



**IPG invites you to** start earning national account rebates today



IPG PROUDLY SUPPORTS





**“Being a member of  
Installed Parts Group  
means I get the national  
account rebates that  
I need and the respect  
that I deserve.”**

“

My Dad started Quality Tire Center in 1957 with a simple recipe for success: Always give your customers great value and great service and—above all—always treat them just as good as you would want to be treated yourself.

Today, Installed Parts Group follows that same tried and true recipe. IPG delivers incredible value to members like me through national account rebates and pricing on name brand automotive aftermarket parts and supplies. We even get valuable IPG Reward Points for every dollar we spend.

Because IPG members are America's largest national account in the automotive aftermarket, we get the same respect that other national chains and franchise dealers have enjoyed for years.

So take it from me. If you're looking to maximize the profitability of your business, do yourself a favor and support your approved supply partners.

— Tommy Eberle, Owner  
Quality Tire Center  
Chattanooga, Tennessee



# About Installed Parts Group

Installed Parts Group (IPG) represents America's largest national account in the automotive aftermarket:

The American Tire Distributor's network of more than 25,000 Tire Pros and ServiceBay dealers nationwide.

At IPG, we are exclusively dedicated to supporting our members and partners while reducing the overall cost of doing business and enhancing bottom line performance.



## IPG levels the playing field for its members

National chains enjoy favorable pricing structures that can make it difficult for small dealers to compete. IPG levels the playing field with national account rebates, pricing, and rewards for its members. To do this, IPG leverages the combined purchasing power – estimated at more than \$1 billion annually – of ATD Tire Pros and ServiceBay dealers.

In addition, IPG provides effective back-office solutions for management of rebates, pricing, and rewards from IPG-approved supply partners. Members can monitor their earned rebates and rewards points 24/7 with an innovative suite of easy-to-use on-line tools – IPG RebatesPlace™, IPG Rewards™ and IPG Direct Connect™.

## ATD Tire Pros and ServiceBay members are automatically members of IPG and receive the following free benefits...

- **National Account Rebates Paid Quarterly**
- **IPG Rewards (1 point for each \$1 spent)\***
- **Online Reporting and Account Summary 24/7\*\***
- **National Account Preferred Pricing from Major Account Supply Partners – Auto Plus, AutoZone, Factory Motor Parts and Pronto Auto Parts**

