



NEWSBEAT

www.wmbaonline.org

GREETINGS FROM THE PRESIDENT February Greetings from WMBA

Well how about the winter weather we are having? Whether we like the snowy conditions, it's a welcomed shot-in-the-arm for our businesses. Hopefully things are looking up for everyone the early part of this year.

WMBA board members have been working hard charting the course for this year and fine tuning plans for our future meetings. The March meeting is shaping up well, and more information will be coming to you by mailings and e-mails.

Kevin Buckler from Alldata Collision Connection will be hosting our March meeting. The information that Alldata provides is vital for Owners, Managers, Estimators, and especially Technicians. Alldata provides documentation on many aspects of collision repair from sectioning information to mechanical and electrical information and everything in between.

There will be many prizes and giveaways at this meeting including 2 free trials of Alldata subscriptions, I-CAR and ATEG tickets. Plus don't forget our all expense paid trip to NACE to one lucky technician. Food will be offered at the meeting. So watch for our mailings

and e-mails and remember to let your technicians, estimators, managers and everyone else know to keep March 20th open.

In keeping up with our schedule there will be no February meeting planned. Our dedication and focus is on the March meeting. In looking ahead to May we are working out details to offer a trade show with many vendors participating. The details are still being worked out so check your newsbeat for more information in the upcoming issues.

In other news, Weller Auto Parts has generously offered to share an evening with WMBA members and guests February 20th to hear D.J. Harrington a well known author, seminar speaker, and marketing consultant. He will be speaking on a variety of topics. RSVP's are requested to Jeff Shaffer at 616-940-8950 no later than February 14th.

Thanks on behalf of the WMBA board. Watch your mail and check your e-mail,

Jerry Jansen
President
WMBA

December '06 WMBA Christmas Party

by Scott Baker

The WMBA Christmas Party was enjoyed by all. Our guests and chosen charity this year, Make-A-Wish Foundation, enjoyed sharing a real experience with Marissa Fryling and her family. Marissa explained what she gained through the help of Make-A-Wish. Each year several children are granted a wish, and Marissa wanted to go to California and meet her donor. She was able to go and enjoy her new friends.

We had approximately 55 members and guests. Thank you for everyone's support. The evening consisted of great food, new friends, and the true meaning on Christmas. We hope that everyone has a great New Year.



Marissa Fryling and friends.

Next General Meeting:

March 20 / 7:00pm / Location to be Announced

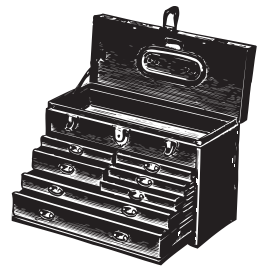
Focus on the Technician

Guest Speaker: Kevin Buckler

AllData

Please give the utmost respect to our guest speakers.

Don't forget to pass this NewsBeat on to all your technicians, and remember to invite them to our next "technician focus" meeting on Tuesday, March 20th.



The Latest Minutes....

WMBA minutes from January 16, 2007:

With our first meeting of the year behind us, we want to encourage everyone to attend our next meeting to be held on March 20th at Grand Pontiac. Also remember to bring your technicians, as our "Focus on Technicians" will continue, including ATEG and I-CAR give-a-ways.

Our last meeting was held on January 16th with 18 members in attendance, the minutes are as follows:

January 16, 2007 the WMBA meeting was called to order by President, Jerry Jansen. Jerry welcomed members present and introduced the board members and also our guest speaker, Linda Dykema of Greenflag Profit Recovery. He announced the change of meetings to be held every other month instead of monthly, with the next meeting in March on our technician focus. The meeting will include ATEG & I-CAR give-a-ways, information about a sponsorship for one tech to go to NACE, and also Kevin Buckler from AllData will be coming. Jerry also proposed a special speaker meeting on February 20th—D.J. Harrington of Phone Logic, Inc., an inspirational, personal skills speaker to be brought in by Weller Auto Parts.

The Treasurer's report was given by Mike Marz. To date we only have 12 paid 2007 members. REMEMBER TO SEND IN YOUR 2007 DUES. Also reported a great Christmas party turnout with a donation of \$1400 going to Make-A-Wish Foundation.

Vice-President Report from Jeff Shaffer was waived to the Roundtable Discussion.

No Chairman report from Ron VanDyke.

Ray Fisher, ASA, talked about the need for standardizing procedures, also gave handouts for National Level refinishing reports.

Guest speaker, Linda Dykema from Greenflag Profit Recovery was introduced. Greenflag/Transworld Systems is a nationwide company with 130 offices. A 24 hour web based credit management company assisting with collections of past due accounts, as well as NSF & credit card disputes through their Credit Management Services Division. Transworld works on a flat fee basis tailored to a shops needs. Linda offered a group member discount to all WMBA members and also handouts about Greenflag and the "Fair Debt Collections Act." I can attest that this is a great tool for collecting those outstanding supps!!

