



CATA Bulletin

a biweekly newsletter



official Web site of CATA dealers

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June 18, 2007

Scarpelli elected to lead CATA as new chairman of the board

Mark Scarpelli's fellow directors of the Chicago Automobile Trade Association on June 13 elected him chairman of the association for the next 12 months.

The new board chairman succeeds Bob Loquercio, who becomes chairman of the 2008 Chicago Auto Show—the show's 100th edition. Scarpelli will serve as co-chairman of that show,

Feb. 8-17, 2008.

Scarpelli, president of Raymond Chevrolet and Kia in Antioch, also has interests in Ray Chevrolet and Suzuki in Fox Lake.

Other elected board officers are Vice Chairman John Phelan (Jack Phelan Chevrolet, Lyons; Jack Phelan Dodge-Isuzu-Suzuki, Berwyn), Treasurer Kevin Mize (O'Hare Honda and



Mark Scarpelli



Bob Loquercio

Hyundai, Des Plaines), and Secretary Steve Foley Jr. (Steve Foley Cadillac-

Bentley-Rolls Royce, Northbrook). Jerry Cizek is president of the association.

Bauer joins 5 incumbents elected to CATA board of directors

Over 450 golfers participate in outing

Idyllic weather greeted more than 450 golfers on June 11 at Cog Hill Golf & Country Club in Lemont, where the players gathered as part of the CATA's annual golf outing and dinner.

The event's 38 sponsors (see Page 4) helped add a festivity to the proceed-

ings.

At that night's dinner, results of this month's balloting for the CATA's board of directors showed five directors re-elected and one newcomer joining the board.

Directors returning for a third and final three-year term include **Kevin Mize** (O'Hare Honda and O'Hare Hyundai, Des Plaines), **John Phelan** (Jack Phelan Chevrolet, Lyons; Jack

Phelan Dodge-Isuzu-Suzuki, Berwyn), **Mark Scarpelli** (Raymond Chevrolet and Kia, Antioch) and **Dave Taylor** (Taylor Chrysler-Dodge, Kankakee).

Michael Ettleson (Ettleson Buick-Cadillac, Hodgkins; and Ettleson Hyundai, Countryside) was re-elected for a second term, and **Dennis K. Bauer**, (Arnie Bauer Cadillac and Arnie Bauer Buick-Pontiac-GMC, both in Matteson) won his first term.

The outing included several hole contest winners. They are:

Course 1

Straightest Drive	Mike Sedivy
Longest Drive (2)	Scott Bumba, Jeff Jacobs
Closest to Honor Box	Dan Kennelly
Longest Putt	T.J. Schmitt

Course 2

Straightest Drive	Stan Balzekas
Longest Drive (2)	Paul Oddo, Denny Gallagher
Closest to Honor Box	David Nelson
Longest Putt	Robert Breen

SEE CATA OUTING, PAGE 4

In Memoriam

Robert J. "Bob" Motl, an area Chevrolet dealer for more than two decades, died June 3 at age 86.

Bob Motl Chevrolet opened on South Michigan Avenue in Chicago in the early 1960s and in 1975 moved to Tinley Park. It became Apple Chevrolet in 1983.

Mr. Motl served in the Navy in World War II, played professional football and was a longtime member of "The N Club" of Northwestern University.

He is survived by his wife, Joan; daughter, Leslie; step-children Mark, Holly, Stacey and Julie; and nine grandchildren.

Memorials appreciated to the Evans Scholars Foundation, 847-724-4600.

Congratulations!

Fox Valley Suzuki in Aurora is one of 33 U.S. dealers named to the 2006 Suzuki President's Club as top-sellers.

The 2006 Audi Magna Society boasts 27 dealers nationwide, including **The Audi Exchange** in Highland Park.

2007-08 CATA Board of Directors

Officers

Mark Scarpelli, Chairman	847-395-3600
John Phelan, Vice Chairman	708-442-4000
Kevin Mize, Treasurer	847-297-5700
Steve Foley Jr., Secretary	847-564-4090
Jerry Cizek, CATA President	630-495-2282

Directors

Dennis K. Bauer	708-720-2000
Terry D'Arcy	815-439-5500
Mary Dolan	708-442-9000
Lee Drabek	773-631-9000
Michael Ettleson	708-579-5000
John Guido	847-870-1300
Bill Jacobs	815-725-7110
Arthur Kelly	708-499-1000
Bob Loquercio	847-741-2100
Desmond Roberts	708-352-2400
Monty Scher	312-225-4300
Kurt Schiele	630-279-2160
Dave Taylor	815-935-7900
John Webb	630-469-6600

Board members welcome any questions, concerns and comments from their fellow CATA members!

CATA to help coordinate child seat inspection events in August

Area dealers are encouraged to host child seat inspection events at their dealerships in August, as part of the CATA's car seat safety check campaign.

The campaign will be promoted in public service announcements that will air on NBC5 Chicago and on various Chicago radio stations that are media partners of the CATA. The PSAs will direct consumers to www.DriveChicago.com for a list of dealers participating in the checks. Dealers therefore need to alert the CATA about their involvement.

The events are a good opportunity for dealers to reach out to their communities. Professionals—police officers, firefighters, hospital personnel and others—would be dispatched to dealerships to help operate the events, at which child seats are inspected for proper installation and for their overall condition. Tom McQueen, regional occupant protection coordinator for the Illinois Department of Transportation, can match professionals with interested dealers. McQueen is at 630-236-4262.

Mark Scarpelli, chairman of the CATA, said: "As dealers, we can play a vital role in making the roads safe for children of all ages. This will not only help save lives, it will also help improve the image of dealers."

