

SUMMER 2001

New Rule Favors Independents

ETI is recognized as a portal for information where members could create generic scan tools and affordable data for independent service providers. Consumers would benefit!



Charlie Gorman
ETI Technical Manager

A new Service Information Access Rule was proposed and published by the U.S. Environmental Agency (EPA) in June. A public hearing was held in July, and comments will be received through Monday, Aug. 27. Then the long-awaited EPA regulations – which expand the availability of emissions-related information for tool and equipment makers, third-party information providers, and independent service providers – will become effective.

This landmark rule speaks to the survival and the growth of the independent (non-car dealer) sector of the automotive service industry.

“... we believe it is imperative that the required information ... be provided to ETI ... in a timely and manageable manner.”

EPA Rule

The Ripple Effect

The EPA feared the ripple effect of allowing vehicle manufacturers latitude to not provide complete and uniform information to equipment makers would, “result in consumers being denied freedom to choose where to have their vehicles serviced.” The agency sought aid and advice from all quarters to craft its Service Information Access Rule.

ETI, as a trusted and informed adviser, played a major role in crafting portions of the rule. One section of the EPA work states, “ ... because aftermarket service providers rely heavily on diagnostic scan tools they purchase from ETI-member companies ... we believe it is imperative

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News & Views

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EPA's Final Rule On OBD/I&M Is Now Mandated

Tuesday, Jan. 1, 2002, is the required start-up date for states that cannot prove hardship.

Barring proven hardships, states must have an on-board diagnostics/inspection and maintenance (OBD/I&M) program or plan in place by Tuesday, Jan. 1, 2002.

The final rule, signed by EPA Administrator Christine Whitman, contains amendments to I&M provisions of the Clean Air Act that update and streamline requirements and remove regulatory obstacles that would impede effective implementation of OBD/I&M testing.

States that can show good cause will be allowed to postpone the start date up to an additional 12 months. The OBD/I&M programs will be required in all counties that record exceedances in air quality standards established by the EPA.

All MY 1996 and newer cars and light trucks in those designated counties will be subject to the OBD/I&M program that the approved SIP requires.

One of the amendments contained in this rule clarifies that OBD/I&M checks on MY 1996 and newer vehicles may be used in lieu of – as opposed to in addition to – existing exhaust and evaporative systems checks on those same vehicles.

New equipment will be required for the regulated OBD II test itself. It is expected that an increased need for scan tools in the diagnosis and correction of Diagnostic Trouble Codes (DTCs) will result as well. ❁

New Rule

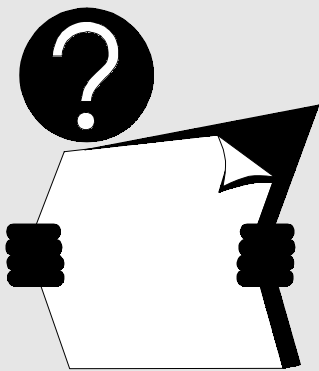
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that the required information [for designing and making generic scan tools] be provided to ETI ... in a timely and manageable manner.”

The rule also requires vehicle manufacturers to make available to third-party information providers – most of whom are ETI members – all emissions-related service information on MY 2002 and later vehicles in electronic format, using nonproprietary software and the English language. This will allow traditional intermediate information providers to edit and market information packages affordable to service providers for the entire spectrum of vehicles in the U.S. fleet. Vehicle manufacturers can supply that information directly on disk or indirectly via the Internet.

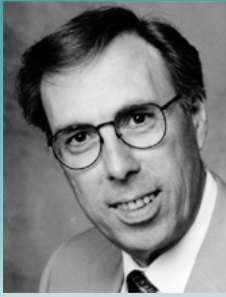
The Internet is designated as the transport vehicle for most of the information that is needed by service providers. Each vehicle manufacturer must have a Web site up and running six months after the new rule is signed. The rule makes it clear that no special proprietary gear or software should be required to access the information on any of the vehicle makers' Web sites that are in English.