Roundtable Discussions included:

Jeff Shaffer presented his questions and response from ASA on material caps.

2007 I-CAR Update

I-CAR Grand Rapids Committee

Jeff Shaffer 616-940-8950
Pfeiffer Collision, Committee Chair
Bob Courtade 616-957-4600
Allstate Insurance
Brian Bolens 616-791-4749
Farm Bureau Insurance

I-CAR Lakeshore Committee

Don Bond 231-755-3757
Daryl Card 231-788-3200

Anyone interested in joining the I-CAR Committees, please contact any of the above persons. Thank you.

I-CAR News

Please visit the I-CAR web site for upcoming classes & tests at www.i-car.com

New Class dates: 01/24/07, 01/27/07, 01/31/07, 02/27/07, 03/20/07

I-CAR Prices

I-Car Discount Coupon for Gold Class/\$75

I-Car Discount Coupon for Non-Gold Class/\$100

At the door payment/\$125

End-of-course exams for traditional classes/\$25

I-Car MIG Welding Qualification Text/\$360 or (4) Discount Coupons

I-Car MIG Welding Qualifications Re-Test/\$180 or (2) Discount Coupons

ASA to be taking the material cap issue head on in '07.

Steve Tomaszewski talked about Proprietary Software for vehicle pulling, which the insurance company could not document.

Bill Lentner of Cardinal Equipment presented the labor rates survey report results and is available from him if anyone wants them.

New Business - Received letter of offer to sponsor the golf outing from Weller Auto Parts.

The ticket drawing for I-CAR coupons was done, with everyone receiving a coupon. Thanks to our vendors present, who returned their winning coupon to be redrawn for someone who could use it.

Motion to adjourn by Bill Lentner and seconded by Jim Kilborne.

Respectfully Submitted,
Cheryl A. Blish, Secretary

2007 Paid Members

Action Collision Service, Inc.
Alpine Collision Center
Automotive Technical Education Group
Burton Heights Body Shop, Inc.
Carstar of Rockford
Impact Vehicle Damage Erasure
Jerry's Body Shop
Judd's Body Shop
K & M Dodge
Keller Ford - Kia
Kenowa Auto Parts
Koenes Auto Body
Kool Chevrolet
M & K Collision Center
Marz Collision Services
Mutual Auto Parts
Northern Light Refinishing, Inc.
Pfeiffer Collision & Paint Center
Premier Auto & Truck Parts, Inc.
Pro Collision of West Michigan, Inc.
Quality Collision Services
Sports Car Specialties
Star Collision Carstar
Towne & Country Auto Body
Vos Glass
Wealthy Body Shop
West End Body Shop

Reminder: Get your dues in soon. The **2007 Membership Drive** is in full motion. We want to have the strongest year ever and you don't want to miss out on a thing! If you did not get an invoice to pay, call Mike Marz at 453-4479.

CLASSIFIED SECTION

Support These Advertisers - They Are Members and Your Friends

WELLER 
AUTO/TRUCK PARTS
 (616) 538-5000 800-822-2375

WELLER 
Radiator
 (616) 538-8850 888-538-8855

partsbyweller.com

SERVING MICHIGAN SINCE 1915
Henderson
GLASS
 Your Glass Store, and More!
 2585 26th Street S.W.
 Wyoming, MI 49506
 (616) 531-0655
 Fax: (616) 531-1103
DOUG WHITE
 Store Manager


25 YEARS
 902 Scribner NW, Grand Rapids, MI 49504
 Ph. (616) 458-1535 www.vosglass.com

PRESTO PRINT INC.
 It's what we do.
 For all your printing needs
 3409 Plainfield NE
 364-7132
 Copies
 Flyers
 Forms
 Brochures
 Letterhead
 Envelopes
 Business Cards

Don't Be Left Out
 in the Cold
 Advertise Here!
 Call Mike at 453-4479


C&D Supply Co., Inc.
 Full Line Distributor of Akzo Nobel paint products
 Car Refinish
 Commercial
 Specialty
AKZO NOBEL
 3011 Madison S.E.
 Grand Rapids, MI 49548
(616) 452-1170
 (616) 452-8854 Fax


 **FINISHMASTER.**
 Automotive & Industrial Paint
"SERVICE THE CUSTOMER"
 IS MORE THAN WORDS; ITS OUR MISSION


AUTOMOTIVE FINISHES

BASF
 Paul J. Phillips
 Accounts Representative
 BASF Corporation
 26701 Telegraph Road
 Southfield, Michigan 48034
 800-255-3212 Ext. 7345
 26701 Telegraph Road
 Southfield, Michigan 48034
 Automotive Refinish


 Working Harder and Smarter... with You!
 1-800-704-1996 1-800-257-1277



 171 W Muskegon St., Cedar Springs, MI 49319
 www.premierap.com
 1-800-397-6812 Fax 616-696-4290
 Scott Koolenga, Sales Manager Rob VanHarten, Customer Service Rep.


