

Industry Update



NW Automotive Trades Assn.

Business value class this week

Call today to register for this week's workshop on "Calculating the Value of your Automotive Business," featuring popular instructor Darrell Dorrell of Financial Forensics. It will be held this Wednesday, May 3, in Portland. This a great opportunity to find out what your business is worth – and what you can do to improve its value. Whether a sale or transfer of your business is in your short-term or longer-term plans, you won't want to miss this class.

Attendees are strongly encouraged to bring their last three tax returns to this class to be able to plug real numbers into the various calculation tools.

For more information or to register, call our office.

Hybrid vehicle training nearly full

Only a few open seats remain for NATA's upcoming hybrid vehicle service training on May 15 and 16. The two evening courses in Portland will be taught by Craig Van Batenburg. Nearly 40 people are registered to attend, so sign up today while we still have openings. For details or to register, call our office or check our website.

Tradeshow, dozen classes at NAIT

NATA will have a booth at this year's Northwest Automotive Industry Tradeshow (NAIT) in Puyallup on May 12 and 13. The event will also include a dozen technical and management classes for both collision and mechanical shops. Watch for details in the May issue of the *Northwest Automotive Journal*, or check the event website (www.ASANait.com).

Eugene area members to meet

NATA members in the Eugene area had a great meeting last week and are making plans for another meeting this month. In the works are a consumer education televi-

sion advertising campaign for the Eugene market. NATA members in that area who would like to get involved can call our office for details on the next meeting being scheduled for later this month.

Environmental issues at lunch mtg.

Our next "Express Lunch & Learn" session this month will offer information to help shops with environmental compliance. The speaker, John Oxford, vice president of compliance for Oil Re-Refining Company, will offer ideas to help shops manage compliance and environmental costs. It will take place from 11:30 a.m. to 1 p.m. on Wednesday, May 17, at the NATA Training Room in Portland. Registration is \$20 and includes lunch. For details or to register, check the NATA website (www.aboutNATA.org) or call our office.

NEAT dinner auction hits new highs

More than 80 people attended the fifth annual Northwest Education & Automotive Training (NEAT) dinner auction this past Saturday, helping the non-profit organization raise more than \$8,000 for student scholarships, a 20 percent increase over any of NEAT's previous auctions.

"We received great support from vendors, from the NATA board, from the Association of Women in Automotive, and from dozens of shop owners and others in the industry," said John Yoswick, one of the organizers of the auction. "This will help us continue to work to improve the quantity and quality of young people entering our industry as technicians."

Proceeds from the auction will add to the \$22,000 in scholarships NEAT has awarded to 38 students interested in automotive or autobody training in Oregon and Southwest Washington. Applications for the six \$750 scholarships NEAT will present this year are being accepted until May 22; call the NATA office or check the 'Education' section of our website office for an application.

**For the weeks of
May 1- 8, 2006**

TRAINING AND EVENT CALENDAR

*Advance Registration
Required*
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Calculate The Value of Your Business

*Instructor: Darrell Dorrell
Wednesday, May 3
6 p.m. - 9 p.m.
NATA Training Room
Northeast Portland*

NAIT Trade Show

*May 12 & 13
Western Wash. Fairgrounds
Puyallup, Wash.*

Hybrid Vehicle Service

*Instructor:
Craig Van Batenburg
Part 1: Monday, May 15
Part 2: Tuesday, May 16
6 p.m. - 9 p.m.
NATA Training Room
Northeast Portland*

NATA's 'Express Lunch and Learn'

*Wednesday, May 17
11:30 a.m. - 1 p.m.
NATA Training Room
Northeast Portland*

Lab Scope and Graphic Meters

*Instructor: M. Hoerner
Saturday, June 10
9 a.m. - 3 p.m.
NATA Training Room
Northeast Portland*

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

Northwest Automotive Trades Association

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