Vehicle manufacturers who are in violation of these regulations will be subject to fines up to \$25,000 per day per violation. ETI-member companies are the winners with this new Service Information Access Rule. However, it has been a prolonged struggle. Holly Pugliese, Certification and Compliance Div., US/EPA, Ann Arbor, Mich., was unrelenting over the past two years to complete this new rule, which was initiated by Cheryl Adelman, her predecessor. ❁



Tell Us What You Think

ETI News & Views has a new look and we'd like to know what you think. You can e-mail comments or suggestions to info@etools.org.



Fred B. Nicholson
GARMAT USA

Confront the "Challenge" With Determination

Membership growth was the chosen mission for my term of office. Each current member was challenged to take action in that plan.

It has been a difficult, and somewhat disappointing, year regarding the growth of our membership. At last year's Annual Meeting, my challenge to the individual membership was to enroll one new member during 2001. Remember? To date, this has not happened.

Through the years, I've been a strong supporter of the Institute. I continue to believe that there are many excellent benefits to be derived as a member company, as well as an individual. Here are a few examples, which may freshen your mind about the values offered by ETI:

- ▼ The Institute provides technical advantages to its members by serving as the information depository for vehicle manufacturers, and then disburses that information within prescribed rules.
- ▼ The annual Detroit Tech Week is an incredible event put on by domestic vehicle manufacturers for the benefit of ETI. That event cannot be duplicated, at any cost, by an individual company.
- ▼ Japan Tech Week, held in Japan and California on an altering cycle,

is hosted by the Japanese vehicle manufacturers and JAMA. It, too, is priceless in the value it brings to ETI members.

- ▼ The ETI technical manager brings recognition and stature to our industry, our Institute and our individual companies in the representation he provides with government agencies. That can't be found anywhere at twice the cost.
- ▼ The professionalism that our executive management firm brings to the Institute holds us far above any other organization in our industry.
- ▼ The ETI Annual Meeting is a marketing venue that brings together people from all segments of the automotive industry. The atmosphere and the opportunities for personal exchanges cannot be matched.
- ▼ The networking opportunities afforded with industry people, both technical and marketing, through the Institute's events brings unquestionable value to each member.

These are only a few examples of the many benefits that ETI brings to its members. For years, it has almost seemed that they were secret and only a select few were to share in these rich technical and marketing benefits. That misbelief cannot be allowed for even a brief moment. The word must go forth that ETI offers an abundance

of benefits – and that they are available equally to all members.

It is often said that during one's career there comes a time to give something back. Now is that time.

Step up to the "Challenge" with determined action.

There is only a short time until our next Annual Meeting. Once again, I will challenge each of you to spread the word and recruit one new Equipment and Tool Institute member company prior to our gathering in San Diego.

It's time to meet the challenge and act. ❁

"ETI is rich in technical and marketing benefits."

Nicholson

Detroit Tech Week ... The Future Begins Here!

ETI members enjoy four days of presentations on new vehicles and systems from Ford, DaimlerChrysler, GM and Volkswagen.

Detroit Tech Week, unprecedented in its display of trust and cooperation between automotive OE and aftermarket companies, occurred for the 20th consecutive year this summer.

A total of 273 Equipment and Tool Institute members enjoyed full-day presentations by DaimlerChrysler, Ford, GM and Volkswagen, featuring new systems, design directions and marketing trends. In return, OEs receive and/or expect playback that will create tools and equipment to enhance service-bay productivity of technicians. The end result will be to build customer satisfaction among vehicle owners.

New vehicles were on display at each OE location. An abundance of data was made available on paper and in CD formats. Many ETI attendees who completed post-session surveys at the close of each day, considered the time well spent and the information a treasure. "The OEs did not disappoint," was one evaluation that summed it all up.

