

Amberson Restores 1919 Dodge Truck That Now Belongs to All of Us

By Bob Palmer, Dodge Brothers Club

Darrell Amberson, AAM, director of ASA's Collision Division, has restored a 1919 Dodge Brothers truck and donated it to the Gilmore Car Museum of Hickory Corners, Mich. The agreement called for the Gilmore Car Museum to hold it for up to three years, then transfer it to the Dodge Brothers Museum, which should be built by then.

Amberson purchased the truck in May 1999. It was in original, non-running, and mostly complete, condition. However, it needed total restoration.

He could have sold the beautifully restored 1919 truck for a sizable sum. However, after giving it a lot of thought, he and his wife, Marge, decided they wanted to make a significant contribution for the benefit of others and therefore they would donate this cherished vehicle to posterity.

The truck came from Lake Preston, S.D. Amberson believes it had probably always been a South Dakota truck until he took it home to Minnesota.

His research confirmed that the truck was a Truck-Builder conversion of a 1919 Dodge Brothers factory cowl-and-chassis.

Dodge Brothers began producing screen-side trucks on Oct. 18, 1917, and shortly after that, began producing "chassis-with-cowl" models. Dodge Brothers sold the half-ton chassis to aftermarket firms for conversion to commercial vehicles of several types.

Of course, home-built trucks also began to appear in the teens and later as some owners of Dodge passenger cars converted their vehicles to pickup trucks.

Among aftermarket firms converting Dodge trucks was the Graham Brothers Company of Evansville, Ind., which produced kits for converting passenger cars and factory chassis into longer wheelbase trucks. The kits included

a wooden truck cab, wooden cargo box or other cargo body, a steel frame extension, a heavy-duty rear axle and differential, a longer driveshaft, heavy-duty rear springs, and heavy-duty rear artillery wheels with solid rubber tires.

It is believed production of the kits began about 1916 and were originally engineered for converting the Ford Model T chassis. Conversion kits were probably made for other makes as well, but documentation is scarce. Conversions of Dodge Brothers trucks rapidly surpassed the Model T conversions in popularity, probably because they represented a truck with better medium-duty capability.



Around 1917, the kits were given the "Truck-Builder" name and were sold to automobile dealers and to any firms interested in making the conversions.

The truck restored by Amberson is a Dodge Brothers Truck-Builder, but he has not been able to determine if this particular truck was converted with the Truck-Builder kit at the Graham Brothers factory in Evansville, or if the conversion was completed by an independent firm in South Dakota.

Amberson, the president of a chain of six body shops in Minnesota, did a majority of the disassembly, restoration and assembly at his home. However, he did the sheet metal work and paint work in one of his shops.

In selecting wood for rebuilding the cab, floorboards and cargo box of this truck, Amberson chose hardwoods that were identical to – or which had similar color and grain as – the original. This was just part of the meticulous attention to detail that led to this exquisitely restored vehicle.

In addition to the truck, Amberson also gave the Gilmore Car Museum a wealth of documentation, which will be useful in preparing information to be displayed with the truck.

The truck and the documentation will be available for the public to enjoy.

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Tips to Store Your Paint Stock Properly

PPG Industries Offers Tips To Keep Your Paint Supply at Optimum Performance

As we approached the more severe winter months, with days and nights getting increasingly colder, did you think about the factors that can affect the overall quality of a paint finish? To ensure that your paint system performs as it was designed, it is critical to store and use paint products properly.

How often do you rotate your stock?

After a delivery, fresh stock should be put to the back of the stock shelves and also marked with the date of delivery. Although this can sometimes be a bit of a nuisance, especially for large, frequent deliveries, it saves time in the long run by ensuring that the stock is relatively "fresh." For example, tinters that go on a stirred mixing scheme – the hand or shake stir done prior to placing on the scheme – can be a lot easier with fresh stock. Additional benefits to proper stocking include better color accuracy as a result of more thorough tinter mixing, which helps to make sure jobs are done right the first time.

What temperature is your body shop?

