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31st Annual NDABA

Convention & Trade Show

April 7-8, 2017

Ramada Grand Forks

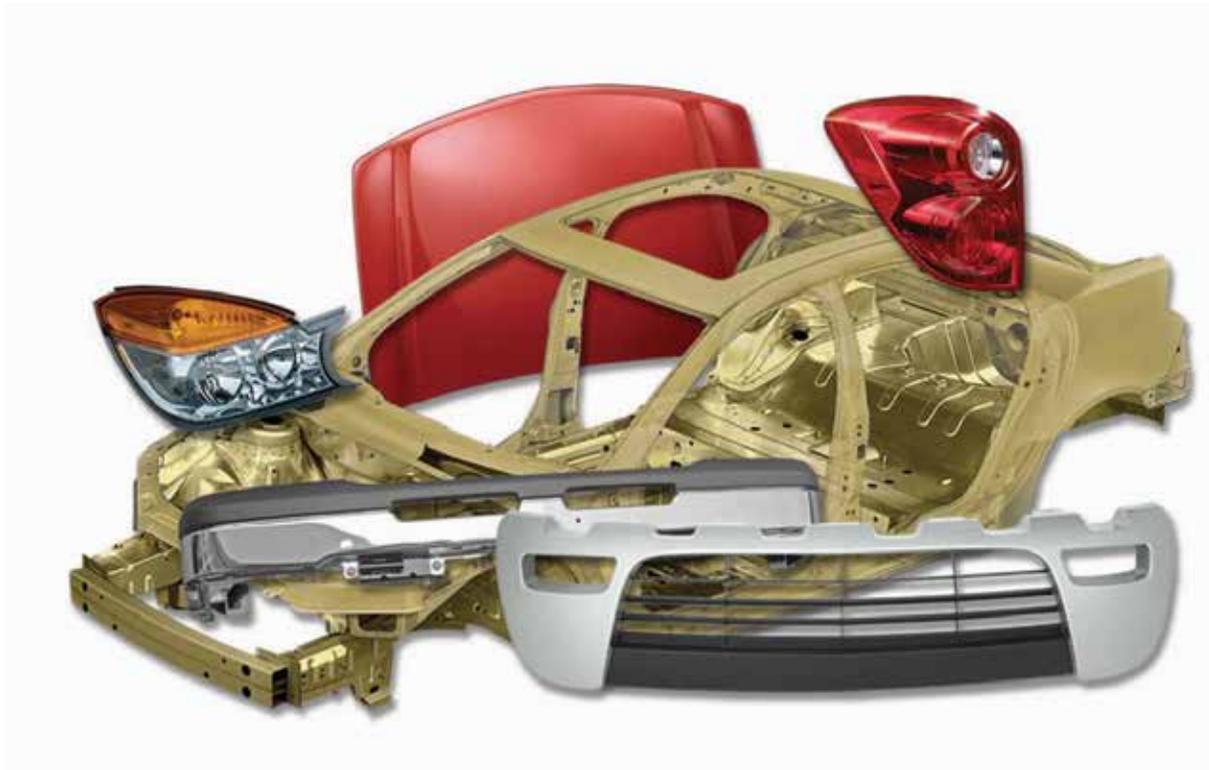
Grand Forks, ND

See pages 4-5 for information and registration.

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Published quarterly for the North Dakota Auto Body Association.

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Thank You!!!!

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| Issue | Copy Deadline | Printing Date |
|---|---------------|---------------|
| February-March <i>(Note: Dates for the pre-convention issue may vary.)</i> | Mar. 1 | Mar. 15 |
| May-June | June 1 | June 15 |
| August-September | Sept. 1 | Sept. 15 |
| November-December | Dec. 1 | Dec. 15 |

CLASSIFIED ADS: Classified ads are divided into two categories - member and nonmember. Each member is allowed 5 lines, 25 characters per line, plus name & phone number. If you’d like to put your address in, please include that within the 5 line, 25 character portion. FREE to members only. For nonmembers the charge is 50 cents a word, including the words, “For Sale” and name, address and phone number. Initials and numbers count as words. All ad copy must be received by the 15th of the month prior to publication. See ad elsewhere in this magazine.

THANK YOU!

To the North Dakota Auto Body and the Auto Collision industry for your prayers, thoughts and cards of sympathy in the passing of Clarence. Also, for the association's magazine dedication.

For him to walk into a community, start and establish a business, and be here over 50 years later is truly remarkable for the Edgeley and surrounding communities to give that support. THANK YOU. His dedication and perseverance was his way of making it happen.

