

October 2019

Oregon dismantlers can learn about new law



Oregon dismantlers can come learn what they need to know about a new law going into effect in January of 2020 at NATA's October Lunch & Learn, being

held October 8 in Portland.

The new law changes elements of the dismantler certificate, increases the required bond, provides for annual inspections by the Oregon Department of Transportation, places limits on waste tires, and more.

[Click here](#) to read the full text of the new law.

At the October 8 meeting, NATA's lobbyist Darrell Fuller will explain the details and what dismantlers need to know and do under the new law.

The Lunch & Learn will be held from 11:30 a.m. to 1 p.m., on Tuesday, October 8, at NATA's office, 7931 N.E. Halsey, Suite 300. Registration is \$20 and includes lunch. Call NATA at (503) 253-9898 to reserve your spot.

We are welcoming both members and non-members of NATA, so invite your colleagues in the industry. [Click here](#) for a flyer with details you can send to them. Dismantlers need to join together to have a strong, unified voice in Oregon. Non-NATA members who attend and join the association that day will receive a 20% discount on their initial annual dues.

Details on SAIF dividends for NATA members



Work. Life. Oregon.

SAIF last month announced that its customers will receive \$160 million in dividends this year.

NATA has been told that its members who are SAIF customers will be receiving a total of \$575,994 of those dividends! That's a total of \$440,385 in premium-based dividend, and \$135,609 based upon loss ratio results. The dividends will be mailed to customers next week.

Meeting at NATA to focus on security



Keeping your business, property and employees safe will be the subject of an October 23 "Lunch & Learn" meeting at NATA. Mark Wells of

Bastion Security will explain the company's active security monitoring services. By combining technology with experienced people, Bastion provides client-tailored security monitoring at typically less than one-third the cost of traditional security guards. Their services are customized for each site, enabling Bastion to protect large, complex or dangerous sites that other companies simply cannot. And it's completely turnkey, from initial assessment and equipment installation, to monitoring and communications.

Come attend to find about the variety of flexible packages Bastion offers, and learn about their free safety inspections.

The meeting will be held from 11 a.m. to 1 p.m. on Wednesday, October 23, at NATA, 7931 N.E. Halsey, Suite 300. The \$20 registration fee includes lunch. Call NATA at (503) 253-9898 to reserve your spot.

Upcoming Events

NATA Lunch & Learn
October 8
Portland, Oregon
[Click for Details](#)

NATA Lunch & Learn
October 23
Portland, Oregon
[Click for Details](#)

**2019 Eastern
Automotive Training
Event**
October 25-26
Spokane, Wash.
[Click for Details](#)

Several industry-related surveys running



Your participation is requested for several surveys underway related to the industry.

Alex Crays, the collision repair instructor at the **Career Technical Education Center (CTEC) in Salem**, is asking for industry feedback on what you're looking for in entry-level employees. You can [click here](#) to see the specific questions

he'd like to get responses to.

For collision repair shops, the latest **"Who Pays for What?" survey** for the first time focuses on vehicle scanning and ADAS calibration. It also is collecting information on labor rates, including rates for aluminum repair work. [Click here](#) to take the survey.

The "Who Pays" surveys are conducted quarterly by CRASH Network and Mike Anderson of Collision Advice. The survey conducted this past summer found that more shops are charging - and being paid - a processing fee for handling total loss vehicles.

"Certainly shops may agree to waive any such fees as part of a direct repair agreement," Anderson said. "But the process has continued to become more complex. It can involve more tear-down, more research of OEM procedures, unloading or loading the vehicle to and from a tow truck, etc., and more and more shops cannot afford to perform all these tasks for free."

Data from the "Who Pays for What?" survey this past summer shows that the percentage of shops that say they "never" charge to process total losses has steadily declined from 30% in 2015 to just 19% this year. The percentage of shops negotiating to be paid a fee to process these vehicles surpassed 80% for the first time this year, up from just under 70% in 2015. Of those, 63% report being paid "always" or "most of the time" by the nation's eight largest insurers; that's up from less than half (46%) in 2015.

There's a link at the end of the current "Who Pays" survey that shops can use to download results of previous surveys.

Meanwhile, the Oregon Department of Environmental Quality is inviting **managers of medium and heavy-duty fleets and fuel infrastructure providers** to complete a detailed survey regarding alternative fuel infrastructure demand. This survey, which ends October 11, also includes a request to provide information on specific infrastructure projects to support increased demand into the future. Identifying infrastructure gaps is important for planning and may help to direct available public resources toward alternative fuel infrastructure projects that could fill those gaps.

Managers of medium and heavy-duty fleets can [click here](#) to take the survey. Fuel infrastructure providers can [click here](#) to take the survey.

