



COLLISION INDUSTRY
CONFERENCE

Estimating Committee Presentation/Panel

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.

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.**

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. **Damages must be assessed with an understanding of tested OEM repair procedures in the repair process.**

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. **Damages must be assessed with an understanding of tested OEM repair procedures in the repair process.**

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. Damages must be assessed with an understanding of tested OEM repair procedures in the repair process. **Accurate estimates/repair plans can only be possible by identifying and diagnosing all event data and vehicle damage to create a complete estimate/repair plan to make the vehicle owner whole.**

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. Damages must be assessed with an understanding of tested OEM repair procedures in the repair process. Accurate estimates/repair plans can only be possible by identifying and diagnosing all event data and vehicle damage to create a complete estimate/repair plan to make the vehicle owner whole.

Collision Estimating Committee Vision Statement

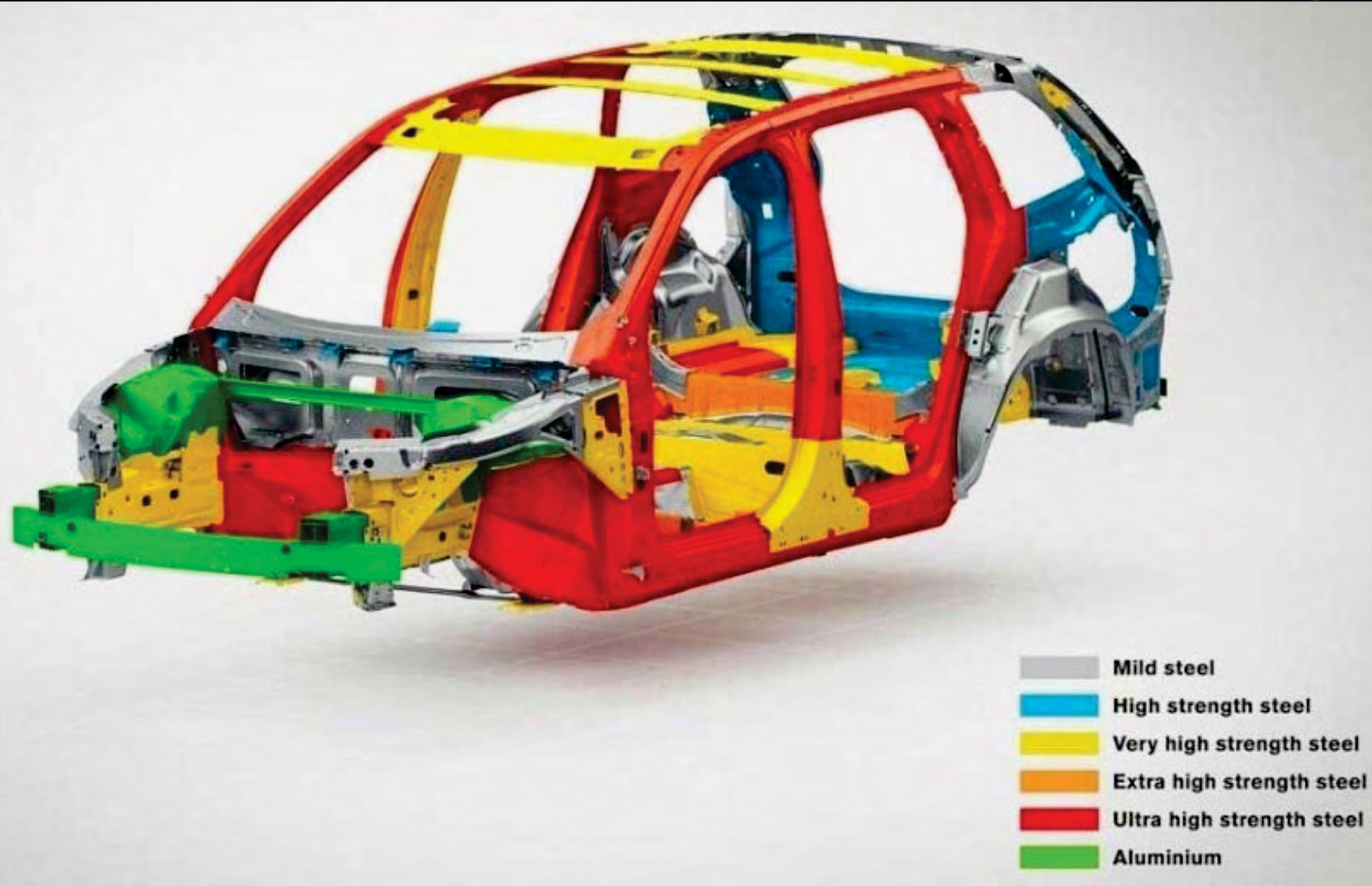
“To reach a consensus among all industry stakeholders, that in order to truly define a safe and proper repair the information the vehicle possesses must be leveraged to its capacity and any decision affecting the repair planning of a vehicle must be free of stakeholder bias or financial hindrance. Any 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