He truly enjoyed the friendship and fellowship of the people and he cherished these most of all. His legacy of what he did will be my icon forever in my heart and part of yours as well.

He was my best friend, an employee and my dad.

He will be missed but not forgotten. THANK YOU again!

Edgeley Collision Center –
Kent Meidinger & families.

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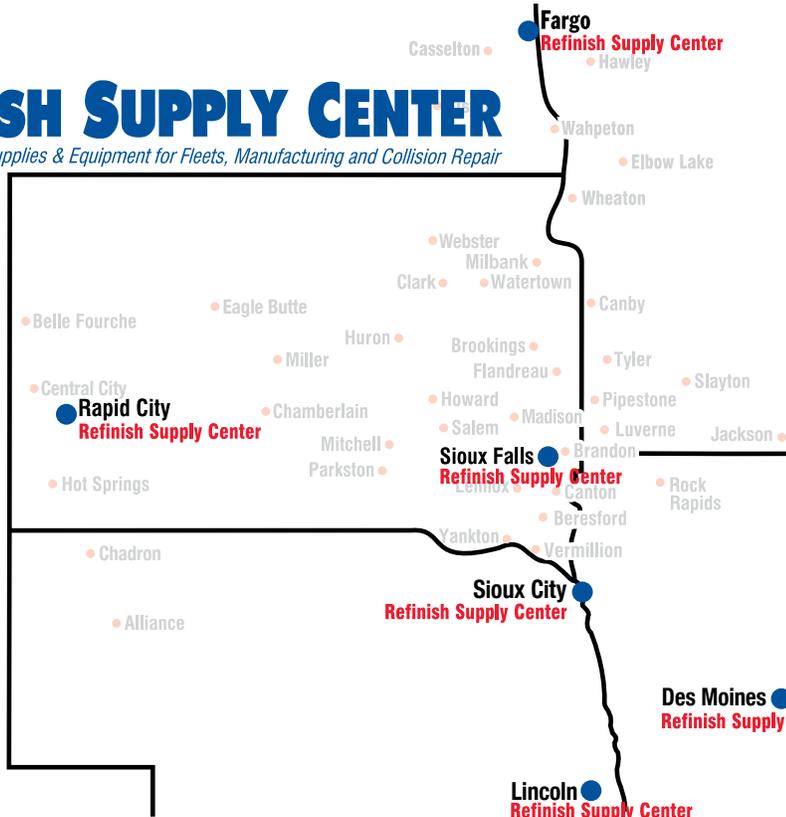
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PRESIDENT'S LETTER



I have decided to move on....From winter that is. Every fall after we put away our summer fun toys, say goodbye to the lakes and going camping, some of us eagerly await winter's arrival. Now I know not everybody supports my winter enthusiasm, but from snowmobiling to skiing, winter was a little disappointing. Even with the absence of winter, I feel for the most part everybody involved with our industry stayed very busy this winter, which surely helped pass the time.

Now with spring right around the corner, save the dates of April 7th & 8th, 2017, to attend the 31st Annual NDABA Convention & Trade Show in Grand Forks.

This year we have Jerry Tempel, who is a product specialist and instructor with AC-Delco. He will get us up to speed on the pre/post scan process that is becoming an integral part of the collision repair process.

Also, Mike Hiemenz from Straight & Square Distributing will be updating us on what's new in aluminum welding and riveting repair panels in today's market.

And last but not least, we will have the opportunity to tour Rydell Collision Center and Wes Rydell's personal hobby shop which will be filled with some of the finest handcrafted hot rods around.

And if that isn't enough for you, the Prime Steel Car Club will be holding its 35th Annual Car Show April 8th & 9th.

We have put together an exciting and informative couple of days to visit with fellow friends and partners in our industry. If it's been awhile since you have attended a meeting or Convention, please make this your year. I am looking forward to seeing you all in Grand Forks.

Scott Heintzman, NDABA President

NEXT MEETING

**Ramada in Grand Forks,
April 6, 2017, 7:00 PM**

FREE FOR MEMBERS NDABA CLASSIFIED ADS

Classified ads are divided into two categories – member and nonmember.

Each member is allowed 5 lines, 25 characters per line, plus name & phone number. If you'd like to put your address in, please include that within the 5 line, 25 character portion. FREE to members only.

For nonmembers the charge is 50 cents a word, including the words, "For Sale" and name, address and phone number. Initials and numbers count as words.

All ad copy must be received by the 15th of the month prior to publication.

Please type or print plainly (do not write, please) the copy for your ad in the form.

