



# Parts & Materials Committee

July 21, 2011

Salt Lake City, UT

# Committee Charter



The mission of the CIC Parts & Materials Committee is to identify the issues and challenges related to the parts, materials and technologies utilized in today's vehicles – including the effect they have on the collision repair process – and to identify and offer solutions where possible.

Our members represent numerous industry segments with wide-ranging viewpoints, but are working jointly to improve the overall quality of the repair process for the industry and vehicle owners alike.

# Committee Members



Chris Northup – Co-Chair

Chris Caris – Co-Chair

John Bosin – Vice Chair

Michelle Alexander – URG

Dave Barzoff – B Auto Parts

Keith Bell – Akzo Nobel

Scott Biggs – Assured Perf. Network

Denise Caspersen – ASA

Geoff Crane – Diamond Standard

Steve Daniel – Lametry's Collision

Tim Dawe – DuPont

Brad Desaulniers – PartsCheck Live

Karen Fierst – KerenOr Consultants

Greg Freeman – Freeman Auto Salvage

Julian Hart – 1-800-Radiator

Christian Hassold – CollisionSync

Dwight Howard – APU Solutions

Mel Hunke – QRP

Mike Kunkel – American Auto Salvage

Gary Ledoux – American Honda

Herb Lieberman – LKQ

Aaron Lofrano – F. Lofrano & Son  
Collision Centers

Charles Lukens – APU Solutions

# Committee Members



Robert Matejzel – Robert's Consulting

John Morris – Hansen Collision

Dan Morrissey – New Horizons

Steve Nantau – Ford Motor Company

Rick Palmer, Jr. – ComputerLogic

Tony Passwater – AEII

Randy Profeta – Assured Performance

Scott Saal – Auto Data VIN Labels

Erica Schaefer-Saari – Chrysler

Nick Scheid – Cornerstone Auto Parts

Jeff Schroder – Car-Part.com

Jay Scruton – APU Solutions

MaryLou Silveira – Greenleaf

Joe Skurka – BASF

Bob Smith – Storm Appraisal

Rick Tuuri – Audatex

James Watson – ABC Auto Parts

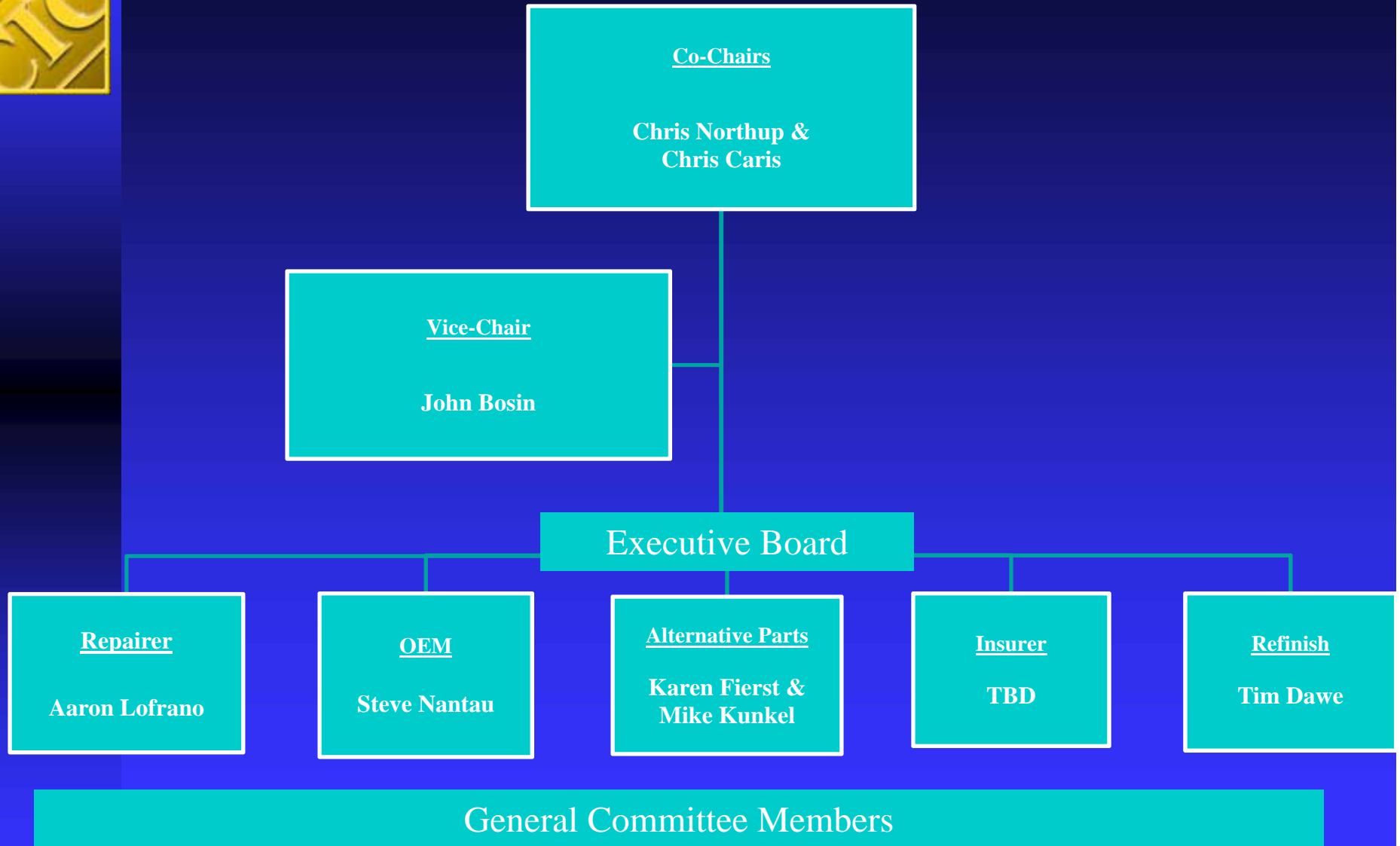
Ken Weiss – ADESA Impact

Michael Wilson – Automotive Recyclers  
Association

Dan Young – CARSTAR

Bruce Yungkans – CCC Information  
Services

# Committee Structure



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# Subcommittees Update

## Repairer – Aaron Lofrano

- Examining Pros and Cons of Using OEM, non-OEM and Salvage Parts
  - Conducted 100+ interviews since March
  - Shop owners, managers, estimators, body & paint technicians
  - DRP and non-DRP shops
- Presentation and Panel Discussion in Nov.
  - Is DEG-style rating system for parts quality issues viable, worthwhile?

# Subcommittees Update



## Alternative Parts – M. Kunkel & K. Fierst

- Looking at Standards for Recycled Parts