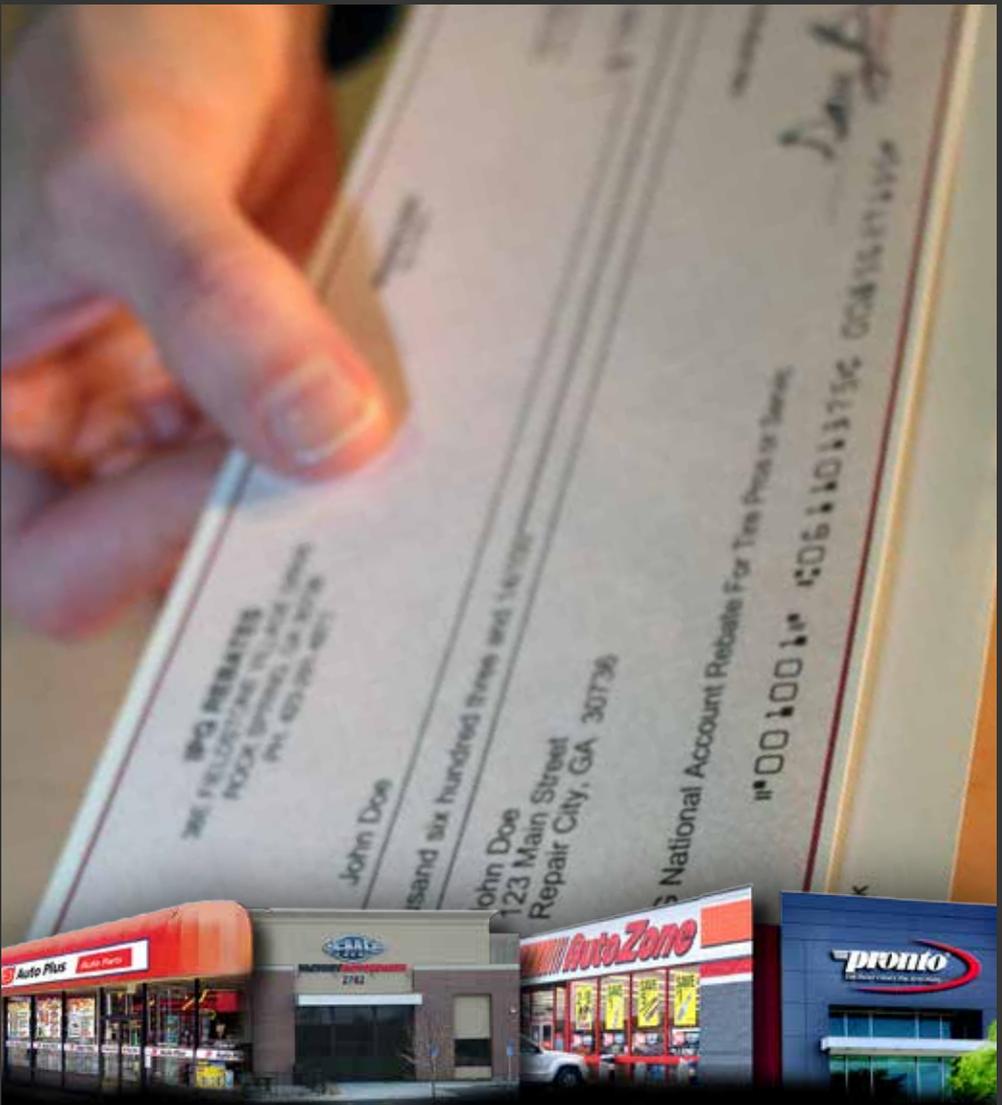
As we like to say here at IPG, purchase your tires and wheels from American Tire Distributors, support our supply partners and we will keep sending checks and issuing IPG reward points. It's no harder than that!

There is no charge or financial obligation – if you are a Tire Pros or ServiceBay dealer, you are already qualified.

Take advantage of these benefits by activating your account today at [www.IPGAUTO.com](http://www.IPGAUTO.com)

\*Earned from Major Account Supply Partners only. \*\*Account activation required.

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## Earn national account rebates from Major Account Supply Partners

Even in the best of times, your bottom line can get squeezed pretty thin. IPG helps boost profits by leveraging the combined purchasing power of ATD's 25,000+ Tire Pros and ServiceBay members, in order to secure the best possible national account rebates and pricing for parts and



**FACTORY MOTOR PARTS**



supplies. As an IPG member you earn generous national account rebates when you purchase parts and supplies from IPG Major Account Supply Partners: Auto Plus, AutoZone, Factory Motor Parts and Pronto Auto Parts.

Best of all, the program is completely automatic. Just purchase parts from any of our Major Account Supply Partners and you'll earn rebates on every purchase.

Your rebate check will be mailed to you by IPG each quarter. For complete program details, logon to [IPGAuto.com](http://IPGAuto.com).





## Get cash back on everything for home or business from Mall Supply Partners

Imagine shopping in one place online for everything you need for home or office ... without ever leaving the convenience of your own computer ... *and* getting big rebates on everything you buy!

