



October
2021

Industry Update

*News and Information for
Northwest Automotive Trade Association
Members*

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Congrats to new NATA Executive Director

NATA is proud to announce Margaret Ragan has taken on the role of Executive Director of NATA. Margaret has been working with NATA and its members for many years. As an independent Service Advisor and Consultant, Margaret has worked in more than 50 mechanical repair shops in the Portland Metro area, and has now made NATA her full-time commitment.



Margaret has a strong conviction toward supporting the automotive programs in high schools and post-secondary schools throughout the state and is a member of several automotive school advisory boards. She reminds shops, “We can’t find technicians when none exist – so we have to support the source of future technicians.” Margaret has also been the Technical Chair for Oregon’s SkillsUSA Automotive Service competition for more than six years.

Margaret is past president of the Association of Women in Automotive. She is an ASE Certified Service Consultant and Parts Specialist.

As Executive Director, she plans to continue her role as Outreach Coordinator and Office Manager for the association.

NATA welcomes new insurance specialist

NATA would like to welcome our new insurance agent, Diana Hildenbrand. Diana has 15 years of experience in the insurance and benefits industry. She has previously worked for Regence Blue Cross Blue Shield of Oregon, and most recently

administered benefits for large union groups at Benesys.

Diana is a Portland native. When she's not working, she enjoys hiking, knitting, and working with a local nerdy nonprofit. She looks forward to helping you with your insurance needs!



Please  Like **NATA's new Facebook page**

Due to 'technical difficulties' and the impossible task of reaching a person at Facebook, NATA created a new [Facebook page](#) for the association. **Like us during the month of October to be entered to win a YETI drinkware product!**



AAPEX requires vax or test, SEMA just masks

The organizers of AAPEX 2021 have announced that attendees will be required to show proof that they received a COVID-19 vaccination prior to entry. Attendees can also present a negative COVID PCR test, a press release says.



Event co-owners are also considering on-site testing, per the press release.

"AAPEX co-owners also are evaluating the potential for onsite testing for those unable to be vaccinated or to obtain a negative PCR test prior to the show. These measures will be administered through a third-party verification platform and on-site screening," the release said.

SEMA organizers say they expect the Las Vegas mask mandate to still be in effect for those visiting the indoor portions of that show next month, but say "there is no indication" that proof of vaccination or a negative COVID-19 test will be required for SEMA. While separate events, AAPEX and the SEMA Show are closely linked and take place on the same dates.

Possessory lien foreclosure changes

If foreclosing a lien based on ORS 87.152 (commonly called a mechanic's lien) after January 1, 2022, House Bill 2311 may affect the requirements needed to transfer or obtain a vehicle title.

House Bill 2311 requires a surety bond or an irrevocable letter of credit in the amount of \$20,000 to be in effect before foreclosing the lien and on file with DMV unless the lien claimant:



- is a franchised dealership, as defined under ORS 650.120 (5);
- is a manufacturer, as defined under ORS 650.120;
- holds a towing business certificate issued under ORS 822.205;
- or is a national auction company titling the vehicle pursuant to ORS 87.152(3).

In addition, lien claimants required to file a surety bond or an irrevocable letter of credit must submit an annual written certification that the bond or letter remains in effect. This means that even if the bond or letter of credit is continuous, you (the lien claimant) must notify DMV that it remains in effect.

DMV has modified the Certificate of Possessory Lien Foreclosure (ORS 87.152 – Lien for Labor and Materials), Form 735-520 and created a new surety bond, Surety Bond – Possessory Liens under ORS 87.152, Form 735-522B. The Possessory Lien/Abandoned Vehicle Packet, Form 735-6828 that contains general information regarding possessory liens has been updated to include these forms and will be available after January 1, 2022.

Surety bonds, irrevocable letters of credit, and letters notifying DMV that bonds or letters are still in effect should be mailed to: DMV Business Licensing, 1905 Lana Ave NE, Salem, OR 97314.

Help with obtaining bond for liens

For help in obtaining the bond required to place possessory liens in Oregon after January 1 of next year, contact NATA Associate Member Derek Aldrich of Elliott, Powell, Baden & Baker, Inc. This



family-owned agency has been doing business in Oregon for 60-plus years. With their local understanding and experience, they can help walk you through the process of securing the new lien bond. They also specialize in Garage keepers coverage for body and mechanical shops, loaner car, dealers and other automotive related industries. Please contact Derek at daldrich@epbb.com or (503) 445-8403.

Donations sought for student uniforms

The [Collision Repair Education Foundation](#) is looking to help ensure high school and college collision students look their best this school year by inviting businesses to sponsor new Cintas uniforms for them.



Collision instructors have shared that of the \$400+ million in support that we have provided through our industry partners over the years, these Cintas uniforms have made the biggest impact on their programs. The students look like working industry professionals, have a new sense of pride in their work, and are treated with a new level respect from administration and guests.

Coordinated through CREF, businesses select which local collision program(s) they would like to support, the number of student uniforms, and are the ones distributing the uniforms to the students at the school. For \$50 per student, each would receive a new Cintas technician shirt (branded with the sponsoring company's logo), work pants, safety glasses, disposable face mask, and ear plugs.

