

# Industry Update



NW Automotive Trades Assn.

## Register today for 'Lunch & Learn'

The deadline is fast approaching to sign up for this week's "Express Lunch & Learn," which will focus on helping you understand the value of your business. Whether you're months, years or decades away from selling your business and retiring, Darrell Dorrell of Financial Forensics will help you understand why it's important to get a handle on calculating the value of your company, and what you can do to increase that value.

This week's "Express Lunch and Learn" takes place from 11:30 a.m. to 1 p.m. on Wed., January 18. The \$20 registration fee includes lunch at The Rheinlander Restaurant, 5035 N.E. Sandy Blvd., in Portland.

As in the past, we'll videotape the presentation to make it available on DVD for \$20 for those unable to attend. We've already had several members call to reserve their copy.

Visit the NATA website or call our office today to sign up.

## State Farm announces changes

Some long-rumored changes to the State Farm "Service First" and "Select Service" programs were announced by the insurer this week. The changes will first be rolled out as a test in markets in California, Indiana, Illinois and Michigan. It will go by the "Select Service" name.

State Farm says the new agreement with participating repair facilities will extend "a premier level of vehicle repair service to all State Farm customers."

"In addition to the one-stop convenience of State Farm's current repair programs, customers will receive other premium services including national limited lifetime repair warranties, guaranteed completion dates, wash and vacuum of repaired vehicles, and pick-up and delivery service," the company said.

More information about the program is posted to the NATA website, and will be updated as more details become available.

## Return your NATA board ballot

Don't forget that next Monday (January 23) is the deadline to return your ballot for the 2006 NATA Board of Directors.

The election will culminate in the swearing-in of the board at NATA's annual meeting at the NATA Training Room in Northeast Portland at 1 p.m. on Saturday, January 28. All NATA members are invited to attend. Among the topics for discussion at this meeting is a proposal to have the Oregon Automotive Parts Association (OAPA) merge into NATA. More information on the possible merger, which will require a board and membership vote by both associations, will be provided to members soon.

A complete agenda for the January 28 board meeting is posted on the NATA website, or call our offices for a copy.

## NABC has helped 50 families

The National Auto Body Council last week announced that to date it has spent \$53,000 of the donations it has received to help 50 families (technicians and shop owners) affected by last year's hurricanes. The money was used for basic tool sets and other necessities.

## NATA to meet in Central Oregon

NATA members in the Bend-Redmond area are invited to meet on Monday, January 30, for discussion of industry and association news. NATA's Executive Director Barbara Crest will offer a legislative update, and explain what Oregon's adoption of the California vehicle emissions regulations (other than the 'super-warranty' requirement) will mean for the industry. In addition, NATA's Christine Logue and Karen Scholes of JBL&K will discuss a variety of insurance-related topics, including health insurance options and trends, new Medicare requirements for employers, etc.

Central Oregon NATA members will receive more information about this meeting, or can call our office for details.

For the week of  
January 16, 2006

## TRAINING AND EVENT CALENDAR

Advance Registration  
Required

### NATA's 'Express Lunch and Learn'

Topic: *What's Your  
Business Worth?*  
Wednesday, January 18  
11:30 a.m. - 1 p.m.  
Rheinlander Restaurant  
Northeast Portland

### NATA Annual Members' Meeting

Sat., January 28 - 1 p.m.  
NATA Training Room  
Northeast Portland

### NATA Bend Meeting

Monday, January 30  
Time/Location TBA

HAVE QUESTIONS? WANT MORE INFO? WE'RE HERE FOR YOU!

**Northwest Automotive Trades Association**

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