

# Industry Update

News and Information for NATA Members



November 2017

## NATA meeting featured update from OSHA



Sherry Marks, an occupational safety consultant with Oregon-OSHA, recently spoke at a standing-room-only NATA Lunch & Learn. She discussed safety inspection checklists, personal protective equipment, safety committee meetings and SDS. Members had some great questions, and Sherry always has great answers.

She left NATA a box of booklets that include: Lockout/ Tagout, OSHA's guide to controlling hazardous energy, a quick guide to safety committee meetings, hearing protection and an overview booklet about completing the OSHA 300 Log to report injuries. If you are interested in receiving copies of any of these, please call the NATA office at (503) 253-9898, or email Laurie at [laurie@aboutnata.org](mailto:laurie@aboutnata.org).

There's also help online. [Click here](#) for a 56-page "Small Business Handbook" from OSHA. [Click here](#) to download helpful checklists on such topics as "compressors and compressed air." [Click here](#) for other materials from SAIF on hazard identification.



## Two surveys for collision repair shops



Collision repairers: Please take just a few minutes this month to complete two worthwhile surveys.

First, NATA's collision repair labor rate survey ends this week, and we need your input. All responses are held in the strictest confidence, and only cumulative results will be released to those who participate. It should take you fewer than five minutes to complete;

[click here](#) to do so.

Also this month, [CRASH Network](#) is conducting its second-annual national "Insurer Report Card," an opportunity for shops to help provide consumers with useful information about which insurance companies best demonstrate a commitment to quality repairs and service for customers. Oregon shops can assign a letter grade ("A+" to "F") to up to 26 of the more than 130 insurers being graded nationwide. The survey can be completed in as little as three minutes by [clicking here](#).

## Shop your group health insurance through NATA

## Upcoming Events

**Oregon DEQ Hazardous Waste Management Basics**  
Thursday, November 16  
Portland  
[Click for Details](#)

**Oregon Sick Time Update and New Laws**  
Thursday, November 30  
Portland  
[Click for Details](#)

**BOLI: Effective Supervisory Practices**  
Wednesday, Dec. 6  
Portland  
[Click for Details](#)

**OSHA Hazard Communication**  
Wednesday, Dec. 6  
Bend  
[Click for Details](#)

**OSHA Safety Meetings and Committees**  
Wednesday, Dec. 13  
Milwaukie  
[Click for Details](#)



Recently I quoted a NATA member, a 12-employee group, with the NATA Health Net options. As their agent, I had their Health Net direct renewal rates (outside of the NATA plans). I was happy to see the savings that NATA was able to offer this member on their group health insurance. For the same plan they had (raising the deductible \$500 per year) I was able to save this group \$200 per employee per

month and also could offer them a richer Health Net Advantage plan and save them over \$100 per employee per month compared to their 2017-2018 Health Net direct renewal rates.

So if you have not shopped your group health plan with NATA, please contact the NATA office and we will e-mail you a simple census to fill out and return. Within 3-5 business days, you will get a customized quote with a variety of options to choose from with Health Net and Kaiser.

Groups can even work with their own agent now, and your agent can quote you on all of the NATA health plans. Have your agent go to [www.aboutnata.org](http://www.aboutnata.org) and look under benefits and then the health plan tab.

Call Cathi Webb at (503) 253-9898 to see if NATA can save you money!

**If you're already part of the NATA Health Plan, remember that your premiums should be mailed to: NATA c/o BSI, PO Box 6, Mukilteo, Wash., 98275-0006. Thanks!**

### **Board of Trustees needs NATA volunteers**



And speaking of the NATA Health Plan, if your business is enrolled, would you consider volunteering for the Health Plan's board of trustees? The board oversees the NATA Health and Dental plans, and meets 3-4 times a year in Portland; the meetings generally last 2-3 hours, and lunch is provided.

If you are interested or have questions about this, please call Cathi at the NATA office, (503) 253-9898. Thanks!

### **School grant proposals reviewed**



In 2011, the Oregon Legislature established a competitive grant program entitled the "CTE Revitalization Grant," which strengthens the alignment of career and technical education (CTE), workforce development and economic development. The grant program is used to enhance collaboration between

education providers and employers to revitalize new or existing CTE programs of study. Grants are awarded each biennium. The continuing need to strengthen career and technical education programs in Oregon's schools and the successes related to past projects led the 2017 Oregon Legislature to renew its commitment to CTE revitalization.

Margaret Ragan was among individuals who volunteered to review the submitted grants.

"Two teammates and I were assigned four grant applications to review and grade individually on our own," Ragan said. "We were told each application could take 2-4 hours to review and score. It took every bit of that time to do the process justice. On October 25, all volunteers gathered to review grants with their teammates. We won't know until later in November which schools will be awarded grants. It's a great feeling to know that the state of Oregon is investing in technical education."