Confidentiality Rules

Each ETI company is required to have its attending representative pledge, in writing, to abide by the provisions of a confidentiality agreement. Essentially, the agreement is a commitment



LAUNCH AT DAWN – Boarding the buses are ETI members who were up before the sun to attend the early-start and OE information forums.

not to distribute the information provided or to use it in any way other than to design new tools and equipment to enhance in-bay productivity of automotive service providers.

“Fifty percent of the tools out there will be obsolete in five to seven years.”

Jeff Steslicki

All presentation data is cataloged and placed in ETI's high-security Tek Net library, where members who could

not attend the Tech Week event can access the data for a modest fee.

Valuable as that post-conference availability is, it does not capture and duplicate the rich person-to-person exchanges with other ETI members and the OE information presenters available during Tech Week.

The forums presented by each OE at Tech Week represented responses to questions and requests submitted by the ETI Vertical Groups, sometimes months in advance. The vehicle makers want – and need – plenty of time to prepare solid responses and issue appropriate handouts.

Each OE's format featured an opening general session followed by breakout sessions for the specialized

vertical groups: Undercar, Under Hood and Collision.

New Systems – New Service Equipment

Many of the OE vehicle systems disclosed at Tech Week will require new service equipment and fresh training. At Ford, Jeff Steslicki summarized with this dramatic statement: “Fifty percent of the tools that are out there will be obsolete in five to seven years. We have a job to do, working with ETI.”

Steslicki also paid this tribute to Tech Week: “No other industry comes to mind where supplier and customer work together so closely to develop service tools.”

That theme was repeated at GM. Welcoming ETI members, Jeff Spitzer said, “Tech Week is an essential process. It benefits us, and I hope it benefits you. It is important that we maintain

ties with ETI.”

John Elias, whose responsibility it is to keep GM car dealers well equipped with service, does not back off one inch from that position, noting, “Up-to-date tools and equipment – properly calibrated and maintained – leads to technician productivity and customer satisfaction.” Elias welcomes proposals targeted to increasing service-bay productivity.


At DaimlerChrysler, Claude Caponi had similar opening remarks,

assuring that presentations would be thorough and that there would be ample time for questions, as well as a commitment to follow up.

The four-day session concluded with a banquet and awards presentations at the famed Chrysler Museum. All OE presenters were honored.

Greg Potter, ETI technical director for Snap-on, represented the Institute and presented awards and words of appreciation to OE coordinators Brian Lewandowski (Daimler-

Chrysler), Russ Dobson (GM), and Roger Bird

(Ford).  **AROUND THE CAR – Ford engineer (center) discusses various features of the high-performance Focus SVT. Wheel size is raised to 17 inches and brakes are bigger.**



New Systems ... New Service Equipment

Following is an example of some of the new systems and design approaches discussed by vehicle makers at Detroit Tech Week. Many will require refinements of existing service equipment, and some will require the development of completely new equipment.

These heads-up alerts to Equipment and Tool Institute members by vehicle makers are a measure of the cooperative spirit and trust that has grown over the years, to the benefit of each.

- ▼ 42-volt electrical systems will power many systems now mechanically or hydraulically driven (e.g., engines that operate without camshafts and without drivebelt; power steering without hydraulic assist)
- ▼ OBD II systems, which monitor emission-related operations and store malfunctions in the vehicle's central computer (Technicians need tools and equipment to retrieve and interpret these trouble codes. The EPA now requires states to implement OBD/I&M programs by Tuesday, Jan. 1, 2002.)
- ▼ Hydroformed (high-pressure water) chassis parts with complex cross sections (Many are being constructed of new material compositions.)
- ▼ Tire-pressure monitoring (and in some cases inflation adjustments) on the fly, with cockpit readouts
- ▼ Four-wheel steering
- ▼ Fuel-cell engines, which use liquid hydrogen in the process of generating electrical energy (Many of these projects are on a fast track.)
- ▼ Big wheels, up to 18 and even 20 inches, mounted with new tire designs that forsake the traditional “tire bead”
- ▼ Safety cocoon air-bag systems, incorporating top, side and front inflation mechanisms
- ▼ Telematics employing short, wireless technology (blue tooth)
- ▼ Hundreds of on-board diagnostic electrical signal monitors that measure electrical variations out of spec by 0.1 ohm (Many diagnostic tool opportunities can arise.)



