



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

September 2005

Committee Members

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- 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



- 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

April

Labeling Recycled Parts

July

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

September

Paint & Material costing and
caps

November

Proper use of
estimating systems



Feather, Prime, and Block

Agenda

Status

Recommendation

Open discussion

Next Steps

Feather, Prime, and Block





Feather, Prime, and Block

July Meeting 2005

- Repair Facility Issues
- Insurance Issues
- Information Provider Issues
- Panel Discussion
- Open Discussion

Feather, Prime, and Block

Audience Survey

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



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



Feather, Prime, and Block

Committee Discussion

- Evaluated input from July meeting
- Subcommittee's role
- Discussed options
- Considerations
- Recommendation



Feather, Prime, and Block *Committee* *Considerations*

- Define when bodywork is finished
- Estimate line item entries
- Material



Feather, Prime, and Block *Committee* *Recommendation*

- Define when bodywork is finished



Committee Recommendation (Repaired Panels)

The repair process associated with damaged painted body panels typically involves two separate operations; the body repair process which restores the panel to its undamaged contour and the refinish process.

Continued



Committee Recommendation (Repaired Panels)

The body repair process includes metal finishing and/or the use of body fillers to return the substrate to its undamaged contour. The repaired area is finished to 150 grit and free of surface imperfections.

The refinish process is outlined in printed and/or electronic time guides.

Continued



Committee Recommendation (Repaired Panels)

The labor and material necessary to prepare the repaired area from 150 grit to the level of a new undamaged part is valid and required step in the repair process.

The labor and material estimate for this operation is a judgment item on individual repair jobs. The market will determine how the operations are listed on the repair estimate.



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