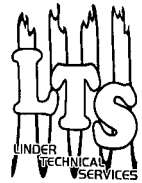


# *Networking*

*Newsletter*



## **30-H**

You may remember some time ago we rented another building on Gasoline Alley to use for the storage of injector products. Later, we moved the injector inventory into our regular business at 4-D gasoline Alley and we were able to move the hot rod and trailer shop out and into the 30-G building. We have expanded this adventure (I guess that's what to call it) into another adjoining building (30-H). The addition of 30-H hooked to 30-G gives us twice the space to build hot rods and vintage teardrop trailers. The transition also gives us a good reason to redo the entire shop area in both buildings. 30-H was a mess and needed paint, lighting and a total clean out.



I consider myself pretty good at these kinds of projects and I hired a couple friends to jump in and help "get 'er done"! One of my breakfast pals came by and painted the entire area (walls and ceiling) in about three hours one morning. Nothing like watching a pro at work as he is a professional painter. We then painted the entire floor area with floor and deck enamel, allowed it to dry for about 24 hours and waxed the floor with a couple of coats to help prevent paint lifting with tires etc. Bang! The place looks really good already.

I decided to place peg board (some new stuff with a stainless painted finish) all around the shop for tools to hang and also added a 12 inch shelf around the top edge to display and store my intake collection of vintage fuel systems etc. Once this was all done we started moving all items from 30-G into the new cleaned area. WOW, I found stuff I didn't even know I owned!



My future plan is to redo the 30-G location once emptied and construct a 1947 Vintage trailer park to display the tear drop trailers. We will build the trailers in the 30-H building and store and display the units in the other room. Maybe a hot rod or two will live over there as well. I plan on the hot rod shop to offer all types of period "vintage" car services and build the trailers as well. Look for a future update as we "get 'er done!"

*-Jim Linder, The Injector "Guru"*



One of the most important things on a shop owner's mind is, "where do I find good technicians?" Many would say that you have to steal them from someone else, but what about "growing" your own technicians? Why not spend time in your local high school and technical college helping them with their curriculums and equipment needs in exchange for getting to know their best and brightest students?

LTS has tried to stay close to our local high school automotive program as well as being a part of Lincoln Technical Institute. While we don't normally have need for new technicians, we still try to remain involved and help the instructors introduce new technology into their curriculum as well as helping them decide what type of equipment to purchase that is used in the real world so their students gain practical experience. We recently had the opportunity to attend a dinner banquet at Lincoln Tech here in Indianapolis. We weren't sure what to expect and I think that we would agree that it was a memorable evening. After attending the dinner, we asked if the instructor who organized the gathering would write a short article about what took place. We would like to challenge you to become involved in your local automotive programs. Hopefully you will be able to meet some bright, promising your automotive technicians, but spend some time with the truly dedicated instructors that are working with very little gratitude to make those students the best they can be.

Here is what was written by Mike Yerke of Lincoln Technical Institute: Many of you are graduates of Lincoln Technical Institute. Linder Tech's own Michele Winn (the analysis sleuth) and Doug Garriott (the injector wizard) are both grads and Jim taught at the Indianapolis campus for quite a while many years ago. Recently, Jim and Michele were invited to attend the summer awards dinner and induction ceremony for the Lincoln Tech Student Guild. Not knowing exactly what to expect Jim even agreed to be the keynote speaker for the event.