NATA members get discount for training event



Don't forget that NATA members can call for discounted registration for the 2019 East Automotive Training Event, taking place October 25-26 in Spokane. The

event will feature management and technical courses, a keynote address by Bill Haas, and a Friday night reception. [Click here](#) for a full schedule of sessions.

NATA members can receive the same [discounted pricing](#) available to ASA members by calling (253) 473-6970 to register (doing so online will default to the non-discounted pricing).

New business CAT tax begins next year

This past May, Gov. Kate Brown signed into law House Bill 3427, which established an annual Corporate Activity Tax (CAT) based on commercial activity conducted by businesses, effective for tax years beginning on or after January 1, 2020. The CAT is \$250 plus 0.57% on a taxpayer's Oregon-sourced taxable commercial activity above \$1



million and will be imposed in addition to the corporate and excise tax already imposed by the state. The tax is not owed if the taxable commercial activity does not exceed \$1 million.

The CAT is to be imposed on each person with taxable commercial activity for the privilege of doing business in Oregon. The term "person" is broadly defined to include individuals, combinations of individuals of any form, receivers, assignees, trustees in bankruptcy, firms, companies, joint-stock companies, business trusts, estates, partnerships, limited liability partnerships, limited liability companies, associations, joint ventures, clubs, societies, entities organized as for-profit corporations under Oregon Revised Statutes Chapter 60, C corporations, S corporations, qualified subchapter S subsidiaries, qualified sub-chapter S trusts, trusts and entities that are disregarded for federal income tax purposes, and any other entities. As such, the new CAT is imposed on all types of business entities, whether domestic or foreign.

Persons excluded from the tax include, but are not limited to, various Internal Revenue Code (IRC) section 501 entities, certain hospitals, governmental entities, and any persons with commercial activity that does not exceed \$1 million for the calendar year.

NASTF announces schedule for fall meeting



The National Automotive Service Task Force (NASTF) will hold its fall general meeting on the afternoon of November 6th, 2019 at the Sands Expo Convention Center in concurrence with AAPEX.

Featured speakers include Bob Augustine of Drew Technologies, presenting "ADAS is not a thing," in which one of the industry's leading experts explains why the industry needs to adjust its focus.

Jim Silverman of the Automotive Training Institute will lead a panel discussing the latest in repair order technology to assist in speeding up and streamlining your operation.

NASTF's Communications Team and Service Technology Team will offer a first-look at NASTF's new website functionality, including individual customizations.

The general meeting will also include several demonstrations and a return of the "What's Up with You?" session. Please plan to bring your 1-2 minute story about something exciting or newsworthy happening in your part of the industry.

AAPEX registration is NOT required to attend the NASTF general meeting sessions. For more information about the meeting, please email Holly Wolfe at hwolfe@nastf.org.

Update on daughter of NATA staff member



Lizzy Ragan, the daughter of NATA staff member Margaret Ragan, is expected later this month to be allowed to go home from the rehab center where she is recovering from injuries she suffered in a terrible climbing accident in New

Hampshire in late August. Lizzy fell and fractured her spine, neck and ankle.

Please continue to keep Lizzy and her parents, Margaret and Tim, and their family in your thoughts and prayers.

Our industry also can help by making a contribution to a GoFundMe page established to help Lizzy, including necessary changes to her apartment to make it wheelchair accessible, and getting a van to accommodate her transportation needs. Please [click here](#) to learn more and to donate.

A visit to the Springdale Job Corps



Margaret Ragan, NATA Outreach Coordinator, recently visited Springdale Job Corps with ASE Education Foundation Manager Walt Commans. Springdale Job Corps is located in Troutdale on the Historic Columbia Gorge Highway. Nestled amongst the trees, this residential facility offers an Automotive

Collision and Repair program for students age 16-24. These students are typically at-risk youth who have had challenges succeeding in a public school setting. Job Corps is a no-cost education and career technical training program administered by the U.S. Department of Labor that helps young people improve the quality of their lives through career technical and academic training.

Walt told students about the importance of ASE certification to the industry. ASE certifications offer hiring managers a form of proof of your knowledge and intent to learn. Margaret told students about the industry-wide shortage of employees. She stated there is a position for everyone. She also highlighted the importance of soft skills - a firm hand shake, a respectful appearance, good attendance, and a clean driving record

Oregon has very few collision repair training programs: only three high school programs and two college level programs. It is very important that industry reach out to support the few programs we have.

At Springdale, each student is expected to complete a 180-hour internship. This program does not operate on a traditional public school calendar, therefore students become available for permanent entry-level positions at random times throughout the year and. If you can offer a temporary internship or permanent position, please contact Cindy Valenzuela, (503) 405-0965.

The instructors can also use hoods and bumpers for the students to practice on. If you have donations of this or other items, please contact Cy Nelson (nelson.cy@jobcorps.com) or Matt Sullivan (pntrguy@gmail.com).