**Walmart**   
Save money. Live better.

**Office DEPOT**

**amazon.com**

 **DELTA**

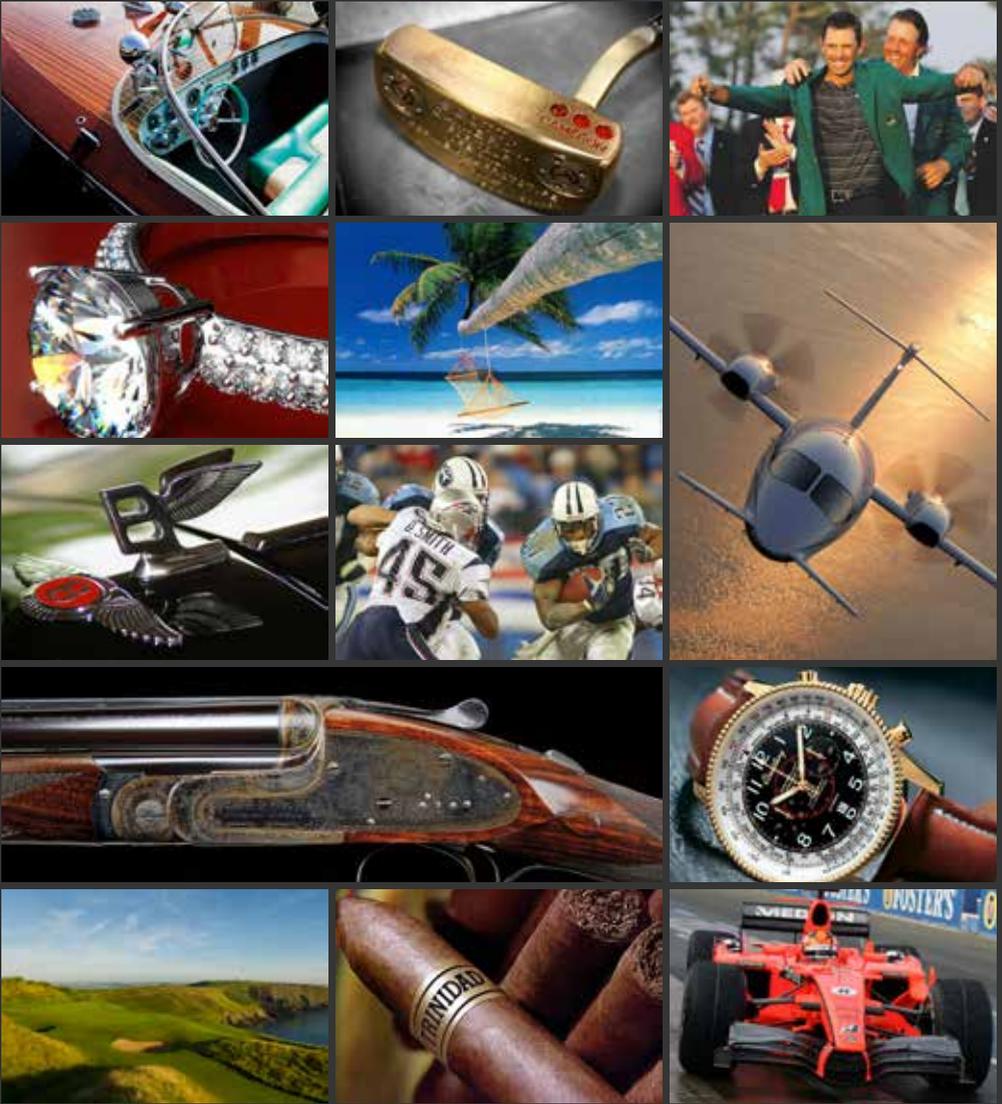
*...and hundreds more!*

It all begins at IPG RebatesPlace™, where IPG members enjoy national account rebates\* of up to 10% on millions of items for home or office, whenever they shop online at [IPGRebatesPlace.com](http://IPGRebatesPlace.com). With more than 150 top name brand retailers to choose from – like Walmart, BestBuy, Office Depot, Amazon.com, Delta Airlines,

CompUSA, Kärcher and dozens more – our IPG Mall Supply Partners can provide anything from Avery labels to Zip-Loc bags and everything in between.

For complete details, logon to [IPGAuto.com](http://IPGAuto.com). 

\*Rebates available only for purchases made through [ipgrebatesplace.com](http://ipgrebatesplace.com). Must activate account to use this feature.



