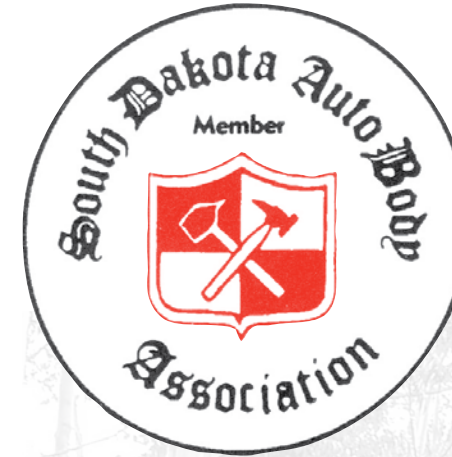


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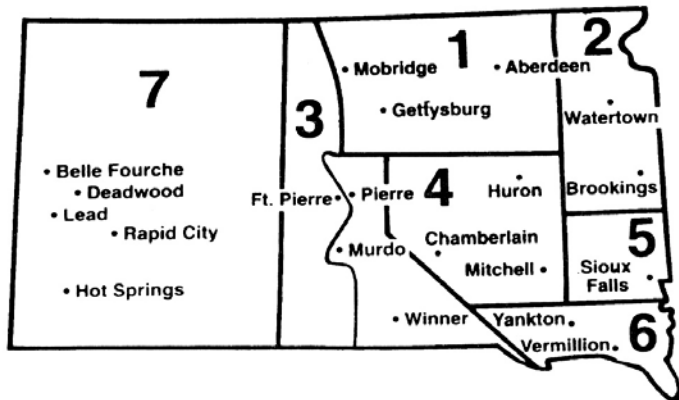
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COLLISION CRAFTSMAN

October 2008 Edition

CO-EDITORS
Dave and Shar Quam
Dave's Collision Repair Center
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The SDABA is looking for a few good men. If you or someone you know would like to be an officer or Area Representative, talk to Dean Van Heerde

2008 Fishing Tournament Results

The 2008 SDABA Fishing Tournament was held on June 7th at the Platte-Winner bridge Dock 44. Seven teams competed. First place team was Owen Pederson and Justin Reed from Pierre's Body Shop. Taking second place was Kevin Stepka and son and Glenn Tycz from GT AutoBody Tyndall. Third place went to Brad Hodges and Steve Lovro from Prostrollo's.

A great fish and turkey with fresh radishes and asparagus meal was prepared by the chefs for everyone to enjoy at the close of the tournament. A fun time was had by all with next year's tourney to be held in early June.

As always, a special thanks goes to Auto Body Specialties for supplying refreshments.



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"WE ARE YOUR COLLISION PARTS SPECIALIST!"

Shannon Nordstrom, Nordstrom's Automotive, Inc. Named Locator Upfront Most Influential Man

The Auto Body Journal - Vol. 16, No.3 April/May 2008

Shannon Nordstrom of Nordstrom's Automotive, Inc. in Garretson, South Dakota was named by Locator Upfront 2007 "Most Influential Man." "This is a very prestigious award," wrote Alan Machmiller at Nordstrom's when he contacted us and requested that we share the article with our readers. Please join us in congratulating Shannon on this great honor! With permission of Locator Upfront please enjoy the following.

Shannon Nordstrom Nordstrom's Automotive, Inc., South Dakota

By Bernie Piszczek

This article is reprinted with permission by Locator Upfront. It first appeared in the Winter 2008 Issue.

Shannon Nordstrom is no stranger to hard work. Whether it is discussing auto repairs on his weekly radio show, managing his family-owned business, Nordstrom Automotive, Inc., or giving a speech promoting the ARA Certified Automotive Recycler (CAR) program, Nordstrom gives 120 percent.

"Shannon is a very sharp businessman and everyone listens when he speaks," said Steve Holland of Brandon Auto Salvage, Valrico, Fla. Holland nominated Nordstrom for the honor and believes he has developed a pattern for success that others in the industry can duplicate.

"He is involved in a very successful business and everyone admires the experience that he shares," Holland added.

Nordstrom has refined numerous marketing and operational procedures in growing his Garretson, S.D. auto recycling facility from a small yard with a half-dozen employees to a fully computerized operation with more than 55 employees.