CRITIQUE ANALYSIS – How are we doing? At the end of each OE information forum, attendees' evaluation forms were analyzed by the ETI committee. (L to R) Jim Wanberg, Charlie Gorman, Garret Miller, Greg Potter, Michael Simon and Keith Kreft

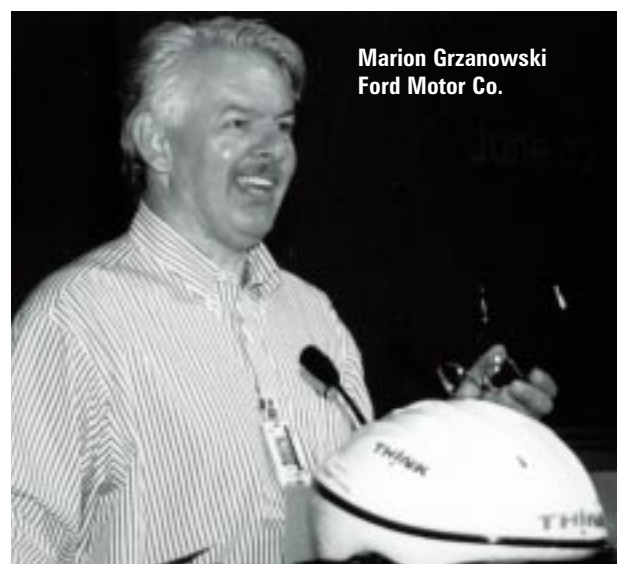
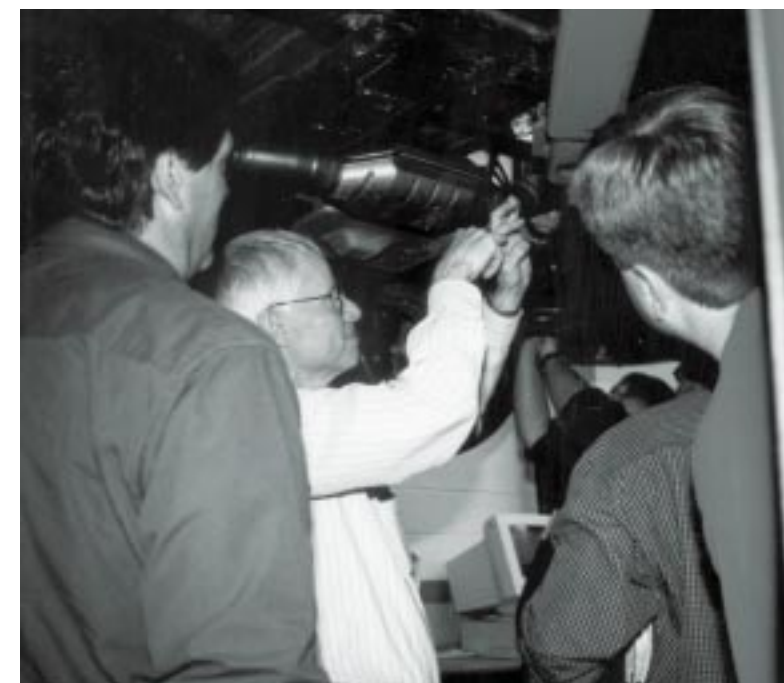
TECH WEEK 2001 ...