According to Tom Thompson, Education Specialist Industrial and Engineering Systems with the Oregon Department of Education, a

single applicant could have applied for up to \$350,000. A regional application could go up to \$450,000. There were 64 applications reviewed this year, which is pretty typical. The number of grants awarded will depend on the total amounts requested, but is typically about one-third.

It was disappointing to learn that NO automotive programs applied for the funds this year. The application process is NOT a one-person task. It takes input from administrators and written support from industry to justify the award. Are you involved in your local automotive program? Are you offering them support? There are many ways to help: you can volunteer to participate on an advisory board, you can provide a cooperative work experience or a job-shadow opportunity.

For more ways to help your local automotive program, please call Margaret Ragan at (503) 423-7355.

## Program offers students conversion training



The Advanced Transportation Technology Center (ATTC) in Lebanon, Ore., a division of Linn-Benton Community College (LBCC), is partnering with industry, both locally and nationally, to meet the growing need for trained, skilled transportation technicians to support a

variety of new vehicles and propulsion systems. The college offers training to apply, develop and adopt alternate energy in biofuels, electric & hybrid vehicles, compressed natural gas (CNG), hydrogen, hybrid, telematics, and other new technologies.

Currently, a large municipality is partnering with the ATTC to convert up to 75 fleet vehicles over the next 10 years that will operate on Renewable Natural Gas (RNG). Each conversion requires the addition of a high-pressure fuel system (tank) and low pressure (under-hood) delivery system. It also requires removal of the ECU to upgrade its existing programming to accommodate the new parameters created by the use of RNG. The ATTC attracts current students with its "Learn and Earn program" that allows the students to earn money while also getting trained on these alternative fuel conversions. As part of their free training, students perform a conversion for a customer to cover the colleges cost for the course. After that, the college hires student to continue to perform conversions so they can master their newly acquired skills.

The ATTC is available to provide training courses for professionals in automotive/diesel repair and emergency responders to address safety issues arising from the installation, maintenance, and repair of both traditional and new propulsion systems.

For more information contact:

RJ Ehlers - Automotive Department, Co-Chair / CSA Tank Inspector (541) 917-4682, [ehlersr@linnbenton.edu](mailto:ehlersr@linnbenton.edu)

Bryan Schiedler - Alternative Fuel Program, Lead Instructor, (541) 917-4597, [schiedb@linnbenton.edu](mailto:schiedb@linnbenton.edu)

Brian Trice - Alternative Fuel Program, Manager, (541) 917-4609, [triceb@linnbenton.edu](mailto:triceb@linnbenton.edu)

## Other Oregon school news



Congratulations to the Automotive Service Technology program at Portland Community College's Sylvania Campus for being a **finalist in the "Tomorrow's Technician School of the Year" national competition**. The winning school was Blackfoot High School in Blackfoot, Idaho. [Click here](#) to learn more about the program.

Clackamas Community College would like to **hear from any shops currently employing a graduate** of the school's Auto Service Technology program. The school asks such employers to please [click here](#) to take a survey designed to help the

school improve it's program and graduates. The survey should take less than 10 minutes.

Portland Community College has a **job opening** at its Rock Creek Campus for an "Instructional Support Technician" in its Auto Collision Repair program; [click here](#) (then choose "staff positions") for more information.

## Obituary: Michael Conn



Michael James Conn of Vancouver, Wash., died October 28 at the age of 70 after complications with cancer.

A transport driver for Franz U.S. Bakery in Portland for 34 years, Mike was also a past president or board member for The Multnomah Hot Rod Council and the Northwest Lowriders Car Club, and was a co-chairman of The Portland Roadster Show. He was active in many car clubs and community events, including fundraising for the Angels on Wheels annual toy drive, NW Innovative services and other non-profit organizations.

He is survived by his father Walter; his wife Patricia; his kids Mary Gail, Richard and Denise; as well as siblings, nieces, nephews and cousins.

A "celebration of life" will be held from Noon to 5 p.m. on November 19 at Gresham Eagle, 117 N.E. Roberts. In lieu of cards of flowers, donations of toys for Angels on Wheels are suggested. They can be brought to the November 19 celebration, or dropped off at Royals Barber Shop, 3303 N.E. Minnehaha St., #B, Vancouver.

## NATA member news



Congratulations to **NATA Treasurer Merry Green** (of McCollum Auto Body) who married Christopher Snodgrass on September 17 in Woodland, Wash. "While it was the first day it rained in months and we were soaked, we said our 'I do's' and welcomed the rain as a sign of good luck," Merry said.