Rural Garretson Automotive Recycler

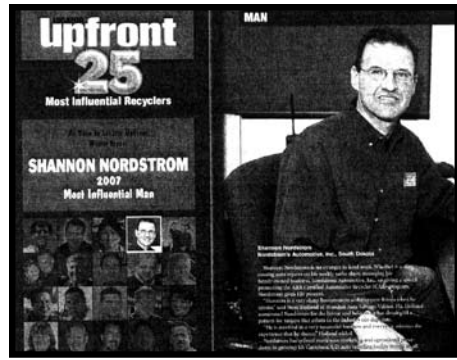
Celebrates Earth Day Tuesday April 22nd, with the Announcement of Partnership with EPA'S National Automotive Mercury Recovery Program and the Opening of a New Self-Service Auto Parts Facility Called EWE PULLET (You Pull It).

The Auto Body Journal - Vol. 16, No.3 April/May 2008

Garretson, SD, April 18, 2008:

April 22nd is Earth Day, a day where the entire country should pause and consider the future of our planet and the delicate balance of the environment in which we live. We often wonder; what can we do to maintain the planet for current and future generations?

At Nordstrom's Auto Recycling, we can be one piece of your environmental conservation puzzle. We have been re-using and re-selling quality tested and guaranteed auto and truck parts and recycling metals since the late 1960's. We have been certifiably recovering harmful pollutants and potential ground water contaminants such as oil, gasoline, antifreeze, refrigerant, tires, lead-acid batteries and many other items, long before it was "a trend".



The re-use of parts, saves millions of tons of metal that would otherwise have to be made from mineral ore. In 1998 Nordstrom's were the first facility in the 5 state regions to receive CAR and Gold Seal Certification through the Automotive Recyclers Association.

We are now proud to announce that Nordstrom's Auto Recycling is the FIRST member in SOUTH DAKOTA of The National Vehicle Mercury Switch Recovery Program (NVMSRP). The NVMSRP was formed as a result of an agreement reached in August 2006, by the associations and individuals representing dismantlers; automotive steel and scrap industries; environmental groups; state government environmental agencies; and the U.S. Environmental Protection Agency. This effort is significantly reducing the amount of auto switch mercury entering the environment. Because of our participation with END of Life Vehicle Solutions (ELVS); which is the company which was formed to administer the proper handling and transportation of the removed switches, and our CAR status, Nordstrom's is also the first member to be part of the EPA's National Partnership for Environmental Priorities (NPEP)

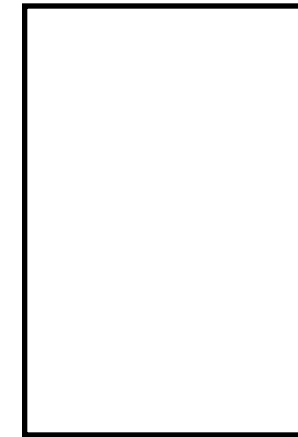
The NPEP program was created to encourage public and private organizations to form voluntary partnerships with EPA that reduce the use or release of any of 31 Priority Chemicals, one of which is Mercury. NPEP is part of EPA's National Waste Minimization Program and the Resources Conservation Challenge, a national effort to conserve natural resources and energy by managing materials more efficiently.

On Earth Day 2008, Nordstrom's is proud to be available as a solution for environmentally sound and certified END OF LIFE vehicle disposal. To further promote reuse and recycling, Nordstrom's is proud to announce this Earth Day, that as a new addition to their full-service Auto Recycling business their new EWE PULLET (you pull it) self-service auto parts facility will open on May 5th, just two weeks after Earth Day. This facility will allow Nordstrom's to aggressively purchase and process more of the damaged and unwanted vehicles in the market, and assure you not only that they are handled by a CAR Certified facility; but that the parts will be available for others to recycle through the re-use of a product made from raw materials.

Re-use is the ultimate form of recycling. The EWE PULLET facility will house a constantly revolving inventory of 1200 plus vehicles; organized by make and model type, all on a crushed concrete surface, safely placed on stands holding each vehicle up in the air, for safe parts removal by the customers, for unheard of prices. Our slogan is "Your Tools, Your Labor, Your Savings" and we are excited this Earth Day to let you know that part of your recycling equation is being enhanced and just a harvest away in the country. More information on this facility can be found at EWEPULLET.com.

President's Message

Fellow Members,



Dale Tiggelaar
President S.D.A.B.A.

SCRS Chairman Gary Wano said that Dan informed the SCRS Board of Directors last week that he had been offered the position, and that after careful consideration, had decided that accepting the opportunity would be best for him and his family. Dan will officially resign from his position as executive director on August 22, 2008. "We will miss him, but the work Dan accomplished leaves us in a great position to move ahead." states Wano.