## Get more of what you're working for with IPG Rewards

The advantages of being an IPG member go beyond national account rebates and pricing. With the IPG Rewards program, IPG Members have millions of reasons to support IPG Major Account Supply Partners.

Whenever you purchase parts and supplies from IPG's Major Account Supply partners, you earn valuable IPG Rewards – **1 point for every \$1 spent**. You can spend those Rewards for personal or business items, like electronics, jewelry, home or office furnishings, vacation travel, tickets to world class sporting events...virtually anything you can imagine. In fact, there are literally millions of ways to spend IPG Rewards points.\*

Can't find what you want in our online catalog? No worries! Our IPG Concierge service is there to help our members fulfill their fondest desires. So, whether it's a fire-engine red Ferrari or season tickets to the Falcons or a second honeymoon in faraway Fiji, we'll make it happen.

For complete program details, visit [IPGAuto.com](http://IPGAuto.com). 

\*Members must activate their accounts to spend IPG Rewards. Logon to [IPGRebatesPlace.com](http://IPGRebatesPlace.com) to activate account.



## IPG Direct Connect lets you track your daily purchases and rebates 24/7

IPG is the only dealer buying group that provides its members with the tools they need to track their transactions and insure that they are receiving the correct national account rebates and rewards points.

Our exclusive IPG Direct Connect software mines all invoice transactions from our Major Account Supply Partners and our Mall Supply Partners. Direct Connect lets IPG members keep track of their volume and rebates with all IPG supply partners, 24 hours a day, 7 days a week. It's our commitment to members!

For complete details, visit [IPGAuto.com](http://IPGAuto.com).



*Members must activate their account to have access to IPG Direct Connect. Logon to IPGAuto.com to activate account.*