Mike Yerke

What is this Lincoln Tech Guild? For the past nine years, co-presidents of the guild, Mike Yerke and Steve Burton, as well as all the instructors at LTI, have worked tirelessly to promote ASE certification and recognition of their students who have passed their ASE exams. In 1996, Yerke and Burton created the LTI- ASE club to recognize those students who have passed their ASE exams, yet lacked the two years of hands-on experience required to become fully certified. Recognition patches are a big part of our industry and especially so at Lincoln Tech, where students can earn one of two different patches for each class completed, based on grades and attendance. When Yerke and Burton began working with ASE to develop a patch that the industry would understand, the "club" took off in a new direction. "We worked with the head of public relations at ASE and he pretty much turned down every idea for a patch we had," Yerke explained. When finally asked the obvious question about why he didn't care for the designs, he said that he didn't like the name "LTI-ASE club. "A club is something anyone can join," he said. "ASE is not a club." Yerke then asked if he could give them some direction towards a patch design. "ASE e-mailed us a quick drawing of a patch with the Team ASE logo and the words LTI Student Guild," Burton recalls. Yerke and Burton saw the word guild and thought "yuck!" "The phone rang about that time," Yerke grinned. "It was ASE on the line." "They wanted to know what we thought of their design." When questioned about the use of the Team ASE logo and especially the word "guild," the response was not what they had expected.

Steve Burton & School Director,  
Cindy Ryan

## Team ASE Lincoln Tech Student Guild (Cont.)

The head of public relations at ASE explained that the Team ASE logo is what they use as kind of a feeder team logo and since most of the LTI students lack the experience required that logo was more appropriate. Then he said to get a dictionary and to look up the word “guild”. Reading quietly to himself and then passing the dictionary to Yerke, Burton sat with an all-knowing smile until Yerke finished and looked up from the book with the same smile. The word “guild” is defined as “a group of tradesmen whose purpose is to promote the industry and to maintain high standards.” “That was the day the guild was officially formed,” Yerke said. Since then, after every test session the students who passed as many as just one exam are invited to a steak dinner on LTI and given that special patch that bears the name of the LTI Student Guild as well as a certificate of achievement from the school.



Jim Linder sits on the committee to write ASE test questions and took the time out of his schedule to talk to the inductees at the catered affair at LTI. He talked about the industry and the direction it was headed and the importance of ASE. He told the students to continue testing until they’ve reached Master certification status and to continue on to L1 certification. What seemed to be of most importance to his audience is when Jim started to explain how ASE test questions are written and “field tested.” Jim and Michelle also contacted ASE and had some goodies to pass out, which was appreciated by all. As the evening came to an end, Yerke had all of the new inductees rise, raise their right hand and read aloud the ASE “Code of Ethics.” after which Yerke said “These aren’t just words, this is the way that the industry should and must be run.” “Welcome to the Guild” .

**Congratulations from everyone at Linder Technical Services to all the latest inductees into the Team ASE Lincoln Tech Student Guild!**

## Canadian Training Conference

There will be a Canadian Technician Training Conference in 2006. We have set the dates for April 21,22 and 23, 2006. At this time Randy Dillman, Wayne Colona and John Thornton have agreed to teach classes in Toronto next year. The Conference will be a joint effort between LTS and Cochrane Automotive and already, the list of vendors looks impressive, not to mention the great instructors. The conference and trade show will be held at Cochrane Automotive, but hotel accommodations and other specific details are still being worked out. As soon as more information is available, we will publish it in our newsletters, as well as making it available on our website and iATN industry events forum.



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## LTS Cookout in Vegas!!

We will once again be having a cookout at our rental house in Henderson, NV during Industry Week in Las Vegas. It will be on Tuesday, Nov. 1 starting at 6pm. Steaks, brats & calico beans are on the menu. All you need to bring is yourself! (And any "adult" beverages if you wish to have them). Every year there are at least 100 people attending and it is a great time not only to have a great dinner, but to network with other technicians, shop owners, instructors from all over the country. As always, if you find a ride to the cookout, we'll haul you back to your hotel. No need to RSVP, just BE THERE!

Address: 414 Ackerman Lane, Henderson, NV 89014

Directions: Take Hwy 215 East toward Henderson  
Exit on Green Valley  
Go North on Green Valley to Warm Springs  
Go East on Warm Springs to Decaro  
Go North on Decaro to Ackerman Lane

For more information or to see who's coming to the cookout, check out the post on iATN industry events forum.

Looking forward to seeing everyone in Vegas, BABY!

