

Industry Update

News and Information for NATA Members



October 2018

October is "Fall Car Care Month"



This is a great time to remind customers that October is "Fall Car Care Month," and a great time to give their vehicle a little TLC before the harsh winter months.

Visit the [Car Care Council website](#) for lots of resources you can use in reminding customers about Fall Car Care Month.

NATA Health Plan offers new vision plan



As you probably noticed with your health plan renewal packet, NATA members enrolled in the NATA Health Plan can now select VSP Vision as an add-on benefit for employees. Enrollees will not receive an ID card; policyholders can just go to a provider and provide a birthdate and Social Security number.

You'll get the lowest out-of-pocket costs in vision care. You'll see savings on frames, lenses, contacts, eye exams and more. Typical annual savings are more than \$200 with the Standard Plan.

VSP has the largest independent doctor network in the country, including Walmark and Costco. Go to [VSP.com](#) to find an eye doctor near you.

Whether you're looking for classic styles or trendy frames, you'll find the perfect pair for your style and budget.

Shop's website named among the best



NATA offers its congratulations to Same Day Auto Service in Clackamas for having its [website](#) named among the "[Top 10 Websites](#)" for 2018 by ASA and AutoInc magazine.

"Your website is the first 'digital door' the customer walks through to view your business," said Beth Risch, ASA's interim chief operating officer. "Congratulations to our winners. Your websites are a reflection of your innovation, priorities and service. The sites we have seen are engaging and truly draw in the customer. They are personal, yet professional, modern and a little fun."

Two shop surveys set to end this month

Upcoming Events

2018 AAPEX

Oct. 30-Nov. 1

Las Vegas

[Click for Details](#)



Shops have an opportunity this month to take surveys that will gather useful information for the industry.

Collision repair shops have until October 31 to complete the latest "Who Pays for What?" survey conducted by Mike Anderson (of Collision Advice) and *CRASH Network*. This survey (one of four conducted throughout the year)

focuses on not-included items, asking shops which of the items they bill for and how frequently they are paid for them by the eight largest auto insurers. The survey will take about 15-20 minutes, and should be completed by the shop owner, manager or estimator who is most familiar with the shop's billing practices and the payment practices of the largest national insurers. [Click here](#) to take the survey.

Mechanical shop members of NATA are encouraged to [click here](#) to take an employee compensation survey the association is conducting. This is your final chance to help us gather data on employee pay that we share back with you.

For both surveys, your shop's individual information is held in the strictest confidence; only aggregated data is released. All participating shops will receive the results at no charge.

Community college teams up with Subaru



Automotive students at Mt. Hood Community College in Gresham can now get a degree in Subaru automotive technology. The new two-year program will have students train at both the college and a participating Subaru dealership.

Students end up with an Associate of Applied Science degree in Automotive Technology and Factory Certification. They will be paid for their time working at the dealership.

The school has agreements with nine Subaru retailers throughout the state. Subaru also has donated equipment and five training vehicles for the students to work with.

The automaker is also working Clackamas Community College.

Opportunity for automotive salvage/recycle yards



Derek Aldrich from EPB&B (NATA's business insurance partner) announced there is a new insurance carrier in Oregon that has shown competitive rates for automotive salvage/recycle yards business

insurance policies as well as other garage business insurance.

Midwest Family Mutual has just entered into the Oregon market, and EPB&B is one of the only agencies that Midwest Family Mutual is partnering with. Midwest Family Mutual is rated an A - company.

"One automotive salvage yard, in particular, saved over \$4,000 while increasing their coverage and getting earthquake coverage," Aldrich said.

Another great benefit to this company is that they do not audit your policy at the end of the year.

For more information or to receive a quote, call Aldrich at EPB&B at (503) 445-8403 or call the NATA office.

Popular trainer at PCC this month



The National Automotive Diagnostic Information Services (NADI) is bringing popular trainer Bob Miller back to Portland Community College's Sylvania Campus for another series of hands-on diagnostic training classes.

"Operation, Diagnosis and Service of the Cummins Light Duty "B" Family of Diesel Engines" will be held October 22-23, and "Operation, Diagnosis and Service of the Ford 6.0, 6.4 and 7.3 Power Stroke Diesel Engines" will be held October 24-25.

[Click here](#) for more details and registration information.

Association sees international deal as positive



The United States, Canada and Mexico reached a new trade agreement to replace NAFTA right before the U.S.-imposed deadline. NAFTA is still in effect while the new agreement, called the United States-Mexico-Canada Agreement (USMCA), goes through Congressional review.