"It was an extremely difficult decision to leave SCRS because I am not just leaving a job; I am leaving my friends and extended family," said Risley. "The SCRS Board of Directors are some of the most committed individuals in the industry and I am thankful for having had the opportunity to serve the industry as SCRS' executive director, and I look forward to assisting SCRS in identifying a new director who will ensure the associations continued success."

SCRS will begin the search for a new executive director immediately. Additional information about the position will be included in a subsequent press release in the coming days. Interested candidates should email theirresumetoscrsresumes@gmail.com.

Through its direct members and 35 affiliate associations, SCRS is comprised of 6,000 collision repair businesses and 58,500 specialized professionals who work with consumers and insurance companies to repair collision-damaged vehicles.

Gordon Tonner to Slow Down

Friends,

After 38 years of traveling the State, I've decided that it is time for me to spend less time on the road and therefore will not be able to reach all of you anymore. I have made many friendships that I will cherish for the rest of my life and consider you all much more than customers. I want to take this opportunity to thank you for your friendship and loyalty.

Doug Keller will take over my accounts and should visit you soon if he hasn't already. His cell phone number is 605-870-0229 and home is 605-875-3431.

I will still be working in the Sioux Falls, Brookings and Canton areas. I hope that you will stay in touch, stop by when you are in the area, and let me know if I can ever be of any assistance.

Thanks to all,

Gordy

SCRS Announces Executive Director Dan Risley Leaving for New Opportunity

Prosser, WA, August 4, 2008 - The Society of Collision Repair Specialists (SCRS) announced today that Executive Director Dan Risley has accepted a job offer outside of the association. Risley has served as the executive director of SCRS for almost eight years and played an instrumental role in many of the successes that the national collision repair association experienced during that time.

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**LORD Corporation Launches First Ever OEM-Approved Adhesive
 for Bonding Bare Metal to SMC**

The Auto Body Journal - Vol. 16, No.3 April/May 2008

(Cary, NC - 06/11/2008) LORD Corporation, maker of Fusor® Automotive Repair Adhesives - the leading metal and composite bonding solution for automotive body repair - has announced the launch of LORD Fusor 116 (Medium) and Fusor 117 (Slow) plastic to metal cross-bonding adhesive.

Designed to bond many types of rigid plastic to bare metal, the OEM-proven LORD Fusor 116/117 Plastic to Metal Cross Bonding Adhesive is corrosion resistant and has a lifetime guarantee. This product bonds plastics such as fiberglass, FRP, SMC, carbon fiber, ABS, Metton®, polycarbonate and acrylic. In addition, LORD Fusor 116/117 bonds bare metal and is the perfect choice when cross bonding bare metal to plastic is desired. Ideal for ground effects, hood scoops, door skins, Kemlite roofs, trailer walls, factory truck hoods and compact freight vehicles or RV s, Fusor 116/117 can be

applied with an ordinary caulking gun and cures four times faster than competing products.

From July 1 through Sept. 1, or while supplies last, LORD is offering a free Fusor 313 gun - a \$41.93 value - with the purchase of a starter kit. The high thrust mechanical applicator gun operates smoothly with standard caulking cartridges, enables dispensing of thick or cold materials and is ideal for Fusor 116, 117, 800EZ, 802EZ and 803EZ products. The starter kit includes two LORD Fusor 116 (Medium) Plastic to Metal Cross-Bonding Adhesive cartridges with (2) mixer tips, two LORD Fusor 117 (Slow) Plastic to Metal Cross-Bonding Adhesive cartridges with (2) mixer tips, and one LORD Fusor 313 Applicator Gun.

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Is Marketing an Expense or an Investment

The Auto Body Journal - Vol. 16, No.3 April/May 2008

By Ron McClellan

Everyone knows what marketing is. It comes in many forms such as a sales representative calling of prospective customers, or TV and radio advertising, as well as printing and mailing out fliers and advertisements in publications like ours.

Recent studies have shown that every dollar spent on marketing generates on average of \$16 in revenue. Some times this is in the form of new customer sales and some times it is in retaining customers. Advertising in all its forms are not just to bring in new sales but to also retain customers you have.

Let's look at it this way; you have all the customers and business you feel you can handle at this time or you are into your slow season and you feel you need to cut back on some of your advertising dollars to cut cost. We see this every year over part of the summer, when some shops are slow and there aren't as many customer parts, orders coming into our advertisers. Some of our advertisers cut back on advertising. Ok, they have cut their cost and everything is running better, right?

