



The Industry Update

A membership service of the Northwest Automotive Trades Association
For the weeks of October 20 and 27, 2008

Red Flag Compliance Required by Nov. 1, 2008

By Nov. 1, all businesses that extend credit to their customers will need to be in full compliance with the Fair and Accurate Credit Transactions Act. The act requires that companies with "covered accounts" must have an identity theft prevention program that includes policies and procedures to identify relevant "Red Flags." A "Red Flag" is a pattern, practice or specific activity that indicates the possible existence of identity theft. Covered accounts under the act include anyone who arranges for the extension, renewal or continuation of credit. Examples of this include credit card accounts, cell phone accounts and any other account where there is a reasonably foreseeable risk to a customer or financial institution from identity theft.

According to the Federal Trade Commission, a reasonable plan to safeguard personal information includes:

- Designating an employee or employees to coordinate and be responsible for the security program.
- Identifying material internal and external risks to security of these personal data.
- Designating and implementing reasonable safeguards to control the risks identified in the risk assessment.
- Continually evaluating and adjusting the security plan in light of the result of ongoing monitoring and testing of the program, material changes to business arrangements, or to the company's operations, or any other circumstances that could have a material impact on the effectiveness of the security plan.
- Creating a mitigation plan. This mitigation plan should kick in when there is a privacy or security breach.

For more information, visit www.ftc.gov/opa/2007/10/redflag.shtm.

For the Federal Trade Commission's official rules and guidelines, visit www.ftc.gov/os/fedreg/2007/november/071109redflags.pdf.

Collision Repair Market Grew 5 Percent in 2007, According to New AAIA Report
Independent paint and body repair shops accounted for more than half of the collision repair market at \$23.5 billion, according to AAIA's new report.

Total collision repair industry sales grew 5 percent from 2006 to 2007 and currently stand at \$41.5 billion, according to the 2008 Collision Repair Trends: Industry Statistics & Analysis, published by the Automotive Aftermarket Industry Association (AAIA). Independent paint and body repair shops accounted for more than half of the collision repair market at \$23.5 billion, according to the report.

"It is significant to note that over the past seven years, the collision repair market has increased at a compounded annual growth rate of 5.3 percent per year compared to an overall aftermarket growth of 4.1 percent per year during the same period," said Kathleen Schmatz, AAIA president and CEO.

The Collision Repair Trends report combines the latest available industry data from

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original AAIA research, government sources and independent research suppliers, about the size and scope of the collision repair segment of the industry and the paint and body equipment aftermarket. The report is available for \$125 for AAIA members and \$250 for non-members. For more information or to order the report, visit the AAIA Commerce Center at www.aftermarket.org or call 301-654-6664.

DON'T MISS: 2008 Mechanical Compensation Survey Results in Auto Outlook

The next issue of Auto Outlook will feature the results of this very important Oregon survey. Watch for it in the Fall/Winter edition in your mailbox the first week of November.

COLLISION EMPLOYEE COMPENSATION SURVEY

NATA is conducting a salary and benefit survey and we need your input. Please watch for your survey in the mail, complete, and either fax or send it back to us by mail. Questions? Call Margaret Ragan, 503 253-9898.

OREGON AUTOMOTIVE TRAINING CALENDAR:

Euro Systems Automotive Training Inc

Volkswagen & Audi automobiles. For registration cost, call 1-866-245-7602,

Email: esatinc@esatinc.ca

Saturday, October 25, 2008

Marque Motors

7310 SW MacAdam Avenue

Portland OR, 97219

Kurt Leipzig 503-293-5386

technical@marquemotors.com

<http://www.marquemotors.com>

503-293-5386

Free Educational Seminar: Basics of Electricity and Managing Energy Cost Presented by PGE

Tuesday, October 28, 2008

7:30 am to 12:00 pm (Continental breakfast served)

Two World Trade Center, Plaza Level, Portland

To register:

http://www.portlandgeneral.com/business/save_energy/resources/classes.asp?bhcp=1 or phone 503-464-8020

ASE Fall Test Dates are November 13, 18 and 20th

If you registered for Fall ASE testing, but have not received your Admission Ticket, please call 319-337-1433 or send an email to asehelp@act.org.

Taxes, Again? What to Know for Year-End Financial Review, Talbot, Korvola & Warwick

Wednesday, November 12

LOCATION: NATA Training Room

1710 NE 82nd Avenue, Portland OR 97213

Call to register, 503 253-9898, 11:30 a.m. - 1 p.m.

Members \$25 Non Members \$30

Have questions? Want more information? We are here for you!

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