



**COLLISION INDUSTRY**  
CONFERENCE

# Estimating Committee Presentation/Panel

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**PRESENTED BY:**

ROGER CADA      ACCOUNTABLE ESTIMATING, LLC

# Collision Estimating Committee

**Kevin Earlywine**

Full Impact Technologies

**Robert Toles**

Retired from Motor and enjoying life

**Roger Cada**

Accountable Estimating LLC

**Joshua Fabros**

Director, Client Services, Central Regions

**Scott Ellegood**

Chief Operating Officer - Accountable Estimating

**Danny Panduro**

VP of Operations - Fix Auto Sun Valley

**Kent Ruppert**

Chief Financial Officer - Accountable Estimating

**Rick Tuuri**

Retired and enjoying life

**Ron Reichen**

Precision Body and Paint

**Danny Gredinberg**

(DEG) Database Enhancement Guide

**Tom Hollenstain**

TLH Consulting

**Jerry Gastineau**

Director, Labor Development and Industry Relations at Mitchell

# **Collision Estimating Committee**

## **Mission Statement**

**Work on behalf of the vehicle owner to create estimating processes and standards which will result in estimates/repair plans that ensure the repaired vehicle is restored to its designed safety, functionality, and quality.**

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# **Collision Estimating Committee Vision Statement**

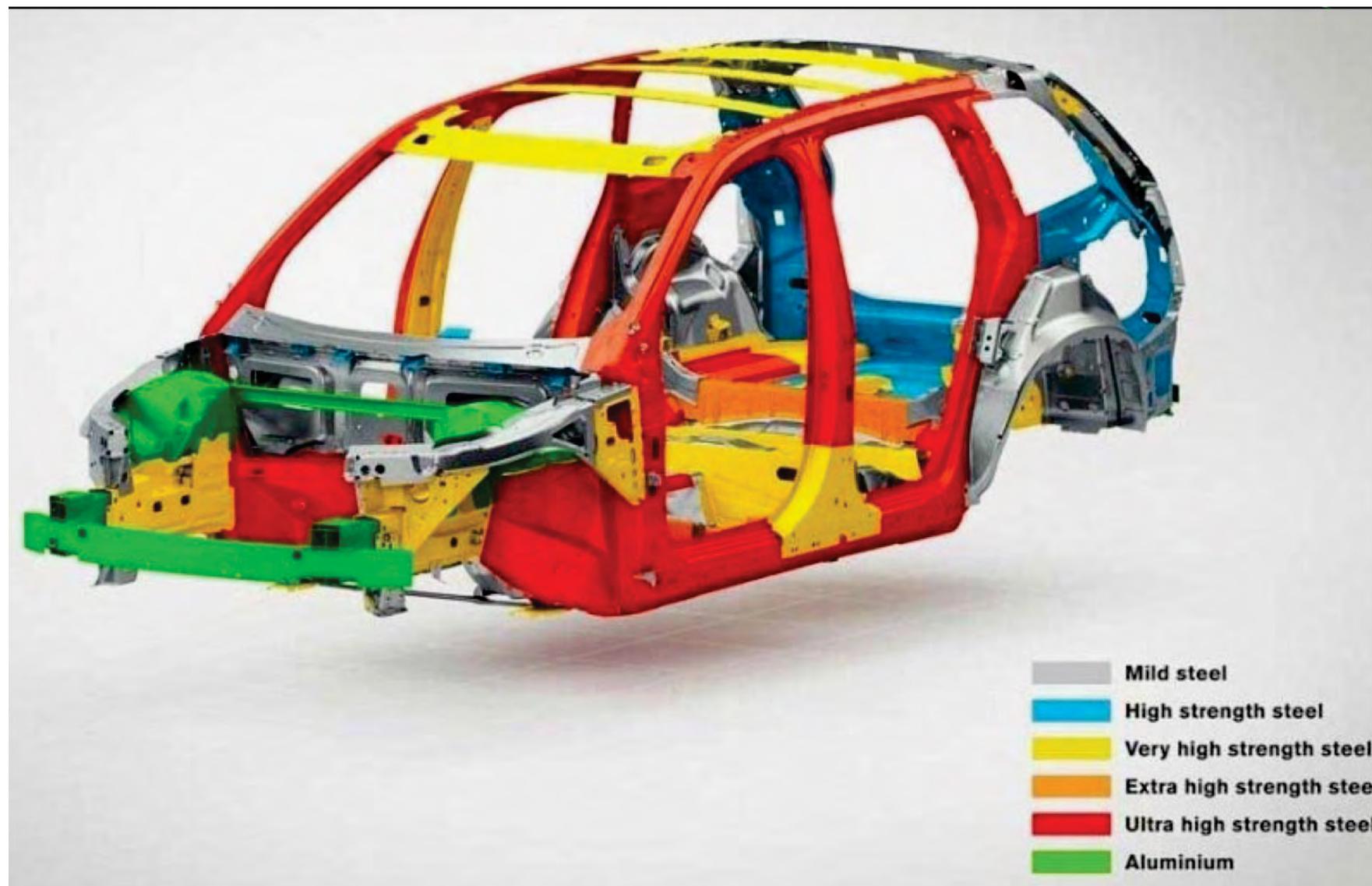
**“To reach a consensus among all industry stakeholders, that in order to truly define a safe and proper repair the information the vehicle possesses must be leveraged to its capacity and any decision affecting the repair planning of a vehicle must be free of stakeholder bias or financial hindrance. Any intervention or deviation from this standard puts the consumer at risk.”**