There are two big problems with this. First of all, if business is down, why would you want to cut back on advertising. Advertising dollars are an investment in your business designed to build business and revenue. If you cut the advertising out you are no longer investing in your business but cutting out your investment in building your

business.

The second problem comes in to play both when business is down and you are trying to cut cost, or when you feel you have all the business you can handle and stop advertising. Your competitors are out there and they are still advertising. Customers are always looking for the best service as well as price. The more they are exposed to advertising for their business the more they tend to try other suppliers.

I have seen this a number of times. An advertiser stops advertising because he felt he had tied up all the business he could handle. Now his name is not out there in front of his customers all the time and his customers are seeing other supplier's names in our publications. I stop back to see my advertiser or they call me after a few months and say they want back in because their business has gone down hill. Their customers are going to other suppliers.

The problem is that now all those customers they serviced before now have new suppliers and this advertiser has to start all over building up his business. It is harder and more costly to get a customer back then to maintain that customer. The key to getting and keeping a customer is to stay in front of him. You do that by calling on them and advertising in order to keep your name in front of him.

So to answer the question, "Is marketing an expense or investment?", it is an investment in your business.

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 **Collision Parts**

Allstate Changes Policy on Full-Body Sectioning

Reprinted with permission of CollisionWeek (www.collisionweek.com)

Allstate announced that the company will no longer specify full-body sectioning on its damage estimates. The change follows a similar announcement made by State Farm in August.

In the September 16 announcement, Allstate noted that there has been a lot of industry discussion about full-body sectioning of late and made the policy change after revisiting the issue with its collision repair research center, Tech-Cor. Allstate said it decided to discontinue the practice in light of changing vehicle construction techniques and materials.

Allstate said, "While viability of the full-body sectioning repair methodology on many vehicles remains sound, the varying metallic composition of some modern vehicles may prevent collision repairers from facilitating a quality repair. Allstate has considered payment for full-body sectioning in limited circumstances on a case-by-case basis, taking into account the loss characteristics, the vehicle, the repair facility's ability and the customer or claimant's approval of the procedure."

Allstate's new policy regarding full body sectioning is as follows: "Moving forward, Allstate will not specify full-body sectioning in our damage estimates. Furthermore, only when a collision repair facility is confident that a full-body section is the appropriate repair, has the proper training and equipment to facilitate a quality repair and has the approval of the customer or claimant for such repair, will the adjuster authorize it. In the absence of anyone of these qualifications, full body sectioning will not be specified on an Allstate adjuster's estimate."

Tech-Cor was established in 1976 to provide insurers, manufacturers and repairers with a better understanding of auto restoration issues and damage estimating practices through research search and training. Part of the Allstate Insurance Company, Tech-Cor's Applied Research Division provides research and intelligence on wide variety of repairability issues. Tech-Cor had researched full-body sectioning in the 1980's, developing procedures around the safe facilitation of this repair for then-new unibody vehicles.

Twists On Hybrid-Electric Vehicle Technology

I-Car Advantage Online September 23, 2008

With the cost of gasoline rising on a regular basis, the development of alternative-fueled vehicles is an increasingly important effort. Gasoline-electric hybrids remain the most common types of production alternative-fueled vehicles available, at least in North America.

Information found in this Advantage Online article will be covered in a new Live program I-CAR is developing, Hybrid Electric And Alternative Fuel Vehicles (ALT02). Technical information you will gain in this program includes:

- protecting yourself and others when disconnecting high voltage on BAS, two-mode, and other hybrid electric vehicle applications.
- avoiding costly mistakes associated with incorrectly repairing many of the systems found on these vehicles.
- being able to perform thorough damage analysis on hybrid electric vehicles to ensure that proper replacement parts are ordered, other collision factors are considered, and on-time delivery is ensured.
- being able to identify and work safely around CNG and propane-fueled vehicles.
- getting an overview of newest technology surrounding plug-in electric and fuel cell powered vehicles.

The content found in this training program would benefit:

- collision repair technicians.
- educators.
- insurance estimators.
- recyclers.

For the most part, gasoline-electric hybrids have remained unchanged since the introduction of the Honda Insight in 1999 and the Toyota Prius in the 2000 model year. Now, some gasoline-electric hybrids are featuring a twist on conventional hybrid system technologies. Two of these are the joint development of the two-mode hybrid system, and the belt alternator/starter (BAS) hybrid system.

To provide complete and accurate repairs, it is important that all collision industry professionals involved with the repair of these vehicles keep current with new vehicle technology. More importantly, understanding how these systems operate can help ensure working conditions that are as safe as possible.