Clip out the form and mail to: Clyde Nelson, NDABA Classifieds, 1507 19th St. NW, Turtle Lake, ND 58575-9492. Or email to ndabnews@westriv.com.

Name _____

Box No. _____ Phone (_____) _____

City, State _____ Zip _____

NDABA Membership Since _____

Make sure to check out the following in this newsletter:

2017 NDABA Convention Information and Registration – page 4-5

Letter from OSHA – 7

As Trump Stresses Manufacturing Jobs, How Important are Labor Costs for Automakers? – page 13

CES 2017: Artificial Intelligence Hits the Road – pages 14-15

Husband/Wife Humor – page 17

All People Over 35 Shoul Be Dead – 18

Prime Steel Car Show Information – 20

If you have not been receiving information on your email server from the association it's probably because we do not have your correct email address. If you would like to keep it that way, do nothing, but if you would like to keep in touch, please contact Clyde @ 701-448-2568 or ndabnews@westriv.com.

31st Annual NDABA Convention and Trade Show

April 7-8, 2017 - Ramada Grand Forks, Grand Forks, ND

Welcome!

The North Dakota Auto Body Association would like to invite you to the 31st Annual Convention and Trade Show. We have worked hard to bring you topics and vendors we feel will be beneficial to each of us in our day-to-day operations in the auto collision industry. This year's line-up offers some interesting, informative and fun seminars and a tour. Please join us as we celebrate what YOUR ASSOCIATION has to offer.

Schedule of Events

Thursday, April 6, 2017

- 7:00-9:00pm Displayers Set Up
7:00pm NDABA Annual Meeting
 (ALL MEMBERS ARE
 ENCOURAGED TO ATTEND)

Friday, April 7, 2017

- 8:00am-10:00am Displayers Set Up
8:00am-12:00pm Registration Opens
8:00am-10:00am Rydell Chevrolet Body Shop
 Tour
10:00am Display Area Opens
11:30am-1:30pm Tech Lunch in the Display Area
4:00pm Display Area Closes
5:30pm-6:30pm Social Hour
6:30pm NDABA Banquet

Saturday, April 8, 2017

- 7:00am-9:00am Registration Opens
7:00am-9:00am Hot Breakfast
9:00am-11:30am Jerry Temple
11:30am-1:00pm Lunch
1:00pm-3:30pm Mike Hiemenz, Straight and
 Square
Jerry Temple - Body Electrical Systems-Collision
 Service and Repair
Mike Hiemenz - Pro-spot aluminum welders and
 riveters

Rydell Chevrolet Body Shop Tour

Join us on a tour of Rydell Chevrolet Body Shop as they share their repair processes and equipment used in the body shop. Then it is off to the Wes Rydell hobby shop where you will surely see some "eye candy"! Make plans to join us in this "rare" opportunity! You will not be disappointed!

Speakers:

Jerry Temple

Jerry Tempel has been with the ACDelco program for 11 years. During that time, he served as a Product Specialist and Instructor in the North Central Region. Prior to that, he worked in a GM dealership as an ASE Certified Technician. The last dealer position he held was as Fixed Ops Director for Zimbrick Buick and Nissan in Madison, Wisconsin. Jerry's training started with a community college for the automotive program, then with the US Army as a Generator Technician.

Mike Hiemenz

Straight & Square Distributing is owned and operated by Mike Hiemenz. Mike first entered the auto repair industry as a Body Technician in the 1970s after serving in the US Navy. Mike was associated with Chief Automotive Technologies serving Minnesota, North Dakota and NW Wisconsin from 1989 to 2010, and attained their certification as a "Master Structural Professional" with highest honors, is a graduate of the St. Cloud Business College in Sales and Business Management and ASE certified. Mike continues his education in the field and with OEMs in the continually changing automotive collision repair industry.

In 2006 Mike started Straight & Square Distributing and expanded his product line to include: Pro Spot Welders, Mo Clamp, OTC, Porter Ferguson, Robinair, CJ Signature and Star Liner Frame Racks, Eclipse and Spectre computerized measuring systems by "Advanced Measurement Systems."

HOTEL INFORMATION

***Note - Due to unavailability at the Ramada Grand Forks, sleeping rooms are located across the street from convention center.**

**Americas Best Value Inn
1000 North 42nd Street
Grand Forks, ND 58203
(701) 775.0555**

**Special rate \$89.00/night available until
March 23, 2017!**

31st Annual NDABA Convention and Trade Show

April 7-8, 2017 - Ramada Grand Forks, Grand Forks, ND

REGISTRATION FORM

Registration received by March 23, 2017 will be eligible for a \$100.00 cash prize drawing!