# Your Estimating Skills Must Evolve with Vehicle Technology

**“ I believe the industry will experience more change in the next 5 years than it has in the last 50 years.”**

**Mary Barra**, chairman and CEO of General Motors,  
made this statement in 2016:

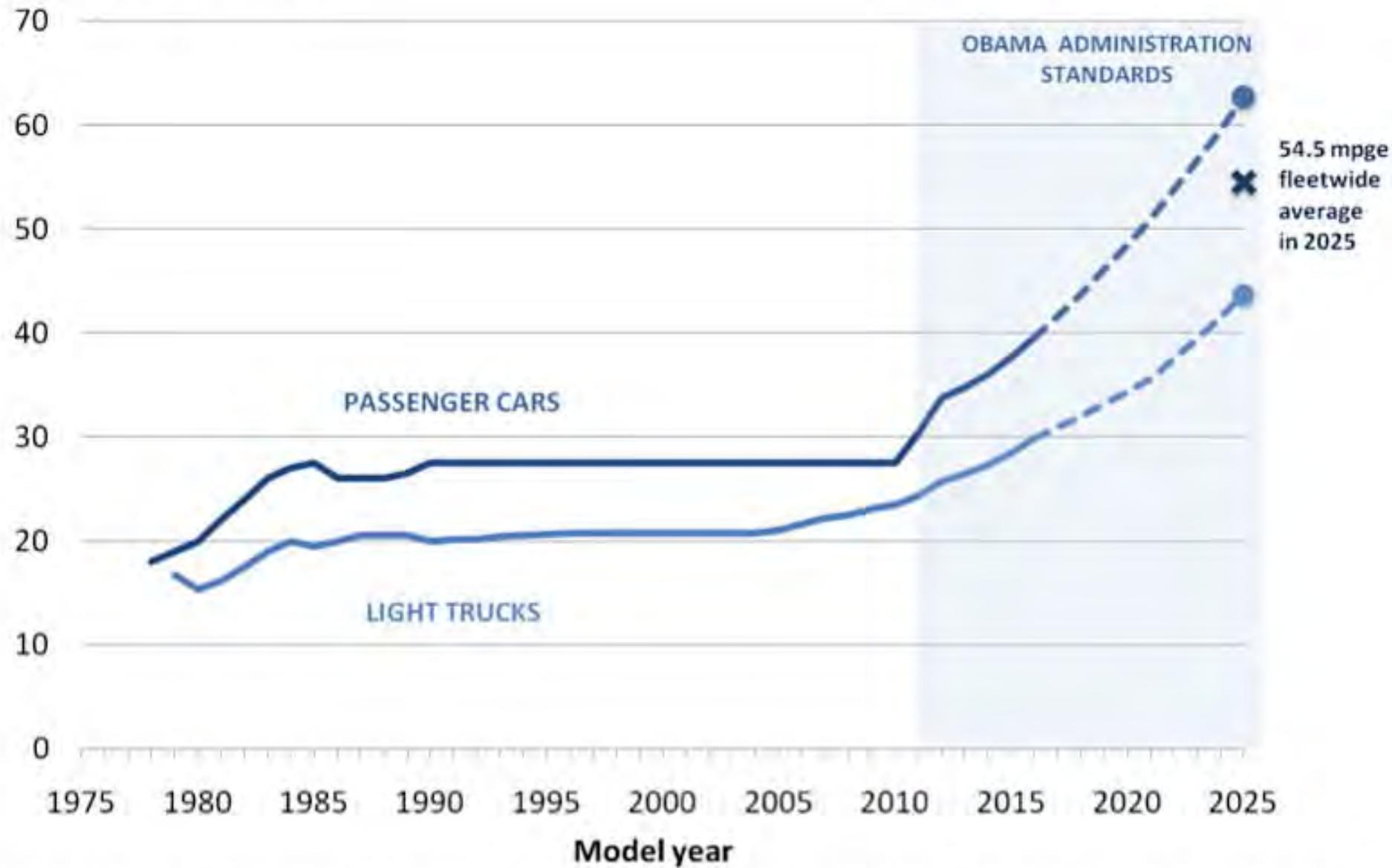
# The drivers behind the advancements in the vehicle