"We are encouraged to see the United States reach a trilateral trade agreement with Mexico and Canada, allowing duty-free movement of auto parts to continue between the three countries," Bill Hanvey, president and CEO of the Auto Care Association, said. "As we continue to review the text, we hope the modernized agreement strengthens trade in the region and promotes consistency and predictability for U.S. auto manufacturers, distributors, retailers and service providers."

NATA welcomes its newest members



Four more companies recently joined NATA! We are pleased to welcome: **Professional Auto Body & Paint**, a family-owned shop in Portland since 1997; **Precision Auto Transport**, vehicle wholesale and truck accessories, located in Milwaukie; **Niedermeyer**

Risk Management, LLC, a new NATA Associate Member and a leading provider of business insurance in the Portland area; and **Legacy Chrysler Jeep Dodge Ram**, a dealership located in Island City with a full repair facility and parts department.

NATA members marking business anniversaries



A number of NATA members are hitting important business anniversary milestones.

Portland Transmission Warehouse, for example, is celebrating an impressive 80 years in business. Founded in 1938 as a Texaco service station, the company began transitioning to automotive parts supply

in the 1950s. Today, it operates exclusively as a wholesale

distributor, selling high-quality automatic powertrain parts, clutches, bearings, and other components primarily to transmission repair facilities throughout Oregon and into Idaho and Washington.

In a market increasingly occupied by big players, Portland Transmission Warehouse has built a reputation for a strong inventory, personalized customer service and fast response times. That reputation owes itself in part to the company's commitment to utilize digital technology to keep pace with growing business complexity. The company, for example, was one of the first West Coast distributors to integrate business management software in the 1970s.

Ross Bradshaw, now runs the business founded by his grandfather, and is a great NATA member and serves on the NATA Board.

Also this year, **Hawthorne Auto Clinic**, a 9-bay repair facility in Southeast Portland, is celebrating 35 years in business. Co-owned by **Liz Daly** and **Jim Houser**, the business has received numerous local and state awards, including the BBB Small Business of the Year award in 2007, and the owners were honored as the state's Civil Rights Champion by the Oregon Bureau of Labor and Industries in 2012. Hawthorne was one of the first businesses in Portland to be certified by the Pollution Prevention outreach Team as an Eco-logical Business.

Long active in industry and government affairs, Houser has held several key positions in local, state, and federal agencies and organizations, including being named to the U.S. Small Business Administration's Region X Regulatory Fairness Board in 2015.

Congratulations to both these companies on their business anniversaries!

AAPEX expanding spotlight on new technology



AAPEX is expanding several programs at this year's event in a continued effort to spotlight the impact of technology on the automotive aftermarket and prepare attendees for the

opportunities and challenges ahead.

AAPEX represents the \$740 billion global automotive aftermarket industry and will take place Tuesday, October 30 through Thursday, November 1, at the Sands Expo in Las Vegas.

"Mobility Garage," which debuted in 2017, has expanded to two sections, both offering hands-on demos and technology-focused training sessions. The ["Shop Equipment and Technology" section](#), presented by AVI, will offer 20 sessions, while the ["Electric Car and Alternative Fuel/Energy" section](#), presented by the National Alternative Fuels Training Consortium (NAFTC), will provide 24 sessions.

["Let's Tech"](#) returns with 20-minute presentations on topics including advanced driver assistance systems (ADAS) and the need for calibration, using technology to service more customers and technology for inventory optimization.

This year, the [AAPEXedu Technology track](#) has grown to include 18 sessions on topics such as trends in emerging technologies, radar

sensors in modern chassis systems and battery tester innovations. Two all-new AAPEXedu forums will focus on "[Retrofitting ADAS on Existing Cars to Save Lives](#)" and "[Servicing ADAS-Enabled Vehicles](#)."

All education sessions in Mobility Garage, Let's Tech and AAPEXedu are included in the online registration fee of \$40 (U.S.) through Friday, October 12. To register, visit www.aapexshow.com/attendee.

For more information, visit www.aapexshow.com or e-mail: info@aapexshow.com.

Oregon agencies offer business training



Three Oregon agencies offer regular training for companies within the state.

The Oregon Bureau of Labor and Industry (BOLI) offers training seminars on such topics as wage and hour laws, discipline and discharge, and the latest developments in employment law. Details are available by [clicking here](#).

The Oregon Department of Environmental Quality invites businesses that handle hazardous waste to sign up for a class covering basic management of such waste. Registration is free but on a first-come, first-served basis. [Click here](#) for more details.

The Oregon Occupational Safety and Health Administration (OSHA) offers classroom workshops and online training on such topics as hazard communications, safety meetings, etc. [Click here](#) for current class description and schedule.

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