

NATA is celebrating its 105th anniversary!

Industry Update

News and Information for NATA Members



July 2019

Happy 4th of July!



All of us at NATA hope you enjoy a fun and safe July 4th holiday.

Please be aware the NATA office will be closed July 4-5, but we look forward to being there next week to help you.

NATA now offers 16 group health plan options



As a member of NATA, you are able to enroll in the NATA group health plans. **NATA now offers our members 16 health plans to choose from, and two different prescription plans.**

If you have an insurance agent that you currently work with, that agent can quote your group on the NATA health plans. You can retain your agent and take advantage of the rates on the NATA health plans.

If you are interested in a non-committal quote, please call your NATA office at (503) 253-9898. If your agent would like another health plan option for your group, just call Cathi Webb at the NATA office.

Two industry surveys for collision shops



Collision repairers are invited to participate in two surveys underway this month.

Industry publication *CRASH Network* is conducting a confidential 5-minute survey to gauge industry opinion about PartsTrader, the online parts ordering website. Shop owners, managers, estimators or others who have used PartsTrader [can click](#) here to share their views.

All individual responses will be kept confidential. Only cumulative data will be released. Results of the survey will be published in *CRASH Network* and will be sent at no charge to survey participants who provide a valid email address.

Also this month, Mike Anderson of Collision Advice is conducting the latest quarterly "Who Pays for What?" survey, this one focused on "not-included" frame and mechanical labor operations. [Click here](#) before July 31 to take the survey, conducted in conjunction with *CRASH Network*.

Survey participants receive a report with complete survey findings along with analysis and resources to help shops better understand and use the information presented.

Interestingly, the "Who Pays" survey in April found that a similar percentage of collision repair shops that don't belong to a trade

Upcoming Events

ATG "Hybrid Systems Diagnostics"

July 15-16
Portland

[Click for Details](#)

Salute to Veterans Car and Motorcycle Show

Saturday, August 10
Hillsboro

[Click for Details](#)

C3 Car Club Car Show

Saturday, August 24
Beaverton

[Click for Details](#)

association seek to be paid for "not-included" operations as those that do belong. **But 73% of shops that belong to either a local or national trade association report being paid regularly for those procedures, compared to just 51% of shops that don't belong to an association.**

Mecum Auctions returns to Portland Expo



Mecum Portland once again was a great event held at the Portland Expo Center on June 21 and 22. Attendance was great and the cars that were

auctioned were incredible. The energy at the auction is unbelievable. Mecum Auctions is so well organized, and they make the event so much fun! Big thanks to David Morton and John Kraman for their support of NATA, and thank you for all of the tickets that were distributed to our members at the event at the World of Speed last month. We are all looking forward to Mecum Auction's return to Portland in 2020!



Schools have job openings



A number of Northwest schools have posted industry-related job openings.

Eagle Point School District 9, located in the Rogue Valley in Southern Oregon is seeking an [automotive instructor \(mechanical/collision\)](#).

The Career & Technical Education Center (CTEC) in Salem has an opening for a [collision repair instructor](#).

Portland Community College has posted an opening for a [service advisor](#) at its Sylvania campus.

And Clark College in Vancouver is seeking to fill a [student recruiter](#), with priority to applicants prior to July 25.

Oregon minimum wage poster available (really!)



Oops, we blew it last month with the link we included to the 2019-2020 Oregon minimum wage poster. Sorry about the inconvenience.

You can [click here](#) for a printable copy, or call Laurie at NATA at (503) 253-9898 for a copy.

Cruise-in, car show line-up

It's that time of year again: car shows and cruise-ins galore! Here are some you may want to put on your calendar:

* The Multnomah Hot Rod Council invites you to register for its 8th



annual "Salute to Veterans Car & Motorcycle Show," being held August 10 at the Washington County Fair Complex in Hillsboro. All proceeds from the event support organizations benefiting veterans as well as the Council's scholarship fund. [Click here](#) for more details about the event.

Sponsors are also needed, with sponsorship levels started at just \$50. Please [click here](#) for a sponsorship form.

* The C3 Car Club is hosting its first car show August 24 at Golden Valley Brewery in Beaverton. All cars and motorcycles are welcome, and all proceeds will be donated to Candlelighters For Children With Cancer. [Click here](#) to learn more.