# The drivers behind the advancements in the vehicle

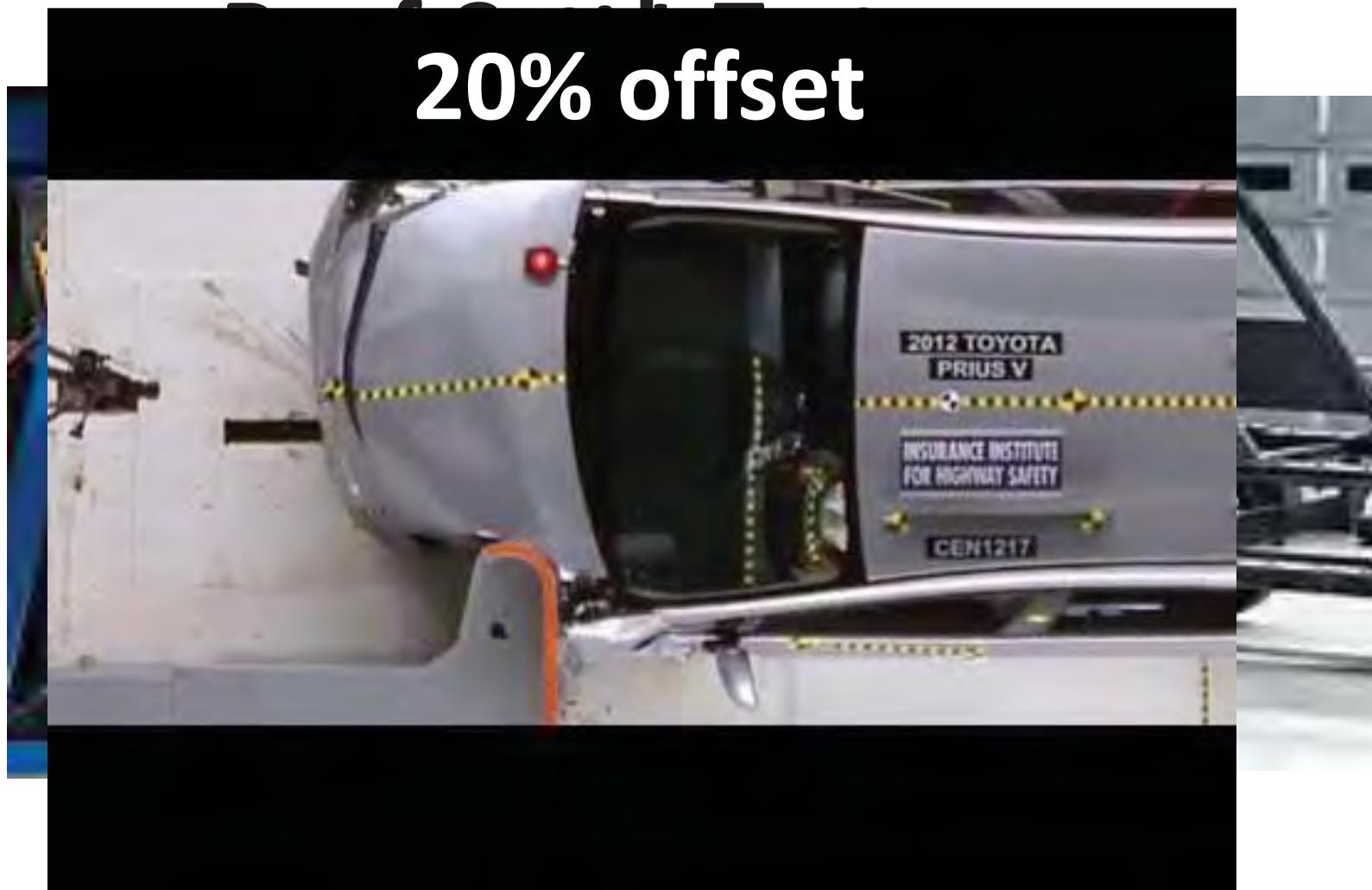


miles per gallon equivalent



MY1978-2011 figures are NHTSA Corporate Average Fuel Economy (CAFE) standards in miles per gallon. Standards for MY2012-2025 are EPA greenhouse gas emission standards in miles per gallon equivalent, incorporating air conditioning improvements. Dashed lines denote that standards for MY2017-2025 reflect percentage increases in Notice of Intent.

# The drivers behind the advancements in the vehicle



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**More Power & Performance**  
**Connectivity**  
**Power Everything**  
**Climate Control**  
**More Comfort Features**  
**Safety Features**

# The drivers behind the advancements in the vehicle



# OEM Repair Procedures

**To Follow or Not to Follow. That's the Question**

A solid yellow horizontal bar at the bottom of the slide.

# Alliance of Automobile Manufacturers and Association of Global Automakers Statement on Use of OEM Repair Procedures

January 16, 2019

An automaker's top priority is its customers' safety, as is safeguarding the overall health of the motor vehicle fleet utilizing our nation's shared roadways every day.

All post-collision vehicle repairs must be conducted in accordance with the repair procedures issued by the vehicle's original equipment manufacturer (OEM), specific to that vehicle's year, make, and model. This includes any directives contained therein relative to pre- and post-scanning of vehicle systems.

OEMs develop repair procedures to help safely restore vehicle systems to proper conditions. The processes follow service and structural engineering practices that have been tested by the manufacturer through crash simulation, actual crash testing, and real-world validation of the repair methodology. Beyond the simple reinstallation of vehicle hardware, OEM repair procedures provide the measurements and tolerances to correctly recalibrate advanced driver safety and assist systems increasingly found on today's vehicles, including lane departure warnings, emergency braking, adaptive cruise control, and blind-spot monitoring.

