



The Industry Update

A membership service of the Northwest Automotive Trades Association (NATA)
For the weeks of March 17-24, 2008

DEQ Wants to Talk with NATA Members about Implementation of New Air Quality Standards...by Mail Survey and by Telephone

On January 9, 2008, the Environmental Protection Agency (EPA) adopted new air quality standards for paint strippers, auto body shops, and other surface coating operations. To help DEQ staff determine your eligibility for an exemption, a short survey is being sent to those shops the DEQ has mailing information on. If you receive a survey in the mail, please complete it by the specified date and return it using the self-addressed stamped envelope provided. The survey has 5 questions (mostly yes or no) covering each of the regulated activities, and asks shop owners to estimate the amount of product used. It is simple and straightforward and will be used to determine the "universe" of stripping and surface coating operations in Oregon that DEQ could potentially be working with.

DEQ plans to send the survey out within the next couple of weeks. We strongly recommend that you complete the survey as it will help to determine which requirements, if any, apply to your business. If no information is received from your shop, DEQ will have to assume the new requirements will apply.

Also, please mark your calendars for a conference call on April 9, 2008, 11:30 a.m. – 12:30 p.m., sponsored by NATA and DEQ, to discuss DEQ's proposed permitting options for your industry sector. The DEQ will be providing information on what the proposed permit looks like, the proposed fee structure for the permit and the timeframe for implementing the permit process. If time allows, a short discussion of the requirements will be provided. **The call-in number is 503-378-3003**, and you will automatically be placed on the call. NATA and DEQ invite anyone interested to participate in this open forum as we would appreciate your feedback on the proposal.

Support 2008 Women in Trades Career Fair!

Hosted by the Oregon Tradeswomen Association, Liz Dally, Hawthorne Auto Clinic and member of the Association of Women in Automotive (AWA), will be conducting a workshop on Friday, May 2 during High School Girl's Day. Also volunteering from AWA are June Boone, Becky Vierck, and Shayla Spiva. They would like one more volunteer for that day, and will be teaching students about electrical circuits.

The Women in Trades Career Fair runs from Thursday, May 1 (Middle School Girls Day), Friday, May 2 (High School Girls Day) and Saturday, May 3 (Careers for Women Day). It is hosted by NECA/IBEW Electrical Training Center, 16021 NE Airport Way, Portland. To volunteer, call June Boone at Hawthorne Auto Clinic, 503 234-2119.

Tax Change May Make This Good Year to Purchase Equipment

As you prepare your tax filings for 2007, you should also keep in mind that part of the federal economic stimulus package recently passed by Congress is designed to encourage small businesses to make capital expenditures in 2008.

The Section 179 deduction, which allows businesses purchasing less than \$800,000 in capital equipment—such as computers, office furniture, shop tools, or equipment—has nearly doubled for 2008 to \$250,000. That means that purchases up to that amount can be deducted upfront rather than depreciated over time.

Equipment like air conditioning or heating units, or structural parts of a building like replacement windows can't be deducted under Section 179. To qualify, the equipment also must be put into service (even if not paid for) by December 31. For details, check with your accountant or tax preparer, or download IRS Publication 946 (www.irs.gov/irs-pdf/p946.pdf).

Please Note the Name Change

For these members using its credit card processing services, NOVA Information Systems/NOVA Network has changed its name to Elavon. They say it is a new brand for a new global era.

The Top Ten Myths in Family Business

1. "It's nothing personal, just business."
2. "You shouldn't say 'I love you' at work."
3. "He's my father—of course he will do what's best for me."
4. "We'll be able to work this out – we're family."
5. "Don't hold back – I welcome criticism."
6. "I won't tell a living soul."
7. "Don't worry about money. You don't have to pay it back."
8. "I don't have to tell her. Deep down she knows that I love her."
9. "I don't care what others in the family think."
10. "What happens to family members outside the business does not influence what happens inside the business."

--Henning Family Business Center

Attention All Members:

NATA recently sent out a Property & Casualty Insurance Quick Quote Form to all members. Please take a moment and fill that out and fax it back to your NATA office so we can provide you with a cost comparison. It never hurts to check and it is always a good idea to make sure you have the proper coverage so that you would be adequately insured if an incident occurred.