Change regarding dismantler's bill of sale



Oregon DMV is reminding dismantlers that starting October 21, DMV will no longer accept a dismantler's bill of sale in lieu of a title as an ownership document for the purpose of obtaining an Oregon title.

Any transaction submitted in a field office on or after October 21, 2019, with a dismantler's bill of sale in lieu of a title or other ownership document will be rejected. A title from the state that issued the dismantler's bill of sale must be obtained prior to applying for title and/or registration in Oregon.

Any transaction mailed in to DMV headquarters postmarked on or after October 21, 2019, with a dismantler's bill of sale in lieu of a title or other ownership document will be returned with a letter stating a title from the state the bill of sale was issued from must be obtained prior to applying for title and/or registration in Oregon.

A dismantler's bill of sale in lieu of title will be accepted as an

ownership document when submitted with a "Dismantler's Vehicle Notice to Driver and Motor Vehicle Services, Form 270," for the purpose of adding a dismantler's indicator on the vehicle record.

For information on how to obtain a title from another state, the customer must contact that state.

If you have any questions, please call DMV Customer Assistance. In Salem, call (503) 945-5000; in Portland, call (503) 299-9999; or call the local DMV number for your area.

Oregon may have your unclaimed assets



A NATA member contacted us recently to say they recently checked the [official Oregon website](#) that catalogs millions of

dollars in unclaimed assets - like uncashed checks, forgotten bank accounts, security deposits, tax refunds, credit balances, investment accounts and other funds. Her shop wasn't in the database, but she said she came across dozens of pages of unclaimed funds available to other automotive businesses.

"The money is there," she said. "You just have to complete the online claim form and wait for an email that you print out and have notarized and submit to the state. It takes about 6-8 weeks before you receive your check(s)."

If you end up receiving unclaimed assets, share your story with NATA!

Car show helps fund van to help veterans



The NATA members who helped support the "Veterans Car & Motorcycle Show" this summer will be pleased to hear it helped raise funds to enable the new Veterans Village in Clackamas to purchase a 2013 Chrysler Town & Country van in great condition with only 58,500 miles on it. The van will help transport veterans from the Village, which is a transitional housing facility made up of 15 tiny homes (pods), to

medical appointments, etc. (More pods will be added in the near future as the facility has a waiting list.)

Congratulations to event organizer Lynn Kirwan, and thanks to Pete Holt from Subaru of America, Carr Subaru, and K&D Auto Wrap for help with the van! And thanks, NATA members, for supporting this worthy cause!

Insurer may offer savings on business insurance



Derek Aldrich from EPB&B (NATA's business insurance partner) said 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 recently 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, contact Aldrich at (503) 445-8403, daldrich@epbb.com, or call the NATA office at (503) 253-9898.

Big changes to Tigard High automotive program



Tigard High School students this fall returned to lots of changes and ongoing construction projects. The first advisory board meeting of the Automotive

Service Technology program took place in mid-September. The shop has undergone many changes: three lifts have been added, there will be new work stations and toolboxes throughout, and new air lines are being installed.

There are many new challenges introduced by this remodel. No power was installed on the north wall of the shop, so no power equipment can be operated without extension cords and surge protectors. The roof has begun leaking in several areas directly in front of the electrical panels. With the addition and reconfiguration of hoists, floor drains that were not obstructive before have become trip/fall hazards. Although all this sounds bad, once those issues are addressed, the shop will be a fine show place.

In addition to the remodel new practices have been instituted. Cell phones are no longer allowed in the classroom. All phones must be parked in a specific location. If a student is caught using a phone during class time, it will be confiscated and only the parent may retrieve it from the instructor.

The maximum class size has been reduced to 24 students, down from 30. On average, five of the 24 are female. While the district wants this percentage to increase, this is still above average compared to most automotive programs around the state.

Perhaps most importantly, the annual budget - before Measure 98 - was only \$1,200 per year. Today, the average annual budget is \$10,000.

Technology educators holding conference



The "Technology Educators of Oregon" will hold a day-long conference on October 11 at Lane Community College in Eugene. Automotive sessions will include Pro-Cut brake lathe training, an update from ASE and the ASE Education Foundation (formerly NATEF), and a presentation by a Ford Motor Company field

engineer. [Click here](#) for more information or to register.

NATA welcomes another new member



NATA is pleased to welcome **Auto Damage Experts** as a new member of the association. The company, located in Beaverton since 2008 provides inspections on vehicles that have been in an accident. They advocate for consumers, and work with shops and insurance companies on claims.

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, lockout/tagout, personal protective equipment, etc. [Click here](#) for current class description and schedule, call (888) 292-5247 (option 2) or send an email to ed.w eb@oregon.gov.

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