TWO-MODE SYSTEM

The two-mode hybrid system is a joint development by GM, Chrysler, Daimler, and BMW. This system is currently available with the 2008 Chevrolet Tahoe Hybrid, GMC Yukon Hybrid, and 2009 Cadillac Escalade hybrid vehicles. The 2009 Chrysler Aspen Hybrid and Dodge Durango Hybrid are Chrysler versions of the system. BMW has introduced a Sport Activity Coupe concept vehicle, the X6, featuring the two-mode hybrid system.

Two-mode is actually a variant of Toyota's combination hybrid system, where propulsion can be delivered either by the internal combustion gasoline engine, the electric drive motors, or both. The term "two mode" refers to the two different variations in propulsion when traveling at low speeds, such as city driving with light loads, and at higher speeds or when hauling heavy loads. Automatic transmission technology

is used to shift between the modes much like a constantly variable transmission. Within an automatic transmission housing are two 60 kW electric motors/generators (compared to a large motor and a smaller motor with other combination hybrids), three planetary gear sets, and four sets of clutches. A 300-volt nickel-metal-hydride (NiMH) battery pack is listed to store and provide high-voltage electrical energy.

At low speeds with lighter loads, propulsion comes from the electric motors. The internal combustion engine can restart instantly if needed. In this mode, one of the electric motors acts as a generator, while the other operates as a motor. At higher speeds such as highway driving, or heavier loads, the internal combustion engine provides the vehicle propulsion.

BELT ALTERNATOR/STARTER SYSTEM

GM introduced a hybrid system called Belt Alternator/Starter (or BAS) in the 2007 Saturn Vue Green Line Hybrid. This system is also available on the 2008 Saturn Aura Hybrid and the 2008 Chevrolet Malibu Hybrid. Like the start/stop system feature on most hybridelectric vehicles, the BAS system shuts down the engine when the vehicle comes to a stop and instantly restarts it when the brake pedal is released.

With the BAS system, the alternator is replaced with a belt-driven electric motor that is connected to the crankshaft via a special drive belt. The motor serves as both a generator and motor. The electric motor only provides assist to the IC engine during acceleration, therefore is considered a mild hybrid system.

The BAS system fits in the same space as a conventional engine. No modifications to the conventional model chassis were required to accommodate the BAS system.

CONCLUSION

Gasoline-electric hybrids continue to remain the most common types of alternate fueled vehicles available, and more and more models can be found on the road each year. Some late model hybrid vehicles are being introduced with twists to the basic hybrid technologies.

More information on the new model hybrid vehicles is being assembled for a new I-CAR Live training program, Hybrid Electric And Alternative Fuel Vehicles (ALT02). This program will premiere at NACE then be available everywhere I-CAR classes are held. Watch for it.

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NICB to Open Database of Total Loss VIN Numbers

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A long time in coming, the insurance industry will begin sharing the VIN numbers of all total loss vehicles.

The National Insurance Crime Bureau (NICB) is creating a free public database of vehicles declared a total loss by insurers, according to a report today in the Los Angeles Times. A new online database will allow the public to enter vehicle identification numbers to see if they have ever been declared a total-loss.

The NICB, an anti-fraud organization funded by insurance companies, will begin the online service at the end of June according to the report.

The NICB began publishing the VINs of flood loss vehicles in 2005 following Hurricane Katrina. Then, in 2007, the group expanded

its VIN disclosure program to include unrecovered stolen vehicles.

According to the Times, about 60 percent of the 1,000 insurers in the NICB have so far agreed to provide the crime bureau with their totaled VINs including State Farm, Mercury, GEICO and the Auto Club.

The report notes that, "After many years of resisting, major insurers are seeing that it is to their advantage to get consumers this information and force the salvage industry to clean up its act. There is theoretically nothing wrong with a properly repaired salvage car, but consumers need to be informed about a car's history to make intelligent decisions. What's more, federal legislation is pending that could force the industry's hand in this."

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The Luther Family Dealers in Fargo, ND

The Auto Body Journal - Vol. 16, No.3 April/May 2008

By Ron McMClellan

Most everyone knows the Luther Automotive Dealerships. They make up half the automotive dealerships in the Minneapolis, St. Paul metro area. But there are more Luther dealership outside the metro area. Two of the newest are Luther Family Ford and Luther Family Buick Pontiac GMC, both in Fargo, North Dakota.

