

Parts & Airbag Committee

Certified Salvage Airbags Is it finally time?

Phoenix, AZ

April 2003



Objectives

- Discuss the use of “never deployed” airbags
- Examine industry pros & cons
- Identify test methodologies to be considered for certification
- Define risk management Vs risk avoidance
- Identify ongoing legislative initiatives
 - Theft
 - Donor Vehicle Tracking

Considerations

- Exposure to the elements such as water or heat
- Proper removal from salvaged vehicle
- Ensure identification and installation of correct bag to vehicle application
- Preservation & protection of air bag while in storage
- Identification of non-OEM or remanufactured airbags
- State level certification initiatives ongoing

Potential Benefits

- Increase of more repairable vehicles
- Reduced costs for insurers
- Potential for lower premiums for consumers
- A recognized certification standard
- Increased fraud deterrence
- Establishes a competitive part pricing environment

Panelists

- Greg Marshall – Entela Labs - Engineering
- Herb Lieberman – Automotive Recyclers Association
- Chris Dameron – True2Form Collision Center
- Keith Manich – Entela Labs - Collision Industry Relations

Test Methodology

Panel Discussion

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Risk Management Vs Risk Avoidance

- Is the reuse of airbags a manageable risk?
- If an airbag is removed from a vehicle and reinstalled in the same vehicle, is this reuse of an airbag?
- What about “shelf life” replacement?
- Do you remember how we felt 20 years ago about unibody sectioning?

Legislation

New York – Prohibits the use of non – certified airbags

Virginia – Notice must be given to the consumer that the airbag was previously installed in another motor vehicle under penalty of law

Theft

- Estimates of 50,000 airbags stolen annually in the United States (25m\$)
- These are being sold primarily to the collision repair industry

Your '03 Parts & Airbag Committee

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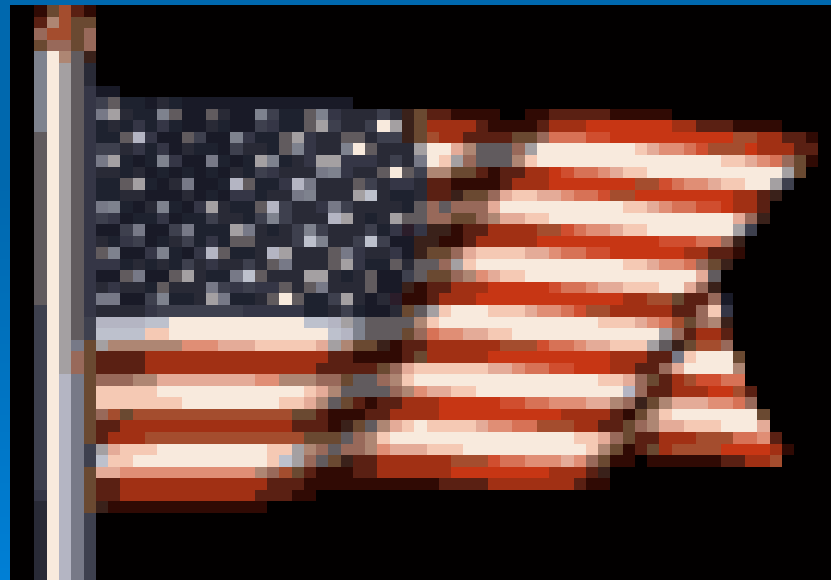
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Thanks to our panelists and to the Parts and Airbag Committee for their input.

May God bless our men and women in uniform around the world.



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