Schram
AUTO PARTS
 SINCE 1923
 888-694-6455
 www.schramauto.com

CLINTON HOP & CO., INC.
 Accounting / Tax Preparation
 DEAN HOP, President
 Phone (616) 534-5458
 Fax (616) 534-4808
 3025 - 44th St., S.W. Grandville, MI 49418

 **Keystone Automotive**
 Leading the Nation with
Platinum Plus Replacement Crash Parts
 433 Crofton SE, Grand Rapids, MI 49507
 A Quality Parts Supplier
 to the Collision Repair Industry
 New & Recycled
 Locations in:
 Grand Rapids, MI; Traverse City, MI;
 Lansing, MI, Detroit, MI;
 Toledo, OH; Elkhart, IN
800-968-9350 • 616-452-6066
FAX: 616-452-2676


 574-36th Street S.E.
 Grand Rapids, Michigan 49548
 Bus: (616) 245-2148
 FAX: (616) 245-1888
 TOLL-FREE: (800) 716-2148
 paintersupplygr@aol.com


TOYOTA | SCION
OF GRAND RAPIDS
 (616) 942-5290
 (800) 354-7037
 Fax: (616) 942-4658
 2555 28th Street SE
 Grand Rapids, MI 49512
 toyotaofgrandrapids.com
 scionofgrandrapids.com
 David L. McCarville

PPG Industries

Scott A. Taylor
 Territory Manager
 PPG Industries
 PPG Automotive Refinish
 10167 N. 12th Street
 Kalamazoo, MI 49009 USA
 Fax (269) 685-2648
 Cell (269) 760-5585
 scotttaylor@ppg.com


Advertise Here!
Call Mike:
453-4479

 **Bill Lentner**
CARDINAL EQUIPMENT & SERVICE
 Phone: 248-467-6275 Fax: 248-328-9318
 7737 Groveland Road Holly, MI 48442
Automotive Body Repair Equipment
 Electronic and Mechanical Measuring Systems
 Frame Straightening Racks / Floor Systems / Pulling Accessories
 Paint Booths / Prep Stations / Mix Rooms / Solvent Recyclers
 Spot and Mig Welding Equipment

www.wmbaonline.org

UPCOMING EVENTS

SPECIAL MEETING

Tuesday, February 20, 2007

7:00pm

Grand Pontiac

Guest Speaker:

DJ Harrington

Phone Logic, Inc.

MARCH MEETING

Tuesday, March 20, 2007

7:00pm

Location to be Announced

Guest Speaker:

Kevin Buckler

AllData

Focus on the Technician



*All Events (unless noted)
to be held at Grand Olds-
West and begin at 7:00pm*

!!!Special Meeting!!!

Just a reminder of our special meeting on **Tuesday, February 20th, 7:00 pm at Grand Pontiac, with our guest speaker, D.J. Harrington.**

Feel free to include your office staff as they will gain a wealth of knowledge from this internationally known speaker.

Thank you for your continued support of the WMBA. It's your commitment that makes the difference.

Just a reminder to get your technicians involved in the upcoming events. Not only will they receive valuable information and be able to give the rest of the industry their input, they have a chance to win some valuable prizes, including an all expense paid trip to this year's NACE.

So invite and bring your tech's to these upcoming events:

Tuesday, March 20th - Technician focus with AllData

Tuesday, May 15th - Technician trade show with various vendors

2007 BOARD OF DIRECTORS

President

Jerry Jansen, Jerry's Body Shop616-681-8306

Vice-President

Jeff Shaffer Pfeiffer Collision616-940-8950

Secretary

Cheryl Blish CarStar.....616-364-6222

Treasurer

Michael Marz, Marz Collision616-453-4479

Chairperson

Ron Vandyke, Kool Chevrolet.....616-365-7145

WMBA Committee Listing

Education Committee:

Scott Baker..... 616-877-3462

WMBA MAILING LIST

ADDRESS/NAME CORRECTIONS

ATTENTION!!

We need your help! We're trying to update/correct our mailing list. If you or anyone you know have noticed errors or would like to add/delete please call Scott Baker at 616-877-3462.



WMBA

PO Box 2879

Grand Rapids, MI

49501-2879

**Important Membership
Information Enclosed**

Address Correction Requested

**Look Inside for
Latest I-CAR Update**