The Ford store started in the 60's in a location downtown as Wallwork Ford in Fargo. In about the late 70's it moved to a new building on west Main Street. In the late 90's the name was changed to Valley Ford and in 2002 they moved into a new location on the south side of town on 1-29. In 2003 the Luther Group bought it and it became Family Ford.

Tom Kassman the Parts Manager was born in Texas while his father was in the army and was raised in Fargo, ND, and went to college in Fargo. After school he moved to Minneapolis for a short



Luther Family Ford in Fargo, North Dakota

time and when he had the offer of a job back in Fargo and moved back. That was in about 1976 and he started working as a parts runner at Wallwork Ford. He stayed there and worked his way up to shipping then back service counter man, front counter man and then to assistant manager and in the late 80's he became Parts Manager.

Tom Said, "The Luther Group buying the dealership has been a great move. They are a great group to work for and they have made it possible to improve the franchise and do things that needed to be done to improve our service and overall operations." They now employ 15 people and with their three delivery trucks they try to deliver same day to all Fargo area shops and next

Family Ford has been a major wholesaler in the area for almost as long as the dealership has been open. They have a large inventory and delivery trucks delivering to their customers. They are the only Ford dealer in North Dakota on the Ford truck load program right now. That enables them to give better pricing to their customers on many items.

The Luther Group gives out an annual award called the best of the best and Family Fords parts department has won it three years in a row. Tom says, "We have personnel that have been with us for a long time. They know the product and the customers and we do every thing we can to service our customers, you could say we go the extra mile."

The second half of the Luther Family dealerships in Fargo is the Luther Family Buick Pontiac GMC housed next door to the Ford store in a new facility.

The dealership started as Seland Motors in 1959 in Fargo, North Dakota. They bought a Pontiac dealership in Moorhead, Minnesota, across the river in 1982 and moved their operation to that location and picked up a GMC franchise. In 1992 they bought Olds, Cadillac and Mazda. In 1997 they sold off Mazda and in 2002 they bought

the Buick franchise and gave up Cadillac. In 2003 the dealership was sold to the Luther family and they built a new building next to the new Ford store in Fargo and moved in to that facility in April of 2006.



Luther Family Buick Pontiac GMC in Fargo, North Dakota

The Parts Manager at Family Buick Pontiac GMC is Larry Mitchell. Larry is a local boy, born in Moorhead, Minnesota. Graduated from Wahpeton in 1979 and went to work in retail! a couple years before going to work for Overvo d Motors (a GM store) in Fargo in 1983. In 1988 Overvold became Heritage Motors and in 1992 they merged with Seland Motors. Even though Larry has now worked for a number of owners, he has only worked for one dealership. Just the names have changed.

Both dealerships service customers throughout North and South Dakota and as well as northwestern Minnesota. They also share a wholesale sales representative in South Dakota that travels around the state calling on customers. They deliver customer orders to him every night and he picks them up at the drop point and delivers them to the customer.

Letters to the Editor

The Auto Body Journal - Vol. 16, No.3 April/May 2008

In your nice article on the Luther store in Fargo (The Luther Family Dealers in Fargo, ND) someone stated the "Wallwork Ford store started in the 1960's". W.W. Wallwork Inc. actually started in 1921 in Moorhead, MN. In the nineteen thirties if you had a body shop in the area, you may have saw one of several panel delivery trucks delivering parts, much like today. In 1938 Wallwork bought out the Fargo Ford store (which was named Hansford prior to the sale) mentioned in the article.

As a side story to that, Mr. Wallwork Sr. got to know a young man who was working in that Fargo store in 1938 prior to the sale. The young man's name was Rudy. Mr. Wallwork was so impressed with Rudy's initiative drive and enthusiasm he offered him a job. The story goes that although Rudy was pleased with the offer, the seller (Hansford) had previously offered Rudy "great promise and a position in his new store in Minneapolis". That Minneapolis store later turned into Rudy Luther's first store, and the rest is history.

Thought you may be interested!

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Department of Transportation Plan May Eliminate 1.8 Million Crashes per Year

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The U.S. Department of Transportation believes that the widespread use of electronic accident prevention systems in vehicles could prevent over 48 percent of rear-end, run-off-road, and lane change crashes.

The integrated Vehicle based safety System (IVBSS) initiative has just released a report describing the progress of the government plan to accelerate the introduction of these safety systems in new cars in order to reduce crashes by as many as 1.8 million per year.

According to the government's research, about 3.6 million rear-end, road departure, or lane change crashes occur each year. Of these 3.6 million, 27,500 crashes result in one or more fatalities.