The Future Begins Here

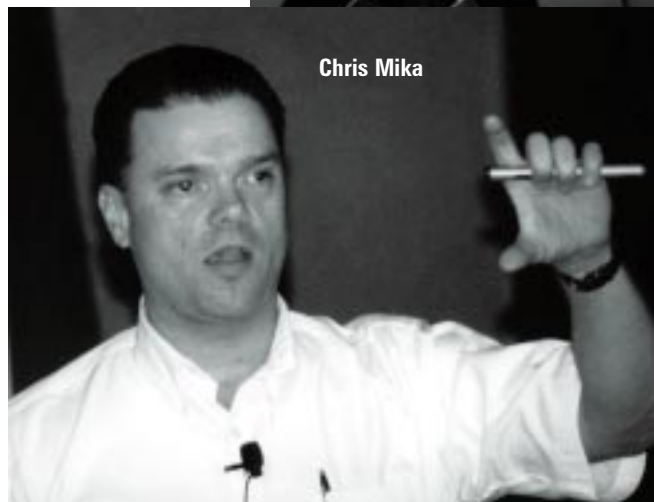


BEHIND THE WHEEL – Gary McGonegal, ETI past president, gets behind the wheel of the new T-Bird. Pat Rice makes some observations about the instrument panel.

UNDER THE CAR – Advanced models of 2001-2002 vehicles were hoisted on lifts for ETI members to examine steering, suspension, exhaust and brake set-ups.



Marion Grzanowski
Ford Motor Co.



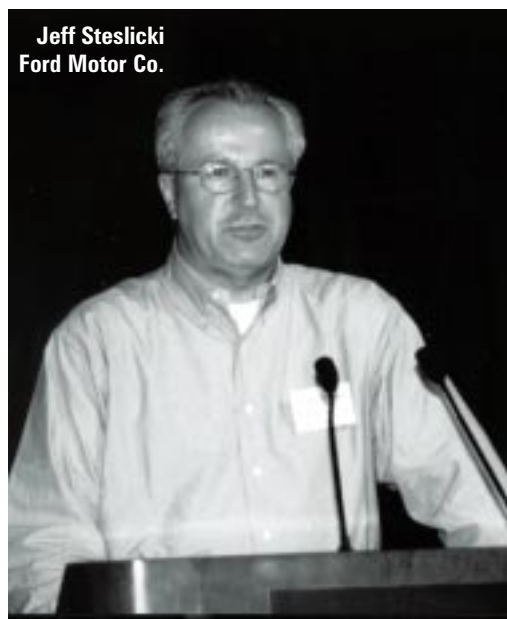
Chris Mika



BIG WHEELS – Many new vehicles have tire and wheel configurations that depart from tradition. Chuck Cunningham checks out the new T-Bird.



WHAT'S UNDER THERE? – Jack Woodward, GM (left), gives some insider information on OBD II emissions systems to ETI members.



Jeff Steslicki
Ford Motor Co.



Greg Potter
ETI Technical Director



NO BARRIERS – At GM, Jeff Spitzer takes questions from ETI members during a break in the formal sessions. "Tech Week is an essential process that works," he said.



42-VOLT ENCOUNTER – At Ford, presenter Paul Nicastrì confers with Mike Simon, ETI technical group manager, on the impact of the emerging 42-volt systems.

The Direction and the Impact Of 42-Volt Electrical Systems

To take a lead position in the automotive industry's highly publicized development of 42-volt systems, ETI has formed a 42V subcommittee. It will operate within the Underhood Technology Group.

The mission of the 42V subcommittee is to provide a voice for tool and equipment manufacturers to address their concerns and interests to the OEMs as the new 42V systems are being designed and implemented. The 42V subcommittee will offer a venue for aftermarket manufacturers to communicate how these new technologies will affect the tools and equipment upon which dealers and independent service providers rely.

It is also the role of the 42V chairperson and technical chairperson to provide the plans and proposals of the emerging platforms from the OEMs back to the ETI membership.

