



Definitions Committee

Chair: Bob Keith
CarStar

Vice Chair: John Junk
SCA



Definitions Committee

Portland Oregon

April 6th 2006



Definitions Committee Members

- Chair: Bob Keith
CARSTAR
- Vice-Chair: John Junk
SCA Appraisal Co.



Definitions Committee Members

- Bruce Lubow-Progressive Consultants
- Cindy Granse-VeriFacts Automotive
- Farzam Afshar-VeriFacts Automotive
- Jim Watson-ARA-ABC Auto Parts and Sales
- John Bosin-Akzo-Nobel Coatings
- Margo Smith-MOKAN SCRS
- Michelle Alexander-United Recyclers Group



Definitions Committee

Vision Statement

To clarify and bring universal understanding to the terminology used in the automotive damage repair and refinish process.



Salvage terms discussion from 2005

- “Clean-up” of a Salvage Part
- “Repair” of a Salvage Part
- “Prep” of a Salvage Part



Salvage terms discussion from 2005

- Surveys taken
- Committee discussion
- Industry leaders polled
- Results



Salvage terms discussion from 2005

- **Clean Up of a recyclable part** is clearly defined as: “To wash/degrease all contaminants from the part.”
- Discussion?



Salvage terms discussion from 2005

- **Repair of a recyclable part** is clearly defined as: “The steps/processes needed to return the part to an undamaged condition.”
- Discussion?



Salvage terms discussion from 2005

- **Prep of a recyclable part** is clearly defined as:
“The additional processes needed to prepare a recyclable part for use, such as cutting, trimming or removing the part from the waste salvage structure. Keep in mind that “prep” is a generic term and the operations necessary will vary on a part-by-part basis.”
- Discussion?



2006 Assignment “Steering”

- **Encarta definition:** influence somebody in particular direction: to encourage somebody to take a particular course or route by unobtrusively guiding them.



2006 Assignment “Steering”

- **Committee draft definition:** To encourage a consumer to take their vehicle to a preferred repair facility through an unsolicited suggestion, overt recommendation, introduction of undue hardship (e.g., "You'll have to pay the difference if you go there" or "There could be a loss of factory warranty by not repairing there"), or by unobtrusively guiding the consumer in their decision on where to get their vehicle repaired.



Thanks for your
input!!