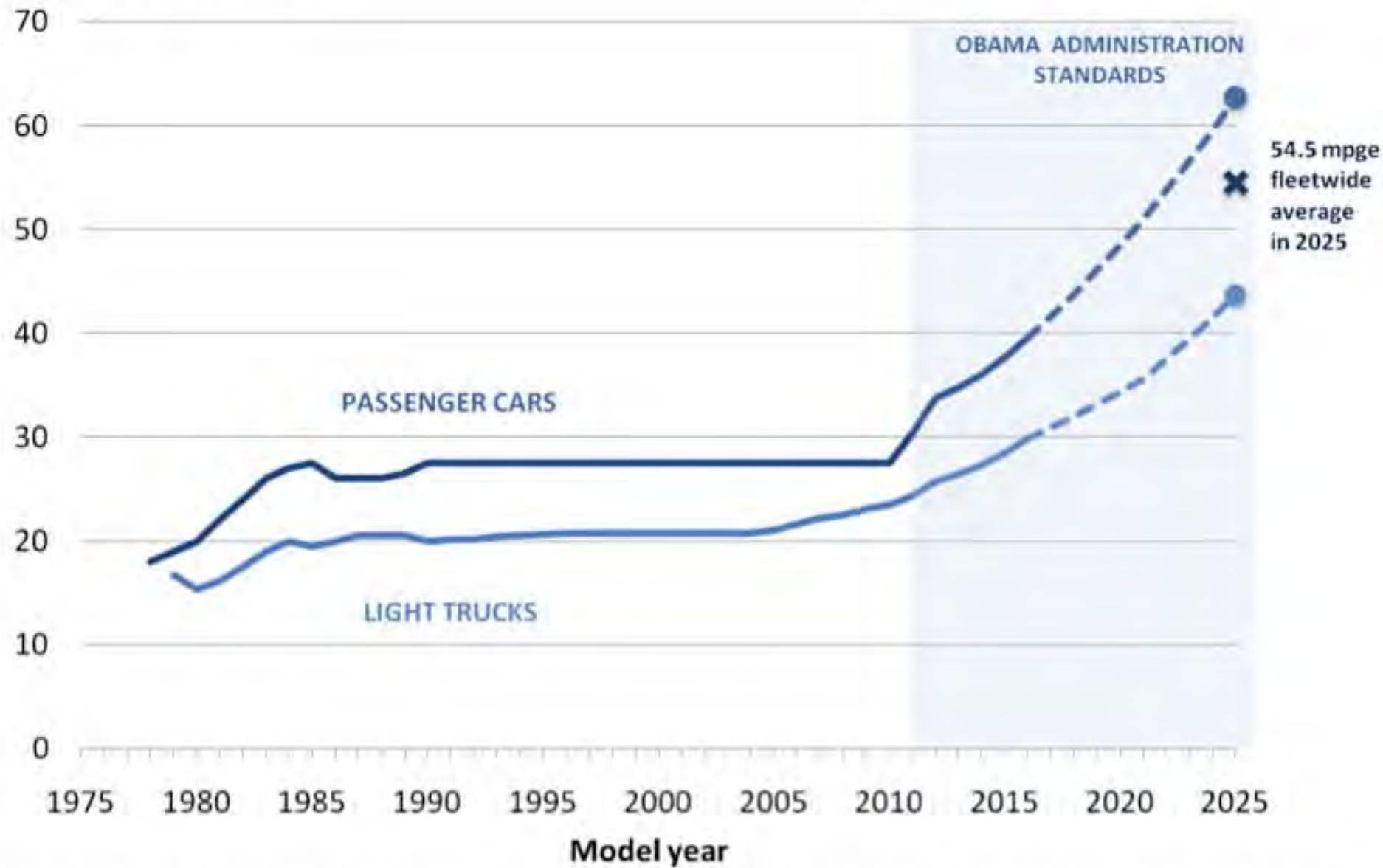


- Mild steel
- High strength steel
- Very high strength steel
- Extra high strength steel
- Ultra high strength steel
- Aluminium

