



# Estimating Procedures Committee

Chair: Chad Sulkala  
Acme Body and Paint

Vice Chair: George Avery  
State Farm Insurance



Gaps in refinish times  
on new undamaged sheet metal  
**(Feather, Prime, and Block)**

Presentation by the  
2005 Estimating Committee

July 2005

# ***Committee Members***

- 
- Chad Sulkala** - Acme Body and Paint
  - George Avery - State Farm Insurance
  - Gene Hamilton - Sports & Imports Collision
  - Toby Chess - I-CAR
  - March Taylor - Auto Body Hawaii
  - David McCreight - Collision Resources, INC.
  - Joe Skurka - BASF
  - Herb Lieberman - LKQ Corporation
  - Gene Scambray - COPART
  - Aaron Schulenburg - Dan's Paint and Body

# *Committee Members*

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- Bob Smith - Storm Appraisal
  - Robert Toles - Motor Information Systems
  - Mark Woirol - TECH-COR
  - Carl Samuels - Midwest Consulting
  - Scott Jenkins - ADP
  - Richard Mundinger - Allmerica Financial
  - Kevin Mehok - CARCARE Collision Centers
  - Craig Griffin - Laney's Collision Center
  - Bruce Yungkans - CCC Information Services INC.

# *Topics for CIC 2005*

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*April*

Labeling Recycled Parts

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*July*

Gaps in refinish times  
(Feather, Prime, and Block)

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*September*

Paint & Material costing and  
caps

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*November*

Proper use of  
estimating systems

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# Feather, Prime, and Block

## *Agenda*

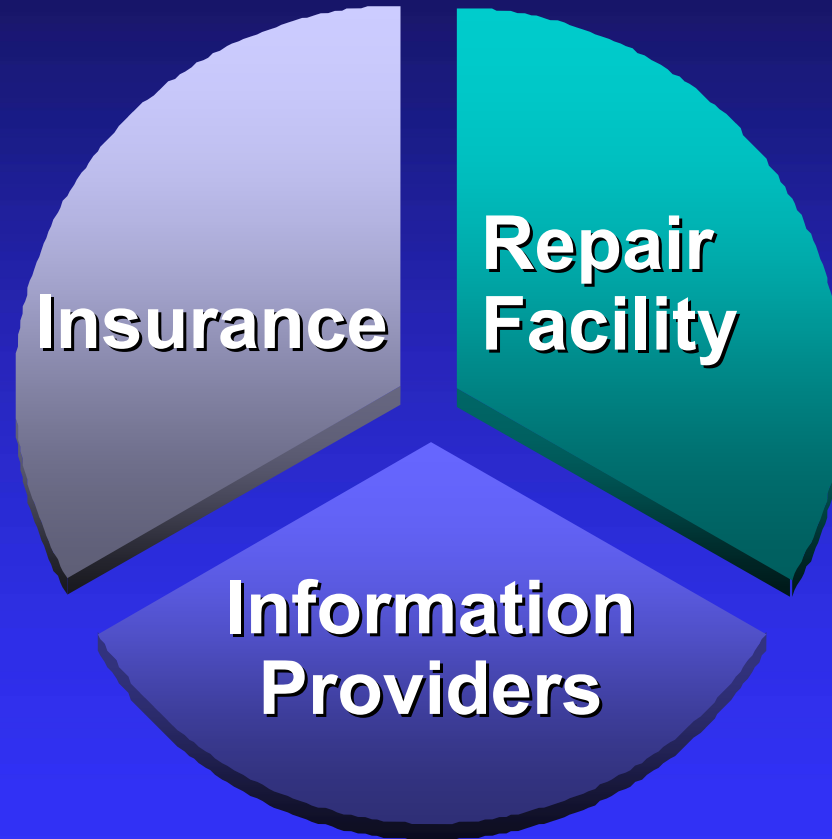
Overview

Repaired Panels

Panel discussion

Conclusions

# Feather, Prime, and Block



# Feather, Prime, and Block





# Feather, Prime, and Block



Replacement Panel

New and undamaged

VS.

Repaired Panel

Requires judgment

# Feather, Prime, and Block

## Repair Facilities Issues

- Estimates are written with two categories  
Body and Paint
- Splitting the estimate times
- Appears on estimate different
- Materials



# Feather, Prime, and Block

## Repair Facilities Issues Insurance Issues

- Valid operation
- Where does it go on the estimate?
- Part of the repair process vs. paint
- Information Provider changes could require programming hours



# Feather, Prime, and Block

Repair Facilities Issues

Insurance Issues

Information Providers Issues

- Focus on new undamaged panels
- Judgment item vs. database
- Requires programming changes
  - ◆ Estimate entry
  - ◆ Estimate line items and totals
  - ◆ Reporting

# Feather, Prime, and Block



## Repair Estimate

Repair door	2.0
Paint	<u>2.5</u>
	4.5



# Feather, Prime, and Block



## Repair Estimate

Repair Door	6.0
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Paint	<u>2.5</u>
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	8.5
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# Feather, Prime, and Block

*(Respond with Applause)*

- 80 no featheredge
- 80 body / 180 featheredge
- 180 body / 180 featheredge
- 180 body / 220 featheredge
- prime and block 320/400
- prime and block 800



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# Feather, Prime, and Block



- Consistency in finished repair
- Estimate entry
- Materials
- Body vs. Paint time
- Reprogramming



# Feather, Prime, and Block

## *Panel Discussion*

- Validate assumptions
- Respond to prepared questions
- Question and Answer





# Feather, Prime, and Block

## *Panel Discussion*

Joe Skura - BASF

Michael Lloyd – California Casualty

Roger Cada – State Farm Insurance

Sam Fuller – ADP

Robert Toles - Motor

Tom Fleming - Mitchell





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