



**464 Common Street, #263  
Belmont, MA 02478**

**Executive Director: Phone (617) 484-0205  
Fax (617) 484-0568**

**Successor Organization to:**

**Administrative Office: Phone (339) 244-4186  
Fax (781) 293-0208**



**TESTIMONY**

**HEARING  
JOINT COMMITTEE ON FINANCIAL SERVICES  
SENATE BILL 476 / HOUSE BILL 1212  
STATE HOUSE  
BOSTON, MA  
TUESDAY, OCTOBER 18, 2011**

Chairman Costello, Chairman Petruccelli and Members of the Committee.

Shop owners, historically speaking, are tradesmen first, businessmen second. They are experts in their craft, and sadly, as many reach retirement age, they will not be able to enjoy the fruits of their labor. Suppressed labor rates for over 30 years have caused many owners to re-mortgage their home or property, borrow against or deplete retirement earnings, all with the intention of keeping their business open and their technicians employed. Unfortunately, shops have had to close their doors, while others have drastically reduced staff. This is a critical situation.

As you've heard us say before, there are so few young men and women entering the auto body trade, these hardworking individuals approaching retirement age, will have to work until they physically cannot do it any longer, or will simply have to close their doors. For those that are fortunate enough to have family members or key employees in place to take over running their shops, there is much distress around how to keep their doors open without labor rate relief.

It is beyond comprehension to think that shops have to fight tooth and nail every day for what is owed to them for completed repairs, and still come up short every time. It is absurd to think that every claim has to be a fight. It is time for our Auto Body Labor Rate bill H.1212 to pass. It is necessary, and will provide many business owners what has been denied to them for over 30 years, which is to be paid a fair and reasonable rate for services rendered.

Respectfully Submitted,

Molly Brodeur  
Treasurer, AASP of Massachusetts