



The Industry Update

A membership service of the Northwest Automotive Trades Association
For the weeks of October 6 and 13, 2008

Health Insurance in Oregon - The Oregon Health Fund Board (OHFB) is wrapping up its work on creating a plan for universal health care for Oregonians. The board held a 10-city tour to discuss their nearly 80 page draft plan report with citizens.

The Oregon Legislature has mandated that such a plan be developed for the 2009 Legislative session. This seven-pronged plan includes calling for covering the state's uninsured and placing a strong emphasis on primary care and prevention. Other recommendations include proposals for a changing delivery system, financing proposals, premium subsidies, health equity that addresses cultural differences, recommendations for federal law changes, and what they are terming an "essential benefit package." The report is expected to be finalized and presented to the legislature and the Governor in November.

The Sept. 19, 2008 Portland Business Journal carries a headline that reads "Ambitious health reform plan faces an uphill battle," noting opposition from the state's health insurance trade group opposing several of the Plan's fundamental tenets. Also, the state's budget outlook has changed for the negative, and the plan will have to fit within whatever economic and political realities that are currently in play, asserts Barney Speight, OHFB's executive director.

Industry Update will continue to follow and report on this effort to change health insurance coverage for Oregonians.

Flu Shots Now Offered for NATA Health Plan Members - Influenza (or "the flu") is a very serious illness. Every year, about 36,000 Americans die of complications from the flu. The virus that causes influenza changes a little bit every year, so you can catch it even if you've had it before. Symptoms include the abrupt onset of a fever over 101 degrees, a bad headache and aching muscles coupled with a dry cough, sore throat, and/or runny nose.

Here's the good news! If you are enrolled in NATA's Medical Plan, flu shots are now available. If you have Health Net insurance, claims can be submitted directly to Health Net through the primary physician coverage. Other Health Net flu shot locations include Albertson/Save On, Costco, and Safeway.

If you are enrolled in the Kaiser Permanente plan, visit their website www.kp.org/nw to find a flu vaccination clinic near you. Or, you can also get a flu shot during a scheduled office visit.

Take the time NOW to get your flu shot and stay well through the chilly fall and winter months!

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2009 Calendars Are Now Available to Order - Vintage cars, trucks, hot rods, you name it and we have a calendar design customized just for you! Call the NATA office now to order your customized calendars for the new year!

Warehouse Distributor Financial Analysis Available - The 2008 AWDA Financial Analysis Report, an industry-level study of the Automotive Warehouse Distributors Association (AWDA) firms' financial results, is now available from the Automotive Aftermarket Industry Association (AAIA). The report includes benchmarking data such as income statement data, balance sheet ratios and selected information for inventory, payroll, warehouse and store statistics for 2008 operations.

"For those involved at this time of year in budgeting and long-range planning, the timing of this report is perfect," said Ron Rossi, director, market research, AAIA.

"Based on this survey of participating firms, the report provides needed insights for gauging your present-day operating performance against a baseline."

The 2008 AWDA Financial Analysis Report is available to AAIA members for \$125 and to non-members for \$250. To purchase the report, call (301) 654-6664 or visit the AAIA website (www.aftermarket.org).

AAPEX Sessions to Focus on Telematics, Aftermarket Outlook - AAPEX attendees will examine 2008 as a year of economic challenge and unprecedented change in consumer behavior, and listen to predictions on future trends, during an educational program entitled, "2009 Aftermarket Outlook," at 10 a.m. on Tuesday November 4, during AAPEX at the Sands Expo Center in Las Vegas. Drawing from a wealth of economic trends, consumer research and product sales data, industry analyst David Portalatin will share insights on today's - and tomorrow's - aftermarket consumer.

Attendees can also learn what vehicle telematics is and how it works; about product and service opportunities for both consumer and commercial vehicles; and how the aftermarket industry can take advantage of the telematics revolution. AAPEX will be held Nov. 4-6 in Las Vegas, Nev. For details, visit the event's website www.aapexshow.com



Wednesday, October 15 - Future Focus: What Will Make Cars Go?

Presenters Todd Weedman, Todd's Automotive Imports, and Jim Houser, Hawthorne Auto Clinic

LOCATION: Hawthorne Auto Clinic
4307 SE Hawthorne Blvd., Portland, OR 97215
Call to register, 503 253-9898, 11:30 a.m. - 1 p.m.
Members \$25 Non Members \$30

Wednesday, November 12 - Taxes, Again? What to Know for Year-End Financial Review

Presenter: Talbot, Korvola & Warwick LLP

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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