

solvent already. It's got a lot of pluses. You are dealing with water droplets and it dries flat. Change your technique a bit, and the air pressure and the guns you use. That's all you need to do to adapt to this. Of course, it's not like you can



drink waterborne paint, but it's safer to be around. You definitely want to keep using your mask. A lot of those different techniques you guys will pick up quickly.

The new mustang is called the H2O Knight—see it at richevansdesigns.com. Look for it at the shows and in the mags. You'll see more and more of it.

I have a lot of people to thank. Gil Anchondo was a huge help. Contact him at his shop: TCH Custom Painting, 42387 Avenida Alvarado, Suite 107, Temecula, CA. Phone: 951-765-7443. Gil's email is tecachel@msn.com.

I also want to thank my sponsors: John at Infratech-usa.com for the Speed Dry waterborne drying system. 3M (for a detailed discussion of their product see <http://solutions.3m.com/wps/por->

tal/3M/en_US/3MAutomotive/Aftermarket/Solutions/Body_Dept/Frame-Body-Repair.

PPG (Envirobase supplied by Auto Color Specialist. Thanks to Polly. 714-898-3200) who provided the materials.

Tony at SATA for the spray guns and dry-jets. He provided the WSV jet 3000 HVLP digital and the 1.2 RPB gun.

Chicago Pneumatic (CP.com) and shoot-suits.com.

All these sponsors stepped up for this project. I wouldn't be able to do any projects at all without them. Microflex gloves are the number one glove in the business. Safety is everything. If we don't stay safe, we can't fix cars. Hope you enjoyed the story on the first H2O Knight.

ASA Announces 2009 Collision Committee

The Automotive Service Association (ASA) has announced its 2009 Collision Division Operations Committee. **Darrell Amberson**, AAM, Lehman's Garage, Bloomington, MN, continues his term as Collision Division director. As such, Amberson serves on ASA's board of directors and chairs the ASA Collision Division Operations Committee. The position of Collision Division director is a two-year term.

Additional members of the operations committee have been announced by ASA's board of directors, including **Ron Nagy**, AAM, Nagy's Collision Center, Wooster, OH, who is serving as assistant division director. Nagy also serves on ASA's board as secretary/treasurer.

Rejoining the operations committee this year is **Myron Hazen**, AAM, Collision Repair Center Inc., East Moline, IL. Returning committee members include **Mike Anderson**, AAM, Wagonwork Collision, Alexandria, VA; **Dan Bailey**, CARSTAR Inc., Overland Park, KS.; **Dustin Eckhart**, Hernandez Collision Center, Savannah, GA.; **Roy Schnepfer**, Butler's Collision, Roseville, MI; **Mike Schoonover**, Schoonover Bodyworks Inc., St. Paul, MN; and **Dan Stander**, Jerry Stander's Collision Works, Littleton, CO.

iPhone App Created by Nationwide Ins.

Nationwide Insurance is the first insurer to create an iPhone app that helps those who get themselves (or, find themselves) in a collision claim situation. Using the app on the iPhone, the customer can:

- Call emergency services
- Helps connect Nationwide customers with towing
- Helps you collect and exchange accident info
- Stores your insurance info for easy look up
- Helps Nationwide customers start the claims process
- Locates Nationwide agents near you
- Takes accident photos and lets you record details. Nationwide states that it is not legally obligated to use them.
- Handy flashlight function for rainy nights or anytime

The "Accident Toolkit" is not just for Nationwide policyholders. It's for anyone, although it does help those with Nationwide insurance.

Presently as a Nationwide customer, you have to re-enter all your information needs, but this could easily be tied in to Nationwide's online account services.

Other "accident apps" exist for the iPhone but this one is superior.

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Chrysler Affected Dealer Blogging

John Isgett is president of Raceway Automotive Group in east-central South Carolina. As a Chrysler Affected Dealer he has started a blog to report on his experience:

"It's been a little over a week since we received the letter from Chrysler, and for the last week I've focused not only on operations of our stores and strategizing our future, but also have diligently been on a local crusade with the media in all available forums to express my opinion.

My message has been simple: As an automotive dealer representing eight franchises today across seven locations, we're in the transportation business ... not the franchise business. Our goal has remained the same, to provide affordable, safe transportation that meets our customer's needs at a great price.

With or without a franchise, will my business fail? Absolutely not. Will it be a struggle for myself and many of us other dealers who are facing these troubling times? Most definitely.

However, I must admit that the biggest challenge lies with the manufacturer.

Imagine Chrysler, facing mounting losses from poor sales, electing to cut off many of the very customers (dealers) who purchase thousands upon thousands of your products, destroying the trust and

confidence of your remaining customers (dealer)? How are you to recover from this?

Yesterday afternoon I received a call from my Chrysler rep. She ever so politely stated that Chrysler will be sending me additional documentation in an effort "to help me" through this transition. The "help" she referenced is for the remaining new units on my lot. Chrysler will assist, not guarantee, in relocating these units to other dealers for, in essence, triple net.

Here's the deal: Give back all floor-plan credit and holdback (never mind that this has already been devoured by interest charges), then provide Chrysler with a small "handling fee" of \$350 per unit that would include the inspection and transportation of the unit from our dealership. This is the "help" Chrysler is offering.

So let me see if I have this correctly: After cutting me off, you'll take back the inventory that I previously agreed to take from you—that you are supposed to support me in selling—if I pay *you*? Where's the justice?

I believe Chrysler has a bigger road ahead of them. If I were not a part of the dealer consolidation, how would I feel knowing this is how they're treating us today?

See blog at www.autonews.com.