* Classic Rides Car Club of Portland is planning its 14th annual cruise-in for Sunday, August 25, at 122nd and S.E. Division. Registration is \$15. [Click here](#) for more information, or call Jim Chretien at (503) 887-3854.

Give local bank a try



Riverview Community Bank has been part of the Northwest for 96 years. It is locally-headquartered and believes in supporting its neighbors. It provides

all the banking services "big banks" do but in a friendly and courteous manner. Riverview can help you with checking and savings accounts (ask about High Yield Relationship Savings), various types of loans and investment services.

The bank is also a wholesale merchant services provider, meaning you get high-touch service from local people at wholesale prices. All they need are two months of statements and they'll tell you if you're getting a good deal or not.

Riverview Community Bank counts a large number of service stations and small business owners as clients. Are you or your employees waiting in long lines? Give them a try. Contact Larry Schwartz at (503) 251-1074 or larryschwartz@riverviewbank.com.

School marks year-end, instructor's departure



On Tuesday, June 4, NATA was represented at a year-end celebration for the auto tech program at St. Helen's High School. This is an annual event hosted by the school, with business supporters and friends invited to join the celebration.

It marked the end of the last year Mike Herdrich will be the the auto tech instructor at St. Helens. Mike had a huge influence on his students, and several past students attended this event and shared great stories of how Mike helped them get to where they are today. Thank you, Mike, for all of your efforts and years of service for the auto tech students! You will be missed!

Congratulations to all of the students who graduated, and a big thank you to Jay Groom, the new auto tech instructor at St. Helen's High School!

It is important for all NATA members to remember to support and engage with your local auto tech programs to keep them strong!

Training organization seeks members



The "Advanced Vehicle Training Group Northwest" (AVTGNW) is seeking new members. Russ Jones, an automotive instructor and department chair at Portland Community College who also is president of AVTGNW, said the group's mission is to prepare colleges to address the growing technician readiness gap, and improve technician continuing education participation.

[Click here](#) for more information, including a membership application.

Understanding new gross receipts tax



Oregon House Bill 3427, a gross receipts tax on businesses with Oregon sourced revenue of at least \$1 million, passed the Senate and was signed by Governor Kate Brown on May 16. Unless opponents of the new tax succeed in response with enough signatures and votes, it will take effect starting in tax years beginning on or after January 1.

This is a tax on Oregon gross receipts which applies to all businesses that sell, rent, or provide services in Oregon. There are some exemptions from taxable activities, including motor vehicle fuel sales, wholesale or retail of groceries, and excise taxes for alcohol sales. Some entities are excluded completely, including hospitals, long-term care facilities, non-profits, and government entities.

What does Oregon source gross receipts mean? In general, gross receipts from services performed in Oregon, rentals if the property is in Oregon, and from the sale of goods/products with an end user in Oregon. For example, sales of products to a distributor who delivers the product out of state would not be included if the seller receives certification at the time of sale from the wholesaler that they will sell the purchased property outside this state.

The rate of taxation is \$250 plus 0.57% of the Oregon source revenue exceeding \$1 million in a calendar year. The \$250 tax only applies if there is over \$1 million in Oregon gross receipts. Although it is a gross receipts tax, there is still a subtraction of 35% of actual cost of goods sold from the sale of Oregon products or Oregon labor (whichever is greater).

Hybrid systems diagnostics class scheduled



The Automotive Training Group is holding a 2-evening "Hybrid Systems Diagnostics" course July 15-16 at Portland Community College's Sylvania Campus. [Click here](#) for a flyer with more information.

NATA welcomes new members



The latest additions to NATA's membership list are: the **Lanphere Auto Group**, which has operated auto and motorcycle dealerships in Beaverton since 1964; and **Lithia Volkswagen, Lithia Nissan and Medford BMW**, all dealerships located in Medford since 2012.

Get a free business insurance review



Now may be an excellent time for a business insurance review. EPB&B (NATA's business insurance partner) offers a free "risk assessment" to help you determine you are getting the best rates while maintaining proper coverage.

[Click here](#) for a quick, 1-page form to request an assessment and quote, or for more information, contact Derek Aldrich from EPB&B at (503) 445-8403, daldrich@epbb.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, 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.web@oregon.gov.

Need to reach us?

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