Inspection events can be held in August on whatever day the dealer wishes. Many inspections tend to be on a Saturday, but weekday evenings also are popular. Some even are held on Sundays.

The National Automobile Dealers Association has produced brochures and other materials that dealers can share with parents at the events, as part of the NADA's ongoing "Boost For Safety" movement. All the materials can be ordered at 703-760-7562 or downloaded at www.nada.org/boostforsafety.

www.DriveChicago.com

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Listings of items for sale are subject to the approval of the CATA. Candidates for employment must submit a full résumé to the Editor.

Review past editions dating to 1998 or search by subject at <http://cata.drivechicago.com/>

Jerry H. Cizek III President, Publisher
Erik K. Higgins Editor, Director of Dealer Affairs

CATA Learning University marks 1 year with CATALyst instructors

Enrollment and participant satisfaction in CATA Learning University both are up since new instructors took the reins 12 months ago. And the affordable tuition is enhanced by the CATA; the association rebates 50 percent of costs to dealers whose employees successfully complete a course.

Vince Tunzi and Lee Eddy comprise CATALyst Training Solutions, a Bloomingdale-based automotive training company that leads the coursework. The pair have trained, consulted and evaluated for J.D. Power and Associates, several automobile manufacturers and many independent dealer groups.

A popular course in CATA Learning University is Emerging Sales Consultant training, for salespeople with less than two years experience. Notably, the three-day course is structured to meet twice initially, then again a couple weeks later. The reunion gives the salespeople a roundtable chance to discuss real-world experiences they encountered in the ensuring period com-

The Web site, www.cata-lu.com, presents all course descriptions and a training calendar, and accepts online registration.

pared to what they learned during the first two days, and for the instructors to re-instill their teachings.

“The real world is much tougher than a training room,” Eddy said. “A hit in the real game is much harder than on the practice field. The danger time for a green pea is the first 90 days, so the third day helps their odds of success in a critical period.”

Bill Stasek, proprietor of a Chevrolet dealership in Wheeling, has enrolled many of his employees in CATA Learning University.

“Training and education,” said Stasek, “leads to better employees, a better sales and service experience for the customer, and, ultimately, a dealership that runs more smoothly and profitably. Turnover in our industry is so

high, but training helps us establish the positions in sales, service and F&I as careers, not just stepping stones to something else.”

The courses of CATA Learning University span departments and employee experience. Besides the teaching for new salespeople, there also are classes for advanced sales consultants, for sales managers, for used-vehicle salespeople, and AFIP certification for F&I personnel.

The Web site, www.cata-lu.com, presents all course descriptions and a training calendar, and accepts online registration.

Tunzi and Eddy also are developing resources for dealers to recruit employees. Among them, work with Telemundo Chicago to identify and train bilingual employees; and with the Marine For Life program, which has assembled and developed the Marine Corps Network to support and improve assistance to our 27,000 Marines leaving active service each year.

Make sure to obtain new posters to reflect increased minimum wage

Related to the increased Illinois minimum wage effective July 1, employers are reminded to update any posters and other notices required by the federal and state departments of labor to be displayed in workplaces.

The Web sites of the U.S. Labor Department and most state labor departments offer free electronic and printed copies of these required notices and posters in English and other languages.

The Illinois hourly minimum wage rises to \$7.50 on July 1, then in additional 25-cent increments each July 1 in 2008, 2009 and 2010.

See the Web sites [Federal] www.dol.gov/compliance/topics/posters.htm; [Illinois] www.state.il.us/agency/idol/Posters/poster.htm; and [Indiana] www.in.gov/labor.

Mandatory federal posters (866-4-USA-DOL)

- Occupational Safety and Health Act – OSHA
- Equal Employment Opportunity Commission/Age Discrimination
- Family and Medical Leave Act of 1993
- Federal Minimum Wage Notice
- Employee Polygraph Protection Notice
- USERRA benefits (Uniformed Services Employment and Reemployment Rights Act)

Mandatory Illinois state posters (312-793-2800)

- Illinois Minimum Wage Law
- Worker’s Compensation Act
- Unemployment Insurance Act
- Equal Pay Act of 2003
- Victims Economic Security and Safety Act (if 50 or more employees)

Mandatory Indiana state posters (317- 232-2655)

- Indiana Minimum Wage/Overtime Law
- Indiana Occupational Safety and Health Act (IOSHA)
- Worker’s Compensation Act
- Child labor, if applicable
- Fair Employment
- Unemployment Insurance

Thanks, Sponsors!

Many allied members of the CATA participated June 11 as sponsors of the association's annual golf outing, to help offset costs and keep player participation fees reasonable. Please express your thanks to the sponsors and give them your consideration when doing business throughout the year.

Gold Sponsors

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Manheim's Arena Auto Auction	Sentry Insurance Company
Zurich	Toyota/Lexus Financial Services
CBS 2 Chicago	TSAA Tri-State Auto Auction
Crowe Chizek and Company, LLC	

CATA outing

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Course 3

Straightest Drive	Kris Born
Longest Drive (2)	Scott Templin, Kris Born
Closest to Honor Box	George Pappas
Longest Putt	John Webb

Bumba's \$10,000 putt just wide

Scott Bumba advanced on June 11 from among 12 qualifiers for a chance at the CATA annual golf outing to win \$10,000 by sinking a 50-foot putt. Alas, the ball rolled wide right of the cup.

Bumba, who works for Chase Auto Finance, and Terry Dortch, president of Automotive Compliance Consultants, both connected from 25 feet in the preliminary round, then Bumba won a putt-off for the final attempt.