Pre-registration fees include meals, meetings and speaker.

If you are not a member, join now and pay member rates!!

- I would like to join the ND Auto Body Association. \$25 per year (first year only).
- I would like to join the ND Auto Body Association as an Allied Member (Businesses other than a body shop). \$25 per year.
- I would like to join the ND Auto Body Association as an Employee Member (Employee of NDABA member shop) \$5 per year. (Receive all Association publications.)

You may send membership dues with your registration, and pay member rates for the convention!

Make Checks Payable to: NDABA

Mail Registration to: North Dakota Auto Body Association
c/o Ed Barnhardt/Washburn Auto Body
101 Main Avenue
Washburn, ND 58577

Questions: Contact Ed Barnhart • Business: 701-462-3374



Name (s) of all attending (must be shop owner or employee) _____

Spouse(s) _____

Shop Name _____

Address _____

City, State, Zip _____

Email _____ Phone _____

Member\$85.00 _____

Couple (Member)\$115.00 _____

Spouse, Banquet only\$20.00 _____

Non-Member\$105.00 _____

Couple (Non-Member)\$135.00 _____

Registration Total Submitted _____

***Registration received by
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Fax: 701-250-4520
Bismarck@dol.gov

September 29, 2016

Dear Employer/Employer Representative:

This letter is to inform you that OSHA has implemented a local emphasis program to identify and reduce or eliminate the workplace incidence of health and physical hazards associated with automotive services. This notification is being sent to industry representatives for businesses in the Bismarck Area OSHA Office jurisdiction (North Dakota) that perform automotive service and repair work.

Automotive service and repair work in the automotive industry exposes employees to a variety of physical and health hazards. A search of the 2013 BLS data for the NAICS codes listed above indicated that 118 fatalities occurred in these industries. A search of OSHA's public establishment search database for these NAICS codes also revealed that from January 1, 2007- July 27, 2015, OSHA investigated at least 192 fatalities. Examples of physical hazards include crushing injuries due to improper use and maintenance of automotive lifts and floor jacks, exposure to noise, tire explosions, machine guarding hazards and exposure to uncovered service pits. The types of health hazards in this industry can include exposure to carbon monoxide, paints, solvents, coatings, wheel cleaning acids, as well as other hazardous chemicals used in brake cleaners.

The business establishments identified in this emphasis program may be scheduled for an OSHA inspection. These inspections will be conducted to determine if safe work practices and procedures have been implemented for the employees in the workplace.

The goal of this LEP is to identify and reduce or eliminate the workplace incidence of health and physical hazards associated with automotive services which are causing or likely to cause serious health or physical injury or death. Recommended methods for doing this are for employers to follow the applicable OSHA regulations, manufacturer's recommendations/specifications, and the applicable American National Standards Institute (ANSI) and Automotive Lift Institute (ALI) standards.

To better assist employers, each state has a free safety and health consultation service that is not associated with the OSHA enforcement office. This service is confidential and primarily for smaller businesses. They can be contacted at the following:

Bismarck State College NDOSH
Corporate & Continuing Education 1500 Edwards Avenue
Bismarck, North Dakota 58516-5587 (701) 224-5778 or (877) 846-9387
(701) 224-5763 FAX
Email: albert.koch@bismarckstate.edu
Website: <https://bismarckstate.edu/continuingeducation/ndosh/>

I appreciate your interest in safety and health. If you have any questions or would like additional information on this program, please do not hesitate to contact our office (701-250-4521).

Respectfully,

A handwritten signature in black ink, appearing to read "Eric R. Brooks".

Eric R. Brooks
Area Director

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CODE OF ETHICS

1. *To promote good will between the motorist and members of the Association.*
2. *To have a sense of personal obligation to each individual customer.*
3. *To perform high quality repairs at a fair and just price.*
4. *To employ the most skilled mechanics obtainable.*
5. *To use only proven merchandise of high quality sold by reputable firms.*
6. *To itemize all parts and adjustments in the price charges for services rendered.*
7. *To retain all replaced parts for the customer's inspection.*
8. *To uphold the high standards of our profession, always seeking to correct any and all abuses within the automotive service industry.*
9. *To uphold the integrity of all members of the North Dakota Auto Body Association.*



Please pay your annual association dues, it keeps the association going.

ATTENTION NDABA MEMBERS!!

We would like to keep our email address list up to date. Also, if you have an employee who would like to know about association's happenings, please supply us with an email address, so that can happen. You can contact Clyde @ 701-448-2568 or ndabnews@westriv.com. Please let us know if you have an addition or change to our list. **THANKS!!**

If you have not been receiving information on your email server from the association it's probably because we do not have your correct email address. If you would like to keep it that way, do nothing, but if you would like to keep in touch, please let us know your correct address.

