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## ***A New Frontier***



“We have a quality commitment to our Toyota brand vehicle owners to ensure they are able to receive a proper and safe repair on the vehicles we sell.”

“We are conceptualizing a program that help us fulfill our obligations to our customers...”

## ***Toyota is taking bold steps ...***



- Answering the demand to ensure our Toyota owners have a choice that can fix it right, fulfilling our obligation to our customers ....
- Responding to repairers demand on OE repair Procedures
- Supply repairers with repair procedures connected with complete repair blueprints.
- Plan to work with estimating companies and others to develop the new approach.
- Intend to work with key companies to package the concept and integrate the approach into the shop systems and collision repair industry.

# ***Current Estimating Approach*** ***VS*** ***Predictive Estimating***



- Currently, we estimate by “addition” adding lines to a blank sheet of paper...
- Predictive Estimating assumes repair procedures and parts related to the type and location of the damage.
- Provides repairers with the complete package or kit of all related items.

## ***Predictive Estimating ...***



- Proactive approach assumes that the types of damage will require corresponding sets of repairs functions, related parts, and specific repair procedures.
- Innovative proactive estimating approach groups all of the related items into repair packages or kits according to the type and location of the damage.
- Allows the estimator to start with all of the elements of a complete and proper repair on the estimate.
- Estimator eliminates or omits those items that are not needed.

## ***Predictive Estimating ...***



- When estimating by omission versus starting with a blank sheet, repairers are more likely to include all of the appropriate repair methodology, procedures, and parts.
- Estimators won't miss key repair items.
- We have also included all of the Repair Procedures next to the line item so there is no missing of critical steps.



Special Thanks  
To

SCRS, AASP and Assured  
Performance

# Predictive Estimating

 **TOYOTA**  
Let's go places



### VEHICLE

Year:	2012	Body Style:	4D SED	VIN:		Mileage In:	
Make:	TOYO	Engine:	6-3.5L-FI	License:		Mileage Out:	
Model:	CAMRY SE	Production Date:		State:		Vehicle Out:	
Color:	Int	Condition:		Job #:			

#### TRANSMISSION

Automatic Transmission  
Overdrive

#### POWER

Power Steering  
Power Brakes  
Power Windows  
Power Locks  
Power Driver Seat  
Power Mirrors  
Heated Mirrors  
Power Trunk/Tailgate

#### DECOR

Tinted Glass

#### Body Side Moldings

Dual Mirrors  
Console/Storage  
Overhead Console

#### CONVENIENCE

Air Conditioning  
Rear Defogger  
Tilt Wheel  
Cruise Control  
Telescopic Wheel  
Intermittent Wipers  
Keyless Entry  
Steering Wheel Controls  
Message Center

#### RADIO

AM Radio  
FM Radio  
Stereo  
Search/Seek  
CD Player  
Auxiliary Audio Connection  
Satellite Radio

#### SAFETY

Anti-Lock Brakes (4)  
Driver Air Bag  
Passenger Air Bag  
Head/Curtain Air Bags  
Front Side Impact Air Bags

#### 4 Wheel Disc Brakes

#### SEATS

Cloth Seats  
Bucket Seats

#### WHEELS

Aluminum/Alloy Wheels

#### PAINT

Clear Coat Paint

#### OTHER:

Traction Control  
Stability Control  
Fog Lamps  
Rear Spoiler

### Preliminary Estimate

Customer: TMS 2012 CAMRY SE V6-3.5L-FI

Job Number:

Vehicle: 2012 TOYO CAMRY SE 4D SED 6-3.5L-FI

Line	Oper	Description	Part Number	Qty	Extended Price \$	Labor	Paint
1		<b>INFORMATION LABELS</b>					
2		Rpl information labels				0.3	
3	Repl	LT Info label child protect locks NOTE: One Time Use - Located on LT Rear Door Shell	693396040	1	2.04	Incl.	
4	Repl	LT Air bag label side NOTE: One Time Use - Located On Lock Pillar	7459653010	1	4.25	Incl.	
Line	Oper	Description	Part Number	Qty	Extended Price \$	Labor	Paint

Preliminary Estimate

Customer: TMS 2012 CAMRY SE V6-3.5L-FI

Job Number:

Vehicle: 2012 TOYO CAMRY SE 4D SED 6-3.5L-FI



Repair Procedures attached to the lines

Line	Oper	Description	Part Number	Qty	Extended Price \$	Labor	Paint
<b>1 INFORMATION LABELS</b>							
2		Rpl information labels				0.3	
3	Repl	LT info label child protect locks NOTE: One Time Use - Located on LT Rear Door Shell	6933906040	1	2.04	Incl	
4	Repl	LT Air bag label side NOTE: One Time Use - Located On Lock Pillar	7459653010	1	4.25	Incl	
<b>5 ELECTRICAL</b>							
*	R&I	Antenna Smart Key type 2 NOTE: Located on Rear Body Panel	8999733020		m	0.2	
<b>7 EXHAUST SYSTEM</b>							
8	Repl	Exhaust pipe gasket <b>NOTE: Recommend Replacement 56" One Time Use - Per TIS</b>	9008043033	1	4.65		
9	R&I	RT Center Insulator NOTE: Remove Heat Shield For Access To Weld Area	5832709060			0.2	
10	R&I	LT Center Insulator NOTE: Remove Heat Shield For Access To Weld Area	5832806040			0.2	
11	R&I	R&I exhaust assy rearward of manifolde NOTE: TO ACCESS REPAIRS			m	1.1	
<b>12 EMISSION SYSTEM</b>							
13	R&I	Vapor canister 3.5 liter NOTE: To Access Weld Area and Apply Corrosion Protection and Refinish Underside of Replacement Floor	7774006180		m	0.7	
<b>14 WHEELS</b>							
15	R&I	LT/Rear R&I wheel NOTE: TO ACCESS REPAIRS	4261106740		m	0.1	
16	R&I	Spare R&I wheel NOTE: TO ACCESS REPAIRS	4261106720		m	0.1	
<b>17 INSTRUMENT PANEL</b>							
18	R&I	LT Front dr speaker w/o JBL audio NOTE: Remove to Prevent Damage Before Welding	8616006390			0.2	
<b>19 RESTRAINT SYSTEMS</b>							
20	R&I	LT Head air bag NOTE: Remove From Weld Area	6218006050		m	0.7	
21	R&I	LT Side impact sens lock pillar NOTE: Remove From Weld Area	898310R010		m	0.2	
22	R&I	Center belt assy black	7348006120C2			0.5	