Collecting Data

ETI held its first meeting of the newly formed 42V subcommittee April 1, 2001. The meeting was held via teleconference with interested parties voicing initial opinions and hearing updates on 42V SAE and MIT activities. The meeting participants decided that a questionnaire should be designed for ETI members to record what products they produce that could be affected by the changeover to 42 volts.

Additionally, through Detroit Tech Week planning sessions, the 42V and vertical group members communi-

cated to the OEMs the concerns of ETI members and requested that the Tech Week presentations include information on the OEMs' plans regarding 42V vehicles.

A summary of the Tech Week presentation follows.

Ford Targets 2005 Explorer

Ford showed how the electrical load demand has increased almost 1.5 KW

since 1970, and the requirements continue to escalate, driving the need for a 42V system. Ford indicated that conversion to 42V could result in a 10kg to 20 kg weight reduction in electric cable alone. Ford presented a battery connection design that has been worked on for more than one year, with the hope of providing an industry standard by July. The connection would limit full human contact without access to traditional battery posts. Ford presented a proposal for a jump-start connector to allow for 14V vehicles to jump-start 42V systems.

Ford proposed that the first production vehicles would have limited interface or plug-in access to 42V. However, stepping down the 42V adds costs and would be eliminated.

Ford indicated that its first 42V vehicle would be a few 2005 Explorers with dual-voltage (14/42) electronics. As did all the OEMs, Ford indicated that arcing of the higher voltages and the relays and components involved is a major issue to be overcome, and that fuses, switches, relays, motors and connectors all need to be redesigned. Ford indicated that OBD II and other tool requirements would be directed through U.S. Council for Automotive Research (USCAR) activities.



HANDS ON – Mike Cox, 42V subcommittee chairman, gets up close and personal with the Jeep Liberty power plant at DaimlerChrysler.

GM Readies for 2004

GM reiterated the reasons why the industry is moving to 42V. Increasing the voltage up to 42V is necessary to accommodate new advancements in electronics, which enable the replacement of mechanical systems with electronics to increase the automobile's comfort, convenience, safety, fuel economy and emissions capabilities.

GM indicated that it would release its first 42V vehicle in 2004, with dual-voltage architecture in low volume. They anticipate the 12V battery would be used for many loads and jump-starting, and the 36 battery would power an ISG (integrated starter generator) for idle start/stop and a power-steering pump. At this point, GM could not elaborate on battery post access or how GM tools or equipment would need to be revised.

Chrysler – A Fast Follower

Chrysler highlighted some of the key systems that might be changed to electric components in the move to 42V:

- ▼ idle start/stop
- ▼ electric variable speed H₂O pump
- ▼ electric cooling fan
- ▼ electric power steering
- ▼ electric air conditioning
- ▼ electric engine valve controls
- ▼ electric braking and regenerative braking

Chrysler indicated that it is taking a fast-follower approach to what the other OEMs are developing and releasing. Its work to date has taken place in Germany with a Grand Cherokee model, focusing on the idle start/stop system with a concentric starter/alternator system. Chrysler indicated that the 42V system could not be implemented on the existing J1962 diagnostic connector and that the

electric architecture would be multiple CAN bus networks, with diagnostic CAN-C terminating at the diagnostic connector. Additionally, Chrysler indicated its first hybrid electric vehicle (HEV) would be the high-end 2004 Durango model utilizing a 216V HiMH battery system.

Toyota Carves Own Path

Overall, Toyota's presentation presented proposals and design intentions. Few concrete production decisions have been made and more questions than answers remain today. Internationally, Toyota has taken an independent stance based on its HEV experience, and it is releasing a 42V vehicle in Japan this fall. Toyota's initial system is entirely proprietary and is not based on any of the SAE or MIT Consortium proposed standards. This could create more confusion and proposals, or it could establish some initial benchmarks for OEMs to build around.