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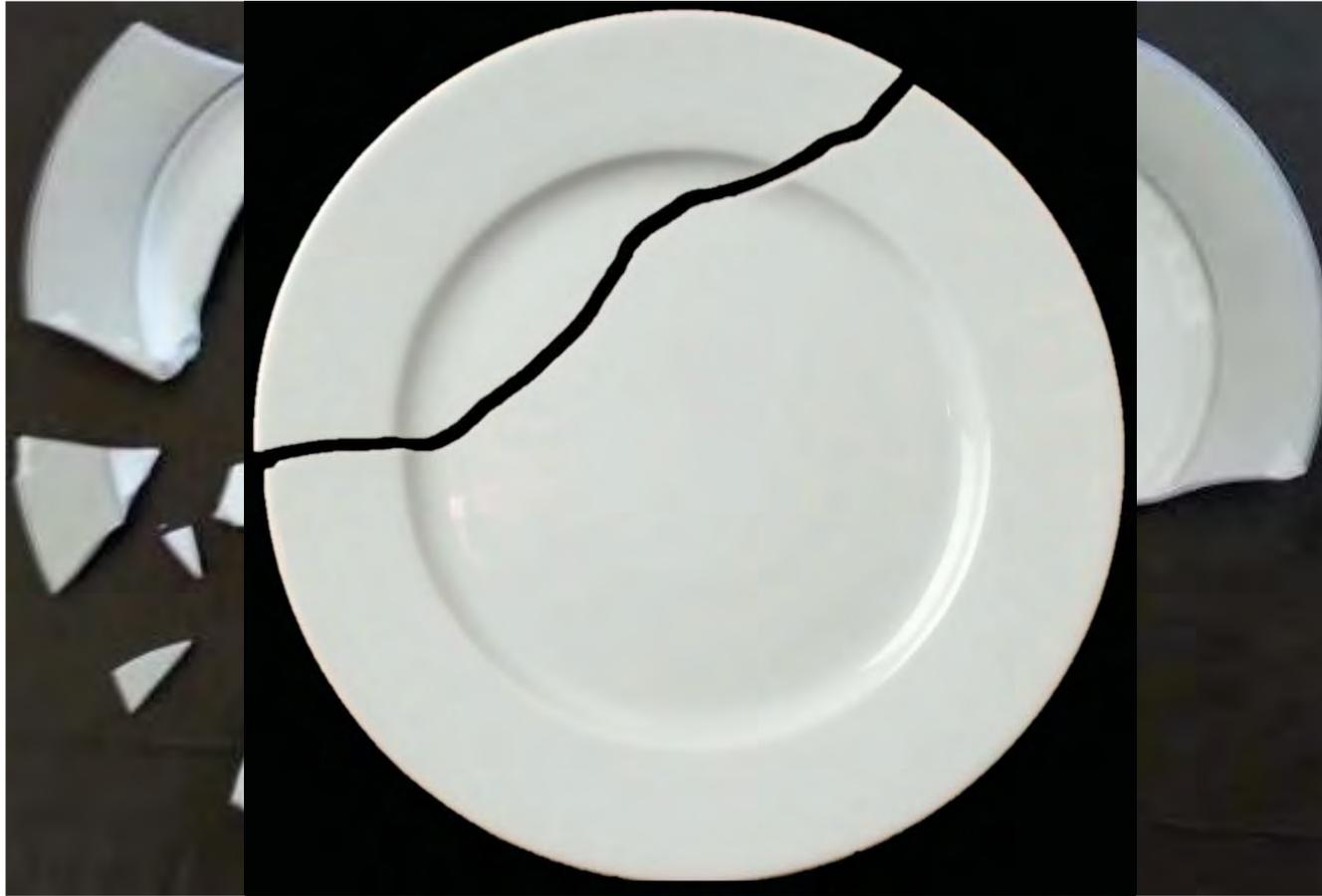
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# Repairs required to make the vehicle owner whole

**Your States  
Unfair Claim  
Practice Act**



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## Alliance of Automobile Manufacturers and Association of Global Automakers

**Failure** to follow OEM repair procedures in the course of a post-collision repair should be considered an unauthorized modification of a vehicle and its systems, introducing the potential for bodily injury and death to any future drivers and occupants of the vehicle, as well as Occupants in other motor vehicles on the roadway.

*United States.*

# Panelists

John Eck

General Motors

Rick Miller

Wadsworth Int. (Land Rover, Jaguar, Subaru)

Dan Black

FCA

John Beaumont

Wadsworth International

Scott Kaboos

Honda

Mark Allen

Audi

## ***1.) Why are OE repair strategies created?***

- To define what will restore the vehicle's safety and function
- To keep more vehicles repairable and minimize total losses
- To keep the cost of insurability affordable to the vehicle owner
- To maintain the brand and customer loyalty

## **2.) How do the OEM's test these repair strategies?**

- By performing actual crash tests?
- By computer simulations or computer modeling?

### **3.) Are these OE repair procedures only a suggestion for the repairer or are they recommendation or required?**

- Do you have a certified repair program?
- To be in compliance with your program agreement, is it required for your certified repairers to follow the OEM repair procedures?
- If the repairer does not follow the OEM procedures will the repairers certification status be negatively impacted up to and including possible termination?





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 Auto Data Labels  
 Automotive Recyclers Association  
 Axalta Coatings Systems  
 Berkshire Hathaway Automotive  
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 Car-O-Liner  
 Car-Part.com  
 CARSTAR  
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 Chief Automotive Technologies  
 Drew Technologies  
 Fiat Chrysler Automobiles  
 FinishMaster  
 Fix Auto USA  
 Ford Customer Service  
 Garmat USA  
 General Motors – Customer Care  
 Gerber Collision & Glass  
 Hedson Technologies  
 I-CAR  
 ICR Sprint  
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 Mercedes Benz USA  
 Mitchell International  
 National Coatings & Supplies  
 Nexsys Collision  
 Nissan North America  
 Nugen IT  
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