If you did not get your quote form, call Cathi at the NATA office.

Oregon Collision Shops Give Top Marks to State Farm

The latest NATA survey of Oregon collision repair shops found that State Farm and several smaller Northwest-based auto insurers continue to be among the best at taking care of their customers after an accident – and that Progressive, Allstate, Safeco and Farmers Insurance – are among the worst.

The survey asked collision repair shops to grade the Top 22 auto insurers in Oregon in terms of as to how well that company's "policies, attitude and payment practices ensure quality repairs and customer service for Oregon motorists." More than 100 shops from 48 Oregon communities responded to the survey. **Complete results are available on the NATA website: www.aboutnata.org.**

Car Care Guides Available for April's Car Care Month

This year marks the fifth anniversary of the "Be Car Care Aware" consumer education program. "Just the fact that consumer research shows that 67% of motorists are more aware of the benefits of vehicle maintenance than they were five years ago shows the huge success of the campaign," Rich White, executive director of the Car Care Council said.

White said shops and parts houses can now order the Car Care Guide in preparation for April's National Car Care Month. The 56-page guide explains to consumers the nine most common preventative maintenance procedures that help keep cars operating safely and reliably; includes a list of questions to ask when these maintenance or repair procedures are being performed on a car; and has clear, concise descriptions of 12 major vehicle systems and parts.

For more information, visit www.carcar.org. For Car Care Guides, call the NATA office.

Join Us in Bend for NATA Board Meeting and "Bob's Birthday Barbeque Bash"
NATA will be meeting in Bend the weekend of April 18th & 19th

Join us for Bob's Birthday Barbeque Bash Friday night in the parking lot of [High Desert Automotive Supply](#), hosted by Frank Bowen, owner and new NATA Board member. Celebrating President Bob Anderson's 29th birthday, the barbeque will feature delicious food, beer, and wine from Bob's vineyard, and lots of camaraderie and fun!!! There is no charge for this once in a lifetime event (remember, Bob can only be 29 for so long!) The Board of Director's meeting will be the next day, Saturday, April 19th, from 9 a.m. to 12 p.m. in the conference room of [High Desert Auto Supply](#), 62057 27th St., Bend, OR.

For more information, or to RSVP, call Barbara Crest at NATA, 503-253-9898 or toll free at 800-730-7282.

[Express Lunch and Learn, Wednesday, April 16th: "New Fuels" discussion featuring Nikola Davidson, NW Biofuels Assn.](#)

A new law in Oregon in 2008 requires a mix of ethanol fuel in gasoline. Replacing MTBE (methyl *tert*-butyl ether, also known as methyl tertiary butyl ether), ethanol fuel is distilled from fermented grain and is said to reduce the dependence on fossil fuels while cutting back on greenhouse gas emissions. It is also safer for the environment, compared to MTBE, and it supports the national agriculture industry in the U.S.

All fuel sold in Oregon will be a mix of gasoline and E10 phased in by these dates: January 15, 2008, for northwest Oregon; April 15 for mid-state; and September 16 for eastern Oregon. This requirement will remain in effect on a year-round basis.

Each year, Oregon blends nearly 14 million gallons of ethanol into its annual gasoline consumption of 1.5 billion gallons. Over 99% of fuel ethanol in the U.S. is consumed as E10, a 10% blend with gasoline which can be used in any gasoline vehicle.

[The Calendar](#)

Portland Transmission Warehouse 70th Anniversary

Featuring Training, Trade Show, Factory Reps, Door Prizes, Special Pricing and Featured Products, and more!

Trade Show and Open House

Saturday, April 5 • 8:30 a.m. - 4 p.m.

1016 SE Hawthorne Blvd. Portland OR 97214

RSVP 503 233-4966, toll free 800 444-4556

NATA's Express Lunch and Learn

Topic: The New Fuels

Wednesday, April 16 • 11:30 a.m. - 1 p.m.

Jay's Garage, 734 SE 7th Ave. • Portland, OR 97214

RSVP with Laurie • 503.253.9898

**[Have Questions? Want More Info?](#)
[We're Here for You!](#)**

**Northwest Automotive Trades
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