Subcommittee Questionnaires OEMs

The ETI 42V subcommittee has prepared a new questionnaire for the OEMs to provide ETI with updated information as their companies' 42V developments change, evolve and become real. The 42V subcommittee will continue to communicate to ETI as it receives responses back from tool and equipment providers or OEMs, or have additional findings to report from SAE, MIT or other industry groups. ❁

Cox (Midtronics) is chairman of the 42-Volt Subcommittee, which was established to collect and disseminate data on this very important move in automotive electrical systems.

ETI EVENTS

2001 Meeting Dates

Fall Board and Committee Meetings

October 16-17
Rancho Bernardo Inn
San Diego, CA

54th Annual Meeting and Marketing Conference

October 18-20
Rancho Bernardo Inn
San Diego, CA

Japan Tech Week

December 3-7
Japan

2002 Meeting Dates

Detroit Tech Week

June 10-14
Detroit, MI

Fall Board and Committee Meetings

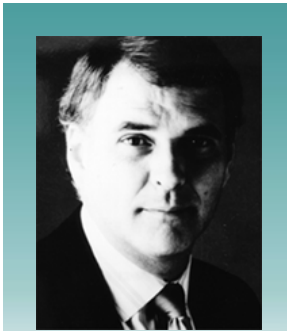
October 21-22
Saddlebrook Resort
Tampa, FL

55th Annual Meeting and Marketing Conference

October 23-25
Saddlebrook Resort
Tampa, FL



Increase the Value of Your ETI Membership – Get in the Game!



Richard Laimbeer
ETI Immediate
Past President

The companies that derive the greatest value from their ETI membership are those companies that participate in ETI activities. As an ETI member, you can purchase all the information that is distributed at Detroit Tech Week. Those companies that have personnel attend Detroit Tech Week not only receive the valuable handouts, but they also see the presentations, which contain insights not in-

There is no substitute for the face-to-face interaction ETI events offer to its members.

cluded in the handouts, have the opportunity to ask questions and enjoy the chance to meet and interact with presenters from the vehicle manufacturers. The opportunity to be there and interact is the real value of Detroit Tech Week.

The same thing is true for all other ETI technical activities. You can read the e-mails from Charlie Gorman about meetings with individual vehicle manufacturers, and you can receive the handouts and materials from the ETI Tek Net library. But, most important, being involved gives you the chance to interact and focus on subjects and issues that are of specific interest to your company. Creating these opportunities for technical interactions is ETI's main focus and the primary benefit for its members. But you

have to be involved to receive the value.

In 2001, ETI is also more involved in representing members at state and federal hearings that deal with a variety of industry issues. Charlie Gorman recently testified at the EPA hearings on the new information access rule. He is also testifying in California. All of this time and effort has one objective: To ensure that ETI members have access to the information they need to design the tools and equipment that keep this industry's technicians productive and the nation's vehicles on the roads.

Be There – A Special Value

ETI's Annual Meeting in October is another chance to interact and fea-

tures an outstanding program that focuses on important industry issues. There are social events that give you the chance to network with other members, speakers and industry guests.

There is also something new for this year's annual meeting – a conference format that offers members the chance to meet with vehicle manufacturers one-on-one. But to benefit from this activity, you have to be there and participate. If you want to make the meeting even better, encourage non-members to attend as industry guests.

The Annual Meeting has proven to be one of the best sales tools to show new companies the benefits of ETI membership.

Promote Your Products

ETI also gives members a chance to

promote their products to aftermarket end-user customers in the ETI annual Trade Press report. This section in the November issue of *Motor* magazine showcases new products from ETI member companies. When you receive the request from *Motor* to

Life is not a spectator sport. Get in the game. ETI is no different.

Laimbeer

submit material for its November issue, don't throw it away. Make sure you submit one or more new products for the issue. Every member company is guaranteed at least one new product

item for free. In past years, less than 50 percent of ETI members responded to the request for new product information for this issue. ETI can only create the opportunity for member companies to expose their products to 141,000 repair and service establishments. If you don't write the copy and send in photos, you miss a great opportunity to promote your products.