### J & W CARSTAR Collision Repair Center

in McMinnville was one of 65 shops honored for its accomplishments and anniversaries at the recent CARSTAR North America annual conference in Charlotte, N.C. The shop is celebrating its 25th anniversary.

## Medicare choice help during open enrollment



Your Medicare annual enrollment period is October 15 - December 7. Make sure to call NATA's trusted insurance agent, Tressa Moore at (503) 810-2500. Tressa will make sure your plan is still good for you for next year, or can help with your initial enrollment decisions. Tressa is with Willamette Valley Benefits and has assisted many NATA members make sure they enroll in the

correct plan to match their needs. Call her for a free review!

## NATA welcomes new members

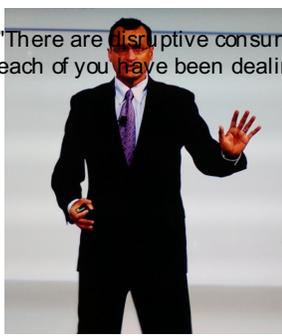


NATA is pleased to welcome two new members: **Wolf Performance**, which has offered light truck repair in White City since 2004, and **Luxury Sport Auto**, a used luxury auto dealership in Tigard since 2001.

## AAPEX keynote focuses on future of mobility

In the first of three keynote sessions at AAPEX 2017 this month in Las Vegas, speaker Neal Ganguli, automotive supplier consulting leader, Deloitte Consulting LLP, focused on the future of the mobility and the impact on the automotive aftermarket value chain.

"There are disruptive consumer, economic and technology trends that each of you have been dealing with for many years," Ganguli said.



"What is unique right now is that several key ones that drive transformation - consumer preferences, regulatory forces, economics, and technological advancement - are converging together, and that has the potential to drive huge transformation."

Using two dimensions - vehicle control and vehicle ownership - he identified the future states of mobility as: personally owned, driver driven; shared driver driven; personally owned autonomous; and shared autonomous.

"These future states represent the main ways individuals will travel for personal mobility needs," Ganguli said.

He explained that the rise of shared and autonomous will drive down cost-per-mile economics and that these four states will coexist.

"Companies need to plan to compete in some or all of them," he added.

With shared mobility, Ganguli's forecast for the United States is an increase in total miles traveled, and a decline in overall vehicle sales, with faster shifts toward autonomous vehicles and shared vehicles in urban centers.

Ganguli outlined key considerations for aftermarket players, including higher vehicle utilization in shared mobility will drive more frequent parts maintenance and replacement and vehicle service needs. Other considerations include the evolution of vehicle content, customer and channel structure disruption, value chain leapfrogging and the creation of new business models and revenue streams.

### Helpful information about a credit freeze



The Equifax breach and similar incidents have many consumers considering placing a freeze on their credit information. [Click here](#) for a 1-page guide with information about credit freezes, including links to all three major credit bureaus, information about fees, etc.

### Free "World of Speed" tickets, store discounts



For every \$100 you spend at the "World of Speed" museum store in Wilsonville on Sunday, November 26, you'll receive a free admission ticket to the museum.

Plus any visitor who brings in a toy for the annual KGW Great Toy Drive will get a 10 percent discount on regular-priced items at the Museum Store that day! That's in addition to the 10 percent discount for being a World of Speed

member, so members who bring a toy will get 20 percent off purchases made that day. (Some exclusions apply.)

Get free admission tickets, do your holiday shopping for the car lovers in your life, support a great museum, and help local kids have a fantastic holiday - everyone wins!

### Training for Oregon companies

Three Oregon agencies offer training for companies within the state.

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](#) or check the calendar of events to the right more details.

The Oregon Bureau of Labor and Industry's "Technical Assistance for Employers" program offers a variety of training seminars for Oregon



employers, supervisors and managers. Technical assistance trainers provide educational seminars that cover such topics as wage and hour laws, discipline and discharge, and the latest developments in employment law. BOLI seminars are an effective way to help keep your organization in compliance

with labor laws - and out of court! [Click here](#) for more details and schedule.

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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### NATA holiday closures



NATA's office will be closed on Friday, November 24. Happy Thanksgiving to all our members and their employees and families!

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### Holiday drive for pet supplies



The PAW Team, which provides free vet care for the pets of those experiencing homelessness or extreme poverty, is conducting a holiday pet supply drive now through December 31. Donations of cat litter, pet food (opened and expired bags accepted), small dog harnesses and leashes are welcomed. They can be dropped off Tuesday-Friday, from 9 a.m. to 5 p.m., at 1718 N.E. 82nd Avenue in Portland.

#### *Need to reach us?*

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