JOIN NOW!

Now is the time to join YOUR Association

Now is the time to work together for our future!

I hereby apply for membership in the North Dakota Auto Body Association. I promise to abide by the Association's By-Laws and Code of Ethics. I understand that any signs, decals or emblems provided by the Association remain the property of the Association, and agree to return them to the Association upon termination of membership. I understand that use of Association logo and identification is authorized only as long as my membership is maintained.

Date _____

Your Name _____ Spouse's Name _____

Home Address _____

City _____ State _____ Zip Code + Four _____ Phone (_____) _____

Business Name _____ PO Box (Mailing Address) _____

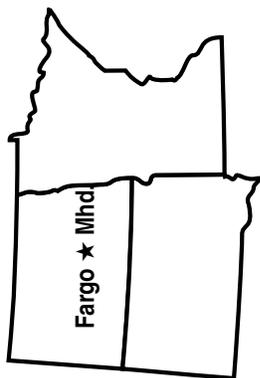
City _____ State _____ Zip Code + Four _____ Phone (_____) _____

Classification (circle one)

Owner-Manager \$50 - Owner-Manager (1st year) \$25 - Allied \$25 - Associate \$5 (employee)

Mail to: North Dakota Auto Body Association, Kent Meidinger, PO Box 235, Edgeley, ND 58433-0235
(receiving the News Report does not make you a member of the NDABA)

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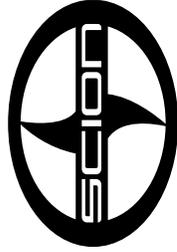
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As Trump Stresses Manufacturing Jobs, How Important Are Labor Costs for Automakers?

by Paul A. Eisenstein, NBC NEWS

American consumers pay an average of \$35,000 for their new car, truck, or crossover. But what does that sum actually cover? And with President Donald Trump's border tax threats that could add 20 percent to the price of any car manufactured outside America, exactly how crucial are labor costs to consumers — and automakers?

“We’d kill to cut a nickel off the price of a car,” one high-ranking automotive insider told NBC News.

Labor is nowhere near the most expensive part of building a car. Add in all factory costs, including the \$1 billion price tag for the plant itself, and you’re looking at roughly 10 to 15 percent of that vehicle’s \$35,000 sticker price, according to several senior industry executives who asked to remain anonymous in revealing typically proprietary data.

The auto industry has found itself in the political spotlight in recent months, as Trump has called on automakers to shift production back from Mexico to the U.S. Though a variety of factors have led them to move many models to plants south of the border, labor costs are one of the key factors.

Mexican auto workers barely earn as much in a day as their U.S. counterparts do in an hour — between \$50 and \$60, including wages and benefits, when you average out various union and non-unionized plants across the States, according to industry data.

Mounting Labor Costs

By far, parts and components add up to the single biggest factor when it comes to the cost of building a car — anywhere from 60 to 65 percent, says analyst David Andrea, with the Center for Automotive Research, or CAR, in Ann Arbor, Michigan.

But both parts and labor figures are fluid and depend upon the type of vehicle. When it’s a Mercedes-Benz S-Class, equipped with such

niceties as heated and cooled massaging seats, infrared night vision and semi-autonomous safety systems, those parts account for significantly more of the vehicle’s price tag.

Labor costs mount with complicated products like a Ford F-Series, explains CAR’s Andrea. That pickup “is a highly customized product, with a great number of permutations: bed lengths, cab sizes, powertrains. You can have 20,000, even 30,000 variations before you get to color and trim options. So, for a carmaker managing that sort of complexity, your manufacturing costs can be significantly higher.”

And that’s more than labor. There are the logistics of managing the plant — making sure the right parts are in the right places along the line. Such complex operations may be more difficult to automate and, where robots are used, they may be more costly because they have to be flexible enough to handle a variety of different tasks.

“On the opposite end of the spectrum are the entry level products sold almost purely on price,” such as a Ford Fiesta, Nissan Versa or Honda Fit, says Andrea. That’s why those vehicles normally have lower equipment levels, options available grouped together into manageable packages.

Vehicle manufacturers are trying to limit complexity,” he notes, adding that, “It becomes an economies of scale game.”

On average, parts and manufacturing costs still average about three-quarters of the cost of a new vehicle.

Roughly 10 percent more goes for

advanced research and development, design and engineering. But the exact figure is also somewhat fluid. It’s one thing to update an existing vehicle. It’s another thing, entirely, to launch an all-new model.