The sponsoring companies can select the local school they want to support, the number of uniforms they want to sponsor, their logo is added as a patch to the front of the shirts, and they are the ones who pass distribute the uniforms to the students as a networking opportunity.

[Click here](#) for more information.

Obituaries: Dan Blank, Walter Jackson

NATA extends condolences to the families, friends and colleagues to two members of the industry who passed away last month.

Dan Blank, owner of Autotech NW in Molalla, passed away on September 16, due to complications of Covid-19. A [GoFundMe account](#) has been set up to assist the family with expenses.



Walter Jackson passed away suddenly at his Keizer home on September 3, at age 87. In 1958, upon discharge from the U.S. Army, Walt established Jackson's Body Shop in Salem with his father Glenn and brother Roger. Glenn ran the front office while Walt worked as the body man and Roger as the painter. After his father's retirement, Walt took on estimating and running the office. He was very proud to have been one of the first three shops in the country (and the first in Oregon) to earn the I-CAR Gold Class designation. His sons Randy and Larry worked alongside Walt at the body shop in their teens and twenties. The now fourth generation, 63-year-old family business continues to this day with Larry and Walt's nephew Jerry taking over ownership after Walt and Roger's retirement.

Check out the benefits of an HSA

Are you healthy? Or are you anticipating some hefty medical bills coming up? Or do you want to save money in a tax-

advantaged way for future medical expenses? If so, a health savings account (HSA) might be a good choice.



An HSA is a tax-favored savings and investment account that's used for qualified health care expenses and tethered to high-deductible health plans (HDHPs).

There are three tax benefits to HSAs: The first is that contributions are pre-tax if they're coming through payroll, and if they're not made pre-tax, the account owner will get a tax deduction; second, the growth on the account – interest or returns – is tax-free; and third, if distributions are made to pay for qualified health care costs, those come out tax-free.

For more on the benefits of HSAs, check out this [article](#) on the Carson Wealth website.

College has job opening for tool attendant

Mt. Hood Community College in Gresham has a opening for a part-time automotive tool room attendant. An hourly position, the attendant provides customer service and assistance to students and faculty accessing the tool room. [Click here](#) for more information, or contact Jerry Lyons at jerry.lyons@mhcc.edu or (503) 491-7203.



Rave reviews for IT support

NATA wants to shout out our support and give a 5-star review to our terrific IT support folks at [ServerLogic](#).



This company has been the most reliable and available IT vendor we have ever encountered at NATA or at previous employers. We can reach them 24/7, and they can access our computers remotely at the office or at home. They back up all our data and have alarms set in case our server ever goes down. They offer the best trouble-shooting and resolution, and their IT team is easy to work with and very professional.

ServerLogic's niche is groups with 10 or more computers.

NATA never misses a beat with the support of ServerLogic. If you are in the market for new IT support, please call Rob Grove at ServerLogic, 503-416-3110. Tell them that NATA sent you!

Latest 'Who Pays' survey open this month

Collision industry trainer Mike Anderson often suggests that a body shop wishing to use the “[Who Pays for What?](#)” survey results to train estimators or repair planners about “not-included” operations look at the procedures in the report for which a larger percentage of other shops report being paid regularly.



The latest “Who Pays for What?” survey results, for example, report how often collision repair shops across the country are paid for 22 “not-included” frame and mechanical repair operations by the eight largest auto insurers. One of the most routinely paid-for operations, when it is required for a repair, is draining and refilling the fuel tank. In fact, 70 percent of those repairers who charge for this report being paid “always” or “most” of the time by the eight largest insurers. However, almost three in 10 shops (29 percent) overall say they have never sought to be paid for this procedure.

“Repairers should understand that the reason this isn't included in any of the three estimating systems is because it's so variable,” Anderson said. “You have a book time to R&I a fuel tank. But draining, storing and refilling the fuel tank is not included in that time because the estimating system can't know if a vehicle has five gallons of gas in it or 25 gallons of gas. Obviously, it takes longer to drain and refill 25 gallons of gas than five gallons of gas.”

The survey results have shown pretty consistently for years that about seven out of 10 shops have been regularly charging for this operation when it is necessary to perform, and that a declining percentage of shops report that insurers “never” pay for it. This year, just 8 percent of shops still believed that the eight largest insurers “never” pay for this operation.

The final “Who Pays for What?” survey of the year is now open. It covers such topics as scanning, calibrations and aluminum repair. Shops can [click here](#) to take the survey.

WrenchWay event focuses on tech shortage

WrenchWay is bringing together technicians, shop owners and managers, and schools for the second annual virtual event, TechMission.

This year, they'll be discussing:

- Why technicians are leaving the industry
- How schools can better prepare technicians for industry
- How shops can keep technicians in the industry



This November 10 and 11 online event is free, but you must register Can't attend live? Sign up, and you'll receive recordings after the event. [Click here](#) for more details and to register.

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.

EDUCATION

BENEFITS

CONSUMER INFO

SHOP HELP

INSURANCE

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