  - Issues hindering their use
- Electronic Parts Procurement
  - Variety of “solutions” available
  - How they differ and impact they’re having
- Structural Parts Certification Programs
  - Planning for 2012
- Working with Repairer Subcomm. On DEG-style System Discussion

# Subcommittees Update



## OEM – Steve Nantau

- Identification Labels / Decals / R-DOT Stickers
  - Usage, procurement, legal issues
  - Working with OEMs on specific processes
  - Presentation planned at Nov. meeting

## Insurer - TBD

- Still Attempting to Secure Insurer Participant

# Subcommittees Update

## Refinish – Tim Dawe

- Initiated Follow-up on VOC Presentation in March
  - Discussed with Governmental Comm.
  - Will examine ways to work together after Nov. meeting
- Paint & Materials Procurement Systems
  - What is the state of the industry?



# Parts & Materials Committee

For further comment or information please contact:

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(909) 374-6694

&

Chris Caris ([ccaris@pcgcampbell.com](mailto:ccaris@pcgcampbell.com))  
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or

Vice Chair: John Bosin ([jbosin@fixauto.com](mailto:jbosin@fixauto.com))  
(248) 535-4434



# Parts & Materials Committee Refinish Subcommittee

Improving Paint Shop Efficiency  
in a Consolidating Market

Timothy P. Dawe

# Refinish Subcommittee



- The Refinish Subcommittee is tasked with organizing a panel discussion regarding the current state of the industry as it relates to paint & material procurement systems
- A panel of industry experts will address the following issues:

# Refinish Subcommittee



- What is considered state-of-the-art in terms of ordering and delivery of paints and related materials?
  - Electronic ordering systems
  - Frequency of delivery
- Paint and material inventory value and asset turnover
- Impact of lean production systems and cycle time mandates on paint and material decisions

# Refinish Subcommittee



- Considered use of electronic tools such as scales and bar code systems to track specific product-level consumption and cost
- Potential cloud-based procurement systems using data extracts from uploaded estimates or repair orders
- Impact on current methodology for paint and materials compensation in consideration of existing or potential new technology

# Refinish Panel



John Bosin (Moderator) – Director of Membership, Fix Auto

Doug Kelly – President, CynCast

Aaron Marshall – CEO, Marshall Auto Body

Joe Mattos – CEO, Pro Finishes Plus

Rick Palmer – CEO, ComputerLogic