High solids solvent-based products are also more sensitive to lower temperatures than normal solids solvent-based products. Although they will not freeze, the products can rise dramatically in viscosity, resulting in several negative effects such as:

- Paint mixing can become more time consuming
- Accurate dosing of tinters to make up colors can be slower and the temptation to over pour increases, which could lead to inaccurate color matches or too much paint being mixed up
- Application becomes slower, which can increase material consumption and overloading can occur where popping and/or sagging may result when baked, resulting in a complete redo

Even standing a can of clear or hardener on a cool workshop floor is enough to remove the heat from the products. The tin cans are a good conductor of heat (or cold) and this in

turn will increase the viscosity. The increase of only a few degrees, i.e., 15 degrees Celsius to 18 degrees Celsius, can make a high solid product apply more like medium solids, giving better application speed, flow from the gun and wetting out – all helping in a superior final appearance.

The use of a wall-mounted thermometer is by far the easiest way to check if the ambient temperature for the product you are applying is satisfactory, but a simple glass one is the best way to check if the product is at the correct temperature prior to application. As always, be sure that the proper hardener and solvent is used for the temperature and the size of the repair.

Do you have the correct thinner and hardener?

As always, be sure that the proper hardener and solvent is used for the temperature and the size of the repair. During cooler conditions, your hardener and solvent choices may need to be adjusted to maximize your system's performance. As the ambient temperature decreases, a faster curing hardener and faster evaporating solvent may be required to maintain performance and productivity.

Is your spray gun set correctly?

Having checked all of the above, it is also essential to check that you have your spray gun set up correctly for the material you are applying. Whether it is a high build primer, basecoat, solid color or clear coat, you need to ensure that the needle and nozzle combination is correct and clean and that the fan pattern is even. Check for correct air pressure at the gun handle and not just by relying on the gauge of the wall-mounted filter/regulator.

About PPG

Pittsburgh-based PPG Industries is a global supplier of coatings, glass, Fiberglas and chemicals, with manufacturing facilities and equity affiliates in 23 countries. Sales were \$9.5 billion in 2004.

Attention ASA Members:

WIN An Expense-Paid Trip to CARS or NACE

Join the Chairman's Club Today!

No one can recruit another shop into your trade association better than you. That's why the Chairman's Club has always been an integral part of the Automotive Service Association's membership recruitment program.

We are pleased to say the tradition continues. Joining the club couldn't be easier. Signing up one new member for ASA gets you in! What's the reward for your time and dedication? Depending on your level of participation, you could receive recognition in *AUTOINC.* magazine,* recognition at ASA's Celebration of Excellence, or you may even win the grand prize of one expense-paid** trip to the Congress of Automotive Repair and Service (CARS) or the International Autobody Congress and Exposition (NACE).

The rules for the Chairman's Club

For every member application we process at the national office that is attributable to your recruiting efforts, you will receive 5 points. We will determine if you're eligible by the information provided on the membership application. The most common credits for recruiting come from providing ASA's national recruiters with the names and addresses of prospect shops in your area or by personally visiting shops with a recruiter.

The member with the most points on Sept. 15, 2006, will receive one expense-paid** trip to CARS or NACE. In the case of a tie, a drawing will be held to determine the winner. To be eligible for the trip you must have a minimum of 50 points.

For membership applications or if you have any questions, call the ASA Membership Department at (800) 272-7467, ext. 295.

***Based on points, we'll recognize the top five participants in AUTOINC.*

***Expenses covered include round-trip airline tickets for two plus registrations to the event and three nights in a hotel. Food and beverage are the responsibility of the winner. All accommodations must be arranged by ASA.*

Important Notice from the U.S. Department of the Treasury

Dear ASA Member:

We feel it is our responsibility to inform you, as a member of the Automotive Service Association, of the existence of the Office of Foreign Assets Control (OFAC).

OFAC administers and enforces economic sanctions programs primarily against countries and groups of individuals, such as terrorists and narcotics traffickers.

The Department of the Treasury maintains a list of all "Specifically Designated Nationals" or "SDNs." Individuals and companies on this list are generally prohibited from doing business with any U.S. person or business. Typically their assets are blocked.

You may wonder why compliance with OFAC is important. If a vehicle is sold, rented or even worked on through your business, and that vehicle is used in a terrorist attack – and the customer's name appears on the SDN list – you may be in violation of OFAC and subject to criminal penalties. This can include fines ranging from \$50,000 to \$10,000,000 and imprisonment ranging from 10 to 30 years for willful violations. Civil penalties range from \$11,000 to \$1,000,000 for each violation – so the stakes are obviously high.

