 with 47 clients – dealer management system giving access to the latest cloud-based technologies proven to help dealerships grow. Dealertrack DMS is fully capable of managing all dealership functions across every department.
- Online Registration & Vehicle Titling (RTS) – PAA Provider since 1997 with 2095 clients – dealership solution to help the back-office process vehicle titles whether they are taken on trade or are being sold and delivered to in-state or out-of-state customers. Creates process efficiencies, maximizes profits, and delivers the exceptional experience today's customers demand.
- Sales/F & I & Compliance – PAA Provider since 2018 with 10 clients - includes oversight for each aspect of federal regulations, from Red Flags to privacy notices, digital document storage, adverse action notices, and more. The Dealertrack Sales/F&I Compliance solution includes these features, as well as on-demand tracking and reporting of all deal activity.

FedEx – PAA Provider since 2009 with 318 clients – PAA's FedEx program offers a 50% discount on FedEx Standard Overnight and FedEx Priority Overnight. The discount on FedEx 2-day is slightly less at 45%. FedEx also offers other ways to save on your shipping. You can receive an additional 5% savings by printing your shipping labels online. PAA's FedEx program also offers discounts on ground, varying with the weight of the package. FedEx Express International discounts are at 20% for both export and import priority and economy.

FIS Global – PAA Provider since 1997 with 108 clients – provides dealers with payment processing solutions such as check guarantee, credit card and loyalty gift cards.

Hireology – PAA Provider since 2015 with 45 clients – provides a recruiting and hiring platform focused solely on helping franchised auto dealers improve their teams. The web-based solution helps hundreds of Dealers and their management teams to navigate the entire recruiting and hiring process using technology coupled with people support.

LotLinx – PAA Provider since 2018 with 3 rooftops – provides digital marketing service with "VIN-specific™" campaigns to help dealers sell more cars faster by delivering low-funnel, in-market shoppers to real-time inventory. Their approach to audience targeting dramatically increases website engagement and eliminates waste, which translates to higher margins and lower advertising costs.

Macrosmith – PAA Provider since 2013 with 41 clients – provides an electronic document management solution designed for auto dealers. MacroFile, the electronic document management system, turns paper records into researchable PDF files. Dealers scan the document; documents are safely stored and can be accessed from any secure server.

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Manheim Express – PAA Provider since 2019 – Manheim Express Mobile Application is a vehicle listing application, which offers dealerships tools to help understand the history and value of inventory and possible trades allowing them to move them efficiently. The application places the power of the Manheim Marketplace in the palm of a dealer's hand and is the quickest and easiest way for them to market their vehicles to the masses.

Sunoco – PAA Provider since 1996 with 111 clients – utilizes the collective buying power of all member gallons so that members automatically receive Sunoco's top fuel rebate on every gallon of fuel that they purchase at Sunoco-branded locations. Members are able to select from two cards for their businesses. The SunTrak® card provides a discount of 6¢ off every gallon purchased at Sunoco – the ideal solution for businesses near Sunoco stations that want to maximize fuel and fleet management savings. The Sunoco Universal card also provides 6¢ off every gallon at Sunoco locations but this card option provides flexibility for fleets that want to optimize savings and also have the freedom to fuel almost anywhere across the US.

Telecom Advisors – PAA Provider since 2015 with 8 clients – assist dealerships in the design and selection of telecommunications systems and services while also making sure the dealership is installing the best system from the best vendor at the best price.

Telecom Advisors Group's process includes all steps for specification and RFP, selection of vendor, and installation coordination and was designed to ensure that the final system recommendation is perfect for each particular dealership location.

UniFirst – PAA Provider since 2010 with 162 rooftops – a leading supplier of uniforms, workwear, and related products to businesses big and small, provides a wide range of apparel from traditional uniforms, industrial wear, specialty and protective clothing to corporate casual and executive attire. They also offer floor care and restroom services products, including a range of mats, mops, soaps, air fresheners, and paper items.

VehicleTech – PAA provider since 2013 with 45 clients – a PAA-designed online resource combining information from the PA Inspection Manual, Safety and Emissions Bulletins, PAA Service Updates, Title 67 and 75 regulations, and industry knowledge from PAA's Skip Wagner. This site discusses all of the inspection categories and breaks them down to help you understand what is expected of inspection personnel today.

VinSolutions – Provider since 2018 with 10 clients, owned by Cox Automotive – the provider of Connect CRM, a leading dealership customer relationship management system, VinSolutions helps more than 4,000 dealers make every connection count. VinSolutions products integrate dealership systems, processes and tools to deliver a single view of the customer across the business – so dealers can focus on building relationships throughout the sales cycle.

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WürthUSA – PAA Provider since 2002 with 217 clients – providing solutions in fasteners, automotive chemicals, tools, and inventory management. Their extensive catalog of hardware, chemicals, fasteners, hand tools and more provides customers with everything they need to succeed. They also offer a group volume-buying program to help larger customers reduce costs wherever possible and a free invoicing and inventory management software system, Würth SIS™, to help qualified customers of every size increase profits by improving organization and efficiency.

Zurich – PAA Provider since 1995 with 177 clients – offers F&I products, such as Simonize, tire and wheel and Gap coverage. Zurich has 75 years of experience serving dealerships. Their specialization in dealerships allows for no surprises at claim time.