And R&D costs climb even higher for breakthrough products such as the new Chevrolet Bolt EV, the first mainstream-priced, long-range battery-electric vehicle. It can cost billions to develop all-new, high-efficiency, low-emissions powertrain systems.

What’s the Profit Margin?

Assuming there’s room left, the industry is, on the whole, shooting to earn to achieve net returns of about 10 percent, though only a handful of companies come close. That would work out to roughly \$3,500 of that new vehicle.

What’s left covers a variety of general sales and administrative costs, a broad catch-all covering everything from overhead to marketing and incentives, as well as the interest a manufacturer must pay on its debt.

Wrap things up with the money dealers earn on each vehicle. Surprisingly, reports the National Automobile Dealers Association, those retailers typically don’t pocket much for a new car after covering the costs of running a showroom, paying employees, and other expenses. With some brands, it can be less than \$100 a vehicle.

But don’t let that scare you off from bargaining for a good deal. Dealers make most of their profits on financing, insurance, and maintenance and repairs.

CES 2017: Artificial Intelligence Hits the Road

By Donny Seyfer, CONTRIBUTOR

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The single biggest disruptor in our world right now is the evolution of cars. Specifically, technological advancements in the areas of communication and computing offer some of the biggest opportunities our industry has ever seen. If you feel that I am overstating this fact, read on.

It is my goal to keep you up to speed on what is coming so that you can connect the dots and prepare your business for what's ahead. At the Consumer Electronics Show (CES) this year, cars were once again a huge and growing part of the show. Case in point, autonomous vehicles actually were used to shuttle journalists around the convention center.

As innovative as this was, the AVs themselves were not the big buzz in the meetings I attended, but rather a foregone conclusion. The key topics most automotive-minded individuals were keen on discussing involved how vehicles will learn, interact with humans and communicate with one another as we move into the future.

AI Takes Center Stage

Artificial intelligence is a primary concern when it comes to automotive technology. Teaching cars to have better than human-like driving skills is the current mission of many AV software engineers. This data would be used to create the perfect driver who never gets tired or never takes his eyes off the road. Think about all of the tiny ministrations involved in driving. How often do you correct the steering in a minute? How do you deal with unexpected stopping conditions? How do you deal with someone swerving into your lane? The variables concerning human driving are endless.

Software engineers are determined to boil this skill set down and provide a set of superhuman inputs into vehicles so that autonomous driving cars can perform better than you do. Instead

of braking or turning the wheel in 500 milliseconds (the average time for an alert human), an AV's reaction time, with 360-degree vision no less, could be updated every 10 milliseconds.

There was considerable discussion at CES about how vehicles will communicate with one another moving forward. The consensus is that DSRC (Dedicated Short Range Communication) and 5G are the likely favorites to spur this wireless communication revolution.

The Future of Wireless Communication

DSRC is a 75 Mhz chunk of the 5.9 Ghz band. The FCC has carved out this spot for Intelligent Transportation System communications in order to facilitate the operation of vehicle safety and mobility software. The core function of DSRC would be to help vehicles communicate with

2001 with a 3G Internet connection, it would take you about 26 hours to download a movie. That same movie would take about 6 minutes to download on a really good 4G connection. With 5G, that same data can be downloaded in 3.6 seconds at roughly 10 Gbs.

This technology is still a few years off (my best guess is 2022), but it has many champions. The rub comes when telecoms and ITS folks square off debating whether your daily coffee order should live in the same high-frequency area with accident-avoidance data.

Currently, phones operate below 3 Ghz, but for this technology to work in vehicles, it needs to be higher. Frankly, DSRC needs a better "engine" and the telecom industry appears to have the answer to handle this raw data. It is expected that the buildout to 5G capacity will cost around 1.7 trillion

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each other, but could also be used to share information pertaining to road conditions and stoplight patterns.

The intent of this area of bandwidth is clearly for machines to communicate, but considering the sheer amount of data that will be created for just safety purposes alone, how can this data be disseminated without encountering a "traffic jam" of its own? This is where the discussion of 5G, or fifth generation wireless broadband, comes into play.

To give you an idea of scale, in

dollars. The envisioned Internet of Things (IoT) is clearly the target for this level of infrastructure, but the sheer cost would require a lot of subscriptions to surpass the overhead.