The best resource for additional information is the U.S. Department of the Treasury's Web site: <http://www.treasury.gov/offices/enforcement/ofac/>. It provides basic information on the Patriot Act, FAQs on OFAC, the most up-to-date SDN and blocked persons list, recent OFAC actions, etc.

Virtually all transactions must be screened against the SDN list including:

- All cash and credit transactions – applies to sales and service operations
- Payments to vendors

It is very important, in the event of a future problem, that you are able to prove you performed these screenings and did your "due diligence" to comply with OFAC.

We urge you to ask anyone with whom you have a banking relationship if they are in compliance with OFAC regulations. Most major credit card bureaus offer this service so it can become a "seamless" process in that regard.

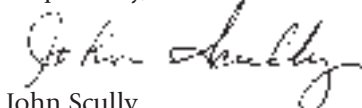
We also urge you to use the tools on the government Web site and from vendors to assist you in compliance. It is also important that you educate your employees about OFAC so they will know what to do if a customer's name "matches" or "hits" one on the SDN list.

An OFAC Starter Kit is available from the OFAC Web site or from its fax-on-demand service, (202) 622-0077.

Our national office is also taking steps to be in compliance with OFAC, so you are not in this alone. To date we have confirmed that companies with which ASA's national office has a banking and credit card processing relationship are in compliance.

This information is provided to you as a benefit of being a member of the Automotive Service Association.

Respectfully,



John Scully
Executive Vice President

ASA Loses Beloved Leader: Russ Verona

Russ Verona, AAM, longtime ASA member and leader, died Feb. 6 of heart failure. Verona owned and operated East Rockford Collision Center in Rockford, Ill., for 41 years and had worked in the industry for more than 50 years. He was a well-respected leader in the ASA community and other collision industry activities.



Russ Verona

"Russ was a visionary and understood that collision repair is a global industry," said Ron Pyle, ASA president and chief staff executive. "People from all over the world were encouraged to come together at NACE and other venues to network and learn from one another."

Verona served as NACE chairman in 1995. He also served several terms on the ASA Collision Division Operations Committee, and was ASA's Collision Division director from 1995-1996. Other ASA leadership positions held by Verona include affiliate director from 1991-1995, and fifth member of ASA's executive committee from 1994-1995.

Verona was a member of the I-CAR board and was elected to its executive board in 1990. After serving as vice chairman of I-CAR's board, he later served as chairman. In addition, East Rockford Collision Center was the first to attain the Gold Class Professional designation in 1990.

Verona was recognized for his excellence in the collision repair industry through many awards, including ASA's Phoenix Award for excellence in collision repair in 1990.

"Russ Verona will be greatly missed," said Denise Caspersen, Collision Division manager. "Not only has Russ been instrumental in crossing the European waters with his involvement in AIRC, he actively guided NACE and ASA's Collision Division."

Geralynn Kottschade, AAM, immediate past ASA chairman, said Verona made extensive contributions to the industry. "Russ had a true passion for the industry and he used that passion to mentor many people in the industry," she said. "He was a great friend, and I will remember how he always looked at the positive side of things."

ASA's Salvage Subcommittee Profile:

The Salvage Subcommittee is chaired by Ron Nagy, AAM, of Nagy's Collision Center in Doylestown, Ohio. In addition to Nagy, the Salvage Subcommittee team is composed of Roy Schnepfer, Scott Kallemeyn and Harry Moppert. Current issues being pursued by the Salvage Subcommittee include a recycled parts grading system, LKQ airbags, salvage titling laws and pre-qualifying collision shops for credit with ARA and URG salvage members.

If you are interested in any of the ASA Salvage Subcommittee topics currently under way or have suggestions for future projects, please contact Ron Nagy, AAM, subcommittee chair, at nagys@brightdsl.net or Denise Caspersen, at denisec@asashop.org.

ASA's Ultimate Buyers Guide Now Online

ASA's *Ultimate Buyers Guide* is a new, easy-to-use electronic-based publication that provides a convenient service tool for Web links, contact information and access to everything you need to manage your shop.

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