Get in the Game

Life is not a spectator sport. To experience all that life has to offer, you have to get into the game and be involved. ETI is no different. To receive all the benefits that ETI has to offer you must participate. The more involved all members are in ETI activities, the better the activity and the better the results. ❁

I&M Programs Need Improvement

Congress became concerned when evidence revealed that the effectiveness of present I&M programs was being overstated. Congress requested a study of the situation, conducted by the National Research Council (NRC). A resulting 205-page report, representing Phase 1 of the study, concludes that the concerns are valid.

The report, "Evaluating Vehicle Emissions Inspection and Maintenance Programs," states the modeling methods (MOBILE 5) used by the EPA and the states to project emissions reductions and to issue credits needs improvement. The projection of emissions reductions are based on "overly optimistic assumptions," according to the report.

The report also asserts that the cost-effectiveness of I&M programs is questionable. Too much time and money is spent on testing cars that have a low probability of failure. This makes I&M programs intrusive and not consumer friendly for a large segment of vehicle owners.

Additionally, there should be a greater concentration on finding and repairing gross emitters. The report says 10 percent of the vehicles account for 50 percent of the pollution.

The report also makes a case for remote sensing, clean screening, profiling and verifying SIP projections with on-road data.

Finally, the report strays from the technical to the societal and political with a "nose-under-the-tent" suggestion. It proposes financial incentives

to allow low-income owners of high-emitting vehicles to have proper repairs performed or otherwise obtain cleaner vehicles – hence, Medicaid for cars and light trucks.

While the NRC report emphasizes that I&M programs are essential to attaining clean-air goals, it makes clear that improvements must be made cost-effectively. The report comes on the heels of the newly mandated OBD/I&M rule, which requires all states to implement by Tuesday, Jan. 1, 2002.

Phase 2 of the NRC report will evaluate several types of I&M programs in more depth. Several mentions of OBD II in the Phase 1 report call for further study and consumer education before full-scale implementation would occur. ❁

New Format, Hot Topics For 2001 Annual Meeting

Formal agenda is arranged for attendees to realize the economies of Saturday stay overs.

The 2001 Annual Meeting & Conference will be held at the Rancho Bernardo Inn, San Diego, Calif., Wednesday through Saturday, Oct. 17-20, 2001, and marks the beginning of a new format.

The formal program will begin on Thursday and conclude on Saturday. This will allow attendees to take advantage of the economies inherent in Saturday night stay overs. It will also make the meeting less intrusive on normal work schedules.

One-on-One

Wednesday arrivers will have the opportunity to arrange one-on-one ses-

sions with vehicle manufacturers and other customers in attendance. These meetings provide for 20-minute time slots to meet in private with car companies who initiate the request. Unused time slots will be available for ETI members to make meeting requests on a first-come, first-serve basis.

The opening member/guest reception will be held Wednesday beginning at 6:00 p.m.

A Great Program

The theme of this year's meeting is "2001 – An Equipment, Tool and Information Odyssey." Presentations will include:

- ▼ Smart Vehicles and Telematics
- ▼ Profiles of Tool and Equipment Ownership Among Car Dealers
- ▼ iShop – The Integration of Equipment and the Use of Common Standards
- ▼ Opportunities to Increase Bay Productivity With Equipment ... Fix It Right the First Time
- ▼ Analyses and Forecasts of Automotive Markets

The traditional golf tournament, the Explorer's Club visit to a famous local site – the San Diego Wildlife Park – and the Awards Banquet will be part of the Friday afternoon and evening schedule.

An Outstanding Opportunity

Come and join the Odyssey! Invitations and registration information has been mailed, so respond now. Get in on the one-on-one meetings with the car companies. They want to know what you can offer that will enhance their in-bay productivity. Chrysler, Ford, GM and Toyota are on the program.

If you miss this one, you will have missed a lot. ❁