Human/Machine Interface

As vehicles are revolutionized, a considerable amount of time will need to be spent thinking about human intuition and how the vehicle is going to perceive human inputs. This human/machine interface was front and center

at CES. Does the next-generation vehicle need a turn signal switch? Notwithstanding the fact that most people don't use it anyway, if cars are all talking to each other, wouldn't your vehicle simply tell the others around it that you have begun a maneuver that looks like you will be slowing and turning?

Hyundai demonstrated a mood-management plan for drivers in its booth that utilized some sensors and a smell generator. Clearly in its infancy, it is still fascinating and will put a smile on your face. Using biometric detection through the steering wheel to measure heart rate, eye-tracking software in the dash, respiration sensors in the seatbelt and posture sensors in the seat, an application will determine if a driver is stressed or sleepy and provide a series of stimuli.

To relax a driver, the vehicle would

As vehicles are revolutionized, a considerable amount of time will need to be spent thinking about human intuition and how the vehicle is going to perceive human inputs.

release lavender or eucalyptus, or cedar or peppermint to energize a fatigued driver. In addition to these features, Hyundai also hopes to make the driving experience more pleasing with volume and genre changes in the sound system and lighting changes on the dashboard, as well as more intuitive changes to the HVAC system temperature.

This is only a small sample of the interface options that are being discussed, but it seems to me that

work orders of the future may have some very different concerns, causes and corrections.

Donny is the co-owner of Sexfer Automotive Inc. in Wheat Ridge, CO. Donny is an ASE Master and LI Advanced Diagnostic Certified Technician, ASE Certified Service Consultant, AMI Accredited Automotive Manager, and the current Automotive Service Association chairman.

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God may have created man before woman, but there is always a rough draft before the masterpiece.

Wife's Devotion

A woman accompanied her husband to the doctor's office.

After his checkup, the doctor called the wife into his office alone. He said, "Your husband is suffering from a very severe stress disorder. If you don't follow my instructions carefully, your husband will surely die.

"Each morning, fix him a healthy breakfast. Be pleasant at all times. For lunch make him a nutritious meal. For dinner prepare an especially nice meal for him.

"Don't burden him with chores. Don't discuss your problems with him; it will only make his stress worse. Do not nag him. Most importantly, make love to him regularly.

"If you can do this for the next 10 months to a year, I think your husband will regain his health completely."

On the way home, the husband asked his wife, "What did the doctor say?"

"He said you're going to die," she replied.

Women's Revenge

'Cash, check or charge?' I asked, after folding items the woman wished to purchase.

As she fumbled for her wallet, I noticed a remote control for a television set in her purse.

'So, do you always carry your TV remote?' I asked.

'No,' she replied, 'but my husband refused to come shopping with me, and I figured this was the most evil thing I could do to him legally.'



Understanding Women (A Man's Perspective)

I know I'm not going to understand women.

I'll never understand how you can take boiling hot wax, pour it onto your upper thigh, rip the hair out by the root, and still be afraid of a spider.

Wife Vs. Husband

A couple drove down a country road for several miles, not saying a word. An earlier discussion had led to an argument and neither of them wanted to concede their position.

As they passed a barnyard of mules, goats, and pigs, the husband asked sarcastically, 'Relatives of yours?'

'Yep,' the wife replied, 'in-laws.'

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All People Over 35 Should Be Dead

To the survivors:

According to today's regulators and bureaucrats, those of us who were kids in the 40's, 50's, 60's, 70's, 80's probably shouldn't have survived.

Our baby cribs were covered with bright colored lead-based paint.

We had no childproof lids on medicine bottles, doors or cabinets, and when we rode our bikes, we had no helmets. (Not to mention the risks we took hitchhiking.)

As children, we would ride in cars with no seat belts or air bags. Riding in the back of a pickup truck on a warm day was always a special treat.

We drank water from the garden

hose and not from a bottle. Horrors! We shared one soft drink with four friends, from one bottle, and no one actually died from this.

We ate cupcakes, bread and butter, and drank soda pop with sugar in it, but we were never overweight because we were always outside playing.

We would leave home in the morning and play all day, as long as we were back when the street lights came on. No one was able to reach us all day. No cell phones. Unthinkable.

We would spend hours building our go-carts out of scraps and then rode down the hill, only to find out we forgot the brakes. After running into the bushes a few times, we learned to solve

the problem.

We did not have Playstations, Nintendo 64, X-Boxes, video games at all, no 99 channels on cable, video tape movies, surround sound, personal cell phones, personal computers, or Internet chat rooms. We had friends! We went outside and found them.

We fell out of trees, got cut and broke bones and teeth, and there were no lawsuits from these accidents.

We made up games with sticks and tennis balls and ate worms, and although we were told it would happen, we did not put out very many eyes, nor did the worms live inside us forever.