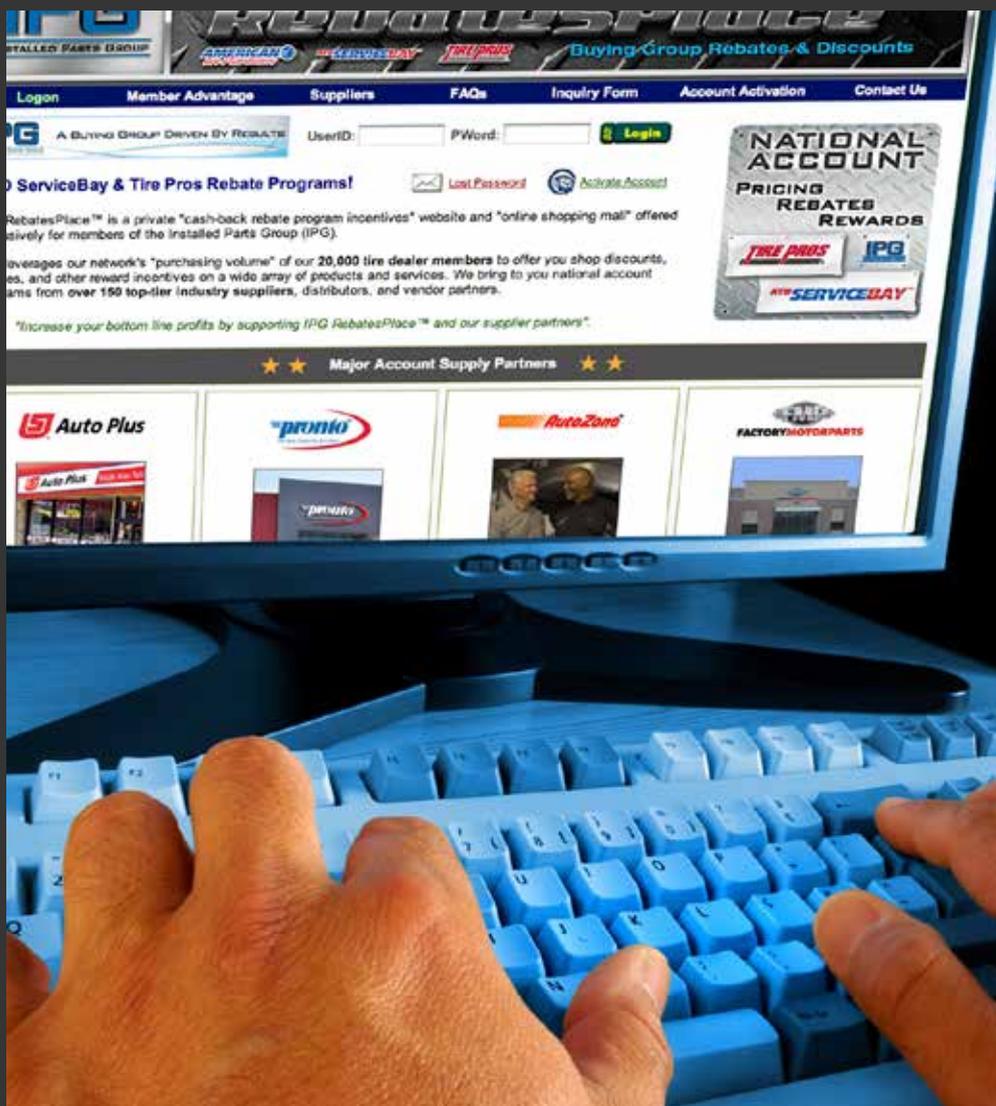


## Top Reasons to support IPG's Major Account Supply Partners

As an ATD Tire Pros or ServiceBay dealer, it's in your best interest to support IPG's Major Account Supply Partners with your business. Here are the top reasons why:

- 1. National account recognition means you are treated with the same respect as other large national chains.**
- 2. You enjoy lucrative national account rebates, paid directly to you each quarter by IPG headquarters.**
- 3. You earn valuable IPG Reward Points redeemable for merchandise, travel, and sporting events.**
- 4. Validates Major Account Supply Partners' decision to extend ATD Tire Pros and ServiceBay dealers the same rebates and pricing enjoyed by large national chains for years.**
- 5. Enables IPG to negotiate even more lucrative rebates and pricing structures for all ATD Tire Pros and ServiceBay dealers.**

Thank you for your support, from the team at IPG.



## Get the most from your IPG membership page . . . activate your account now!

In order to spend your IPG Reward points or shop at hundreds of IPG Mall Partners, you must activate your account. There's absolutely no charge to you, either to activate your account or to spend your points. To start enjoying your IPG Rewards points, go to [IPGAuto.com](http://IPGAuto.com) and follow these 3 easy steps to activate your account:

1. Click the "Activate Account" button;
2. Fill out the quick and easy activation form
3. Now click the "Submit" button. You're done!

Easy as pie! Remember, you can't enjoy all the benefits of being an IPG member until you activate your account. So go on . . . **Get activated!**

For complete program details, visit [IPGAuto.com](http://IPGAuto.com).



# Management Team



## Gary Bean, Co-Founder

Gary Bean guides Installed Parts Group with more than 30 years of experience in the Automotive Aftermarket – most significantly building or supporting loyalty banner programs (Car Care Centers) for some of the leading auto parts suppliers such as Uni-Select/Auto Plus, IAPA, CSK/ O'Reilly Auto Parts, Advance Auto Parts and many others. Gary has a full understanding of the marketing challenges faced at every level in the industry, from the manufacturer all the way to the tire dealers.



## Tony Burks, Co-Founder

Tony Burks brings more than 17 years of loyalty and incentive experience to Installed Parts Group. Tony has spent more than 20 years in the Automotive Aftermarket, with companies such as Walker Manufacturing, All Pro Auto Parts and Parts Plus Auto Parts. Tony's unique wealth of knowledge of automotive parts manufacturing and distribution creates a valuable advantage for IPG members and the supply partners.

## Contact Us

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## Official Partner Service Providers



**CORPORATE SPORT  
INCENTIVES**  
Corporate Incentives is our Sport





38E FIELDSTONE VILLAGE DRIVE  
ROCK SPRINGS, GEORGIA 30739

[IPGAuto.com](http://IPGAuto.com)