The IVBSS initiative aims to demonstrate the technologies necessary to equip all new vehicles with advanced driver assistance systems that would help drivers avoid the most common types of deadly crashes. The U.S. DOT is seeking to establish a partnership with the automotive and commercial vehicle industries to accelerate the introduction of integrated vehicle-based safety systems into the Nation's vehicle fleet.

The first phase of the two-phase initiative was completed

in April 2008 and a new report is available that describes accomplishments and progress made during Phase I of the program that began in November 2005. Activities during Phase I focused on system specification and design development and construction of prototype vehicles.

This initiative, in partnership with the automotive industry, builds on completed and ongoing Intelligent Vehicle Initiative (IVI) field operational tests as well as results from naturalistic driving studies. It will involve projects and studies that include private passenger vehicles and freight-carrying trucks. The IVBSS initiative intends to develop objective tests and criteria for performances of systems that simultaneously address rear-end, road departure, and improving the driver system interface.

Proposed systems may extend current Adaptive Cruise Control (ACC) capabilities, increase control through vehicle braking, and, ultimately, the capability to perform coordinated control and braking actions.

Download the report (Adobe Acrobat, 110 pages) at <http://www.nhtsa.dot.gov/staticfiles/DOT/NHTSA/NRD/Multimedia/PDFs?Crash%20Avoidance/2008/810952Lo.pdf>



Governor Signs AASP-MN Estimating System Manipulation Bill

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On May 8, Minnesota Governor Tim Pawlenty signed into law legislation proposed by the Alliance of Automotive Service Providers, Minnesota (AASP-MN). Senate File 3508/House File 3822 prohibits insurers from unilaterally and arbitrarily disregarding a repair operation or cost identified by an estimating system. The legislation will become effective on August 1, 2008.

“Collision shops simply want to know that when they are required to incur the cost of using certain estimating systems, that the results of those systems will be respected in terms of the repair procedures they undertake and the payments they receive,” states Judell Anderson, AASP-MN Executive Director. “Under this bill, insurers will no longer be able to selectively use these estimating systems,” she added.

The estimating database bill was one of three proposals advanced by AASP-MN during the 2008 Legislative Session. The two other bills, one which established a licensing program for collision repair shops were heard and approved in the House Commerce Committee, but did not meet deadlines for additional committee hearings. These issues will be carried over to the Association’s 2009 agenda.

In addition, AASP-MN warded off a measure to reduce the threshold for disclosure of motor vehicle damage from 70 percent to 60 percent of the cash value of the vehicle prior to sustaining damage. This legislation would have been detrimental to the collision repair industry by increasing the number of vehicles designated as “total loss.”



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Obituaries

In Memory of John T. Maher May 23, 1924 - May 29, 2008

John T. Maher, 84, of Vermilion, died Thursday, May 29, at the Sanford Vermilion Hospital in Vermilion.

John was born May 23, 1924 in Des Moines, IA to John and Mary (Dohney) Maher, and attended Cumming School District in Cumming, IA through eleventh grade and then started farming.

John married Kathleen Kean on July 1, 1961 in Des Moines, and they moved to the Vermilion area in 1970. John farmed for over 20 years, and began driving school bus, and was the grounds keeper for the Bluff View Cemetery, both for over 20 years.

He is survived by his wife, Kathleen of Vermilion; four sons, Thomas of Dell Rapids, William (Valori) of

Sioux Falls, Ronald of Vermilion, and John (Angela) of Brookings. He is also survived by two sisters, Mary Swift of Norwalk, IA, and Ella Harkin of West Des Moines, IA; and three grandchildren, Joshua, Amber and Jordan and many nieces and nephews.

Funeral mass was 11 a.m. Monday, June 2 at the St. Agnes Catholic Church with burial following in the Calvary Cemetery in Vermilion. Visitation began at 5 p.m. Sunday with a prayer service at 7 p.m. all at the church.

For online condolences and obituary please visit www.hansenfuneralhome.com.