We rode bikes or walked to a friend's home and knocked on the door, or rang the bell or just walked in and talked to them.

Little League had tryouts and not everyone made the team. Those who didn't had to learn to deal with disappointment.

The idea of a parent bailing us out if we broke a law was unheard of. They actually sided with the law. Imagine that!

This (OUR) generation, has produced some of the best risk-takers and problem solvers and inventors, ever. The past 60 years have been an explosion of innovation and new ideas.

We had freedom, failure, success and responsibility, and we learned how to deal with it all.

Congratulations if you have had the luck to grow up as a kid, before lawyers and government regulated our lives, for our own good.



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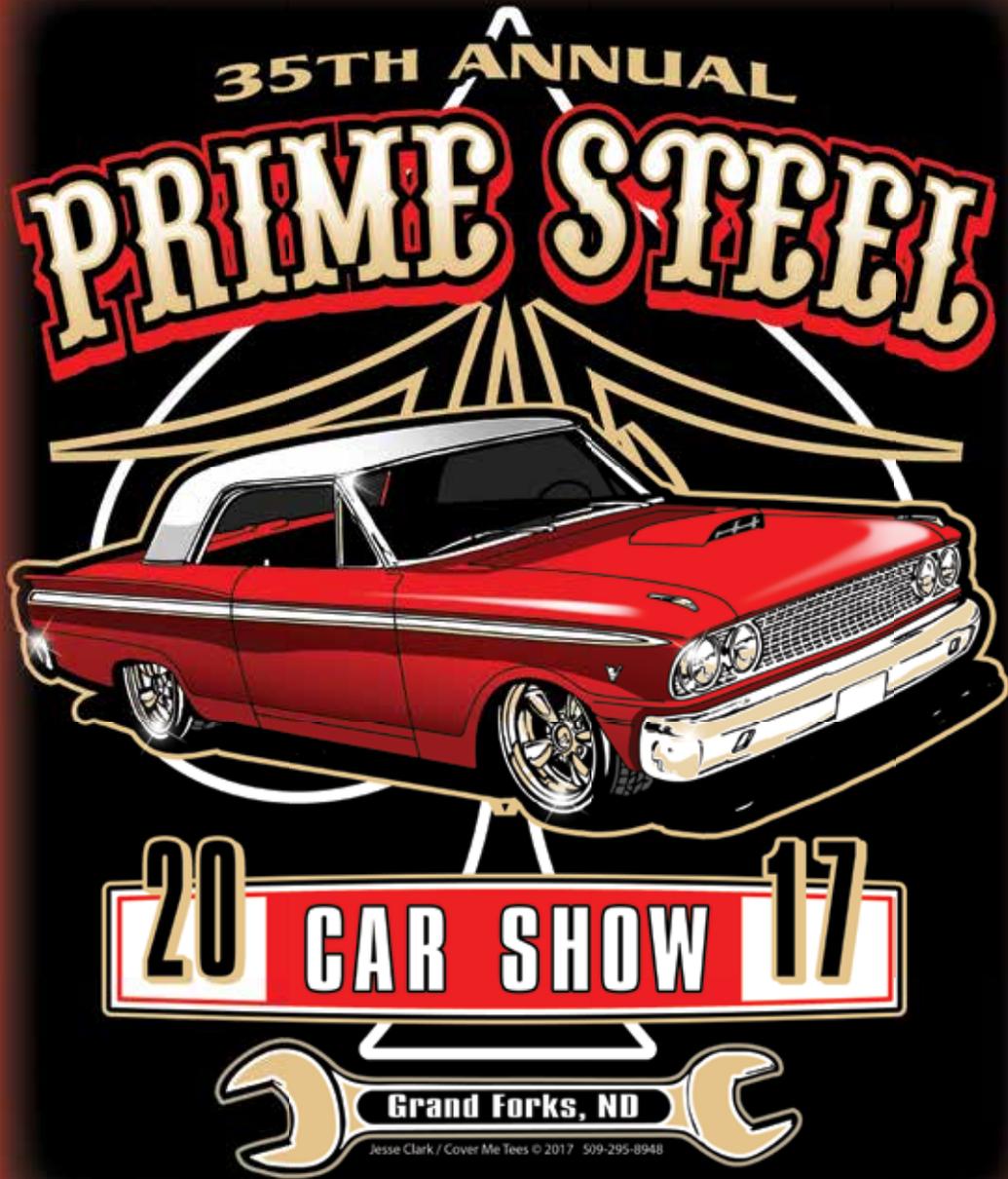
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