In Memory of Lucille Adelle Wermers July 7, 1926 - October 28, 2008



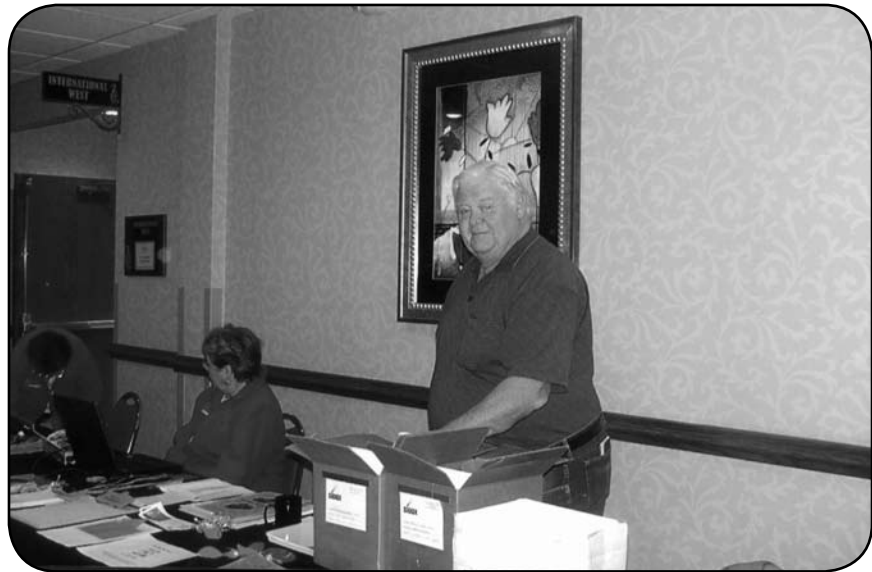
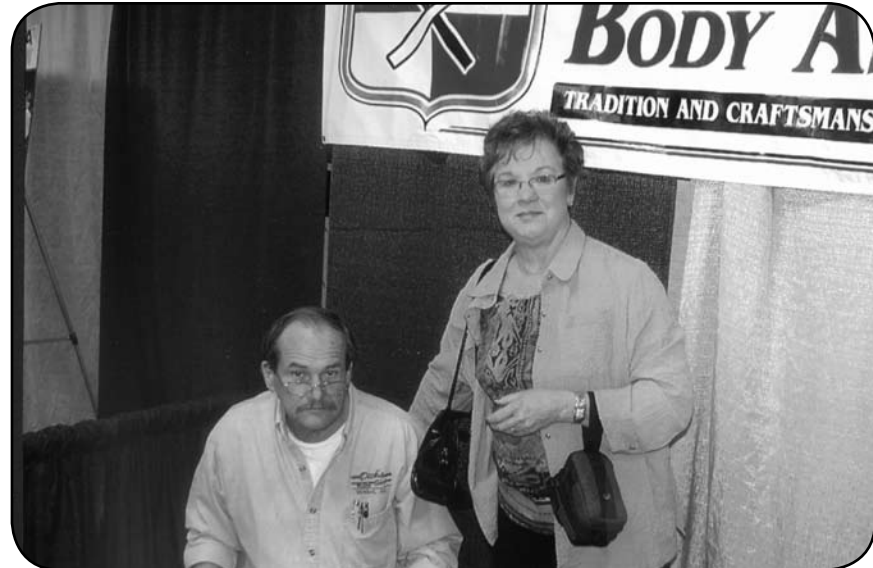
Lucille Adelle Wermers was born July 7, 1926 to Frank and Marie (Wieger) Kloiber in Parkston, SD. She grew up and attended school in Parkston before moving to Mitchell, SD where she worked for four years. She was united in marriage to LaVern Wermers

on May 27, 1946 in Mitchell. Together they moved to Parkston where they built, owned and operated Vern’s Body Shop, Cafe and Gas Station. Lucille was a lifetime member of the Merican Legion Auxillary and Sacred Heart Altar Society. She loved fishing, playing

cards with her friends and family, throwing horseshoes and spending time with her grandchildren and great-grandchildren. Lucille dies Tuesday, October 28, 2008 at Hi Acres Manor in Jamestown, ND at the age of 82.

She is survived by her husband, LaVern of Parkston; 4 children; Douglas Wermers and wife, Peggy of Parkston; Daniel Wermers and wife, Sherrie of Mitchell, Nancy Thury and husband Richard of Jamestown; and Anna Johnson and husband, Brian of Sergeant Bluffs, IA; a daughter-in-law, Linda Wermers of Eagle River, AR; a sister, Patricia Wermers and husband Kenneth of Springfield, SD; a brother, Ronald Kloiber and wife Marilyn of Pierre, SD; 12 grandchildren and 5 great-grandchildren.

She was preceded in death by her parents, son, Leonard Charles (Chuck), grandson, Mark Steven Wermers, great-granddaughter, Adriana Marie Wermers, and a brother, Leonard F. Kloiber.



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