The drivers behind the advancements in the vehicle

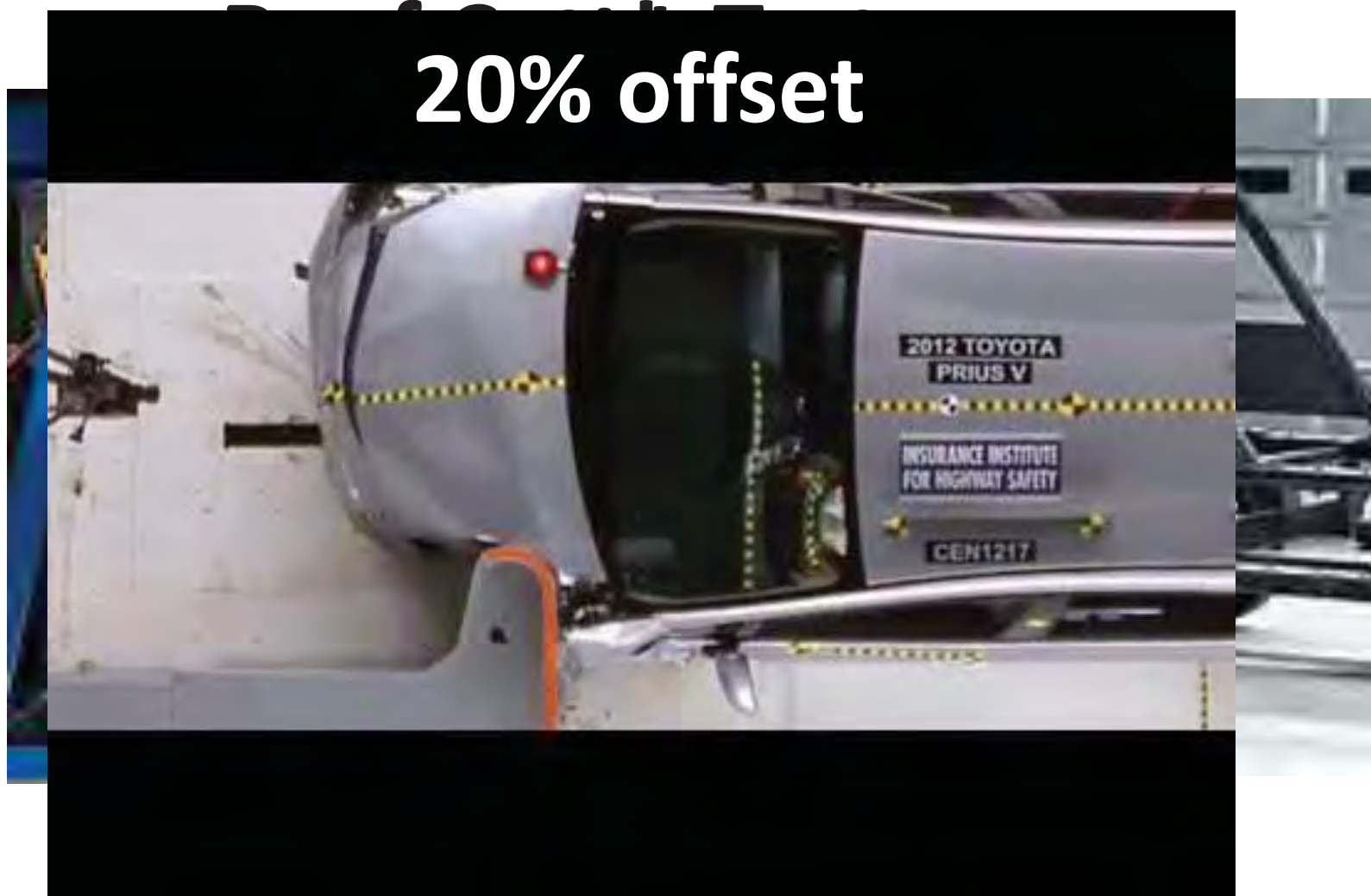


miles per gallon equivalent



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



The drivers behind the advancements in the vehicle



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.

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

January 16, 2019

An
the

All
issu
ma
pos

OEM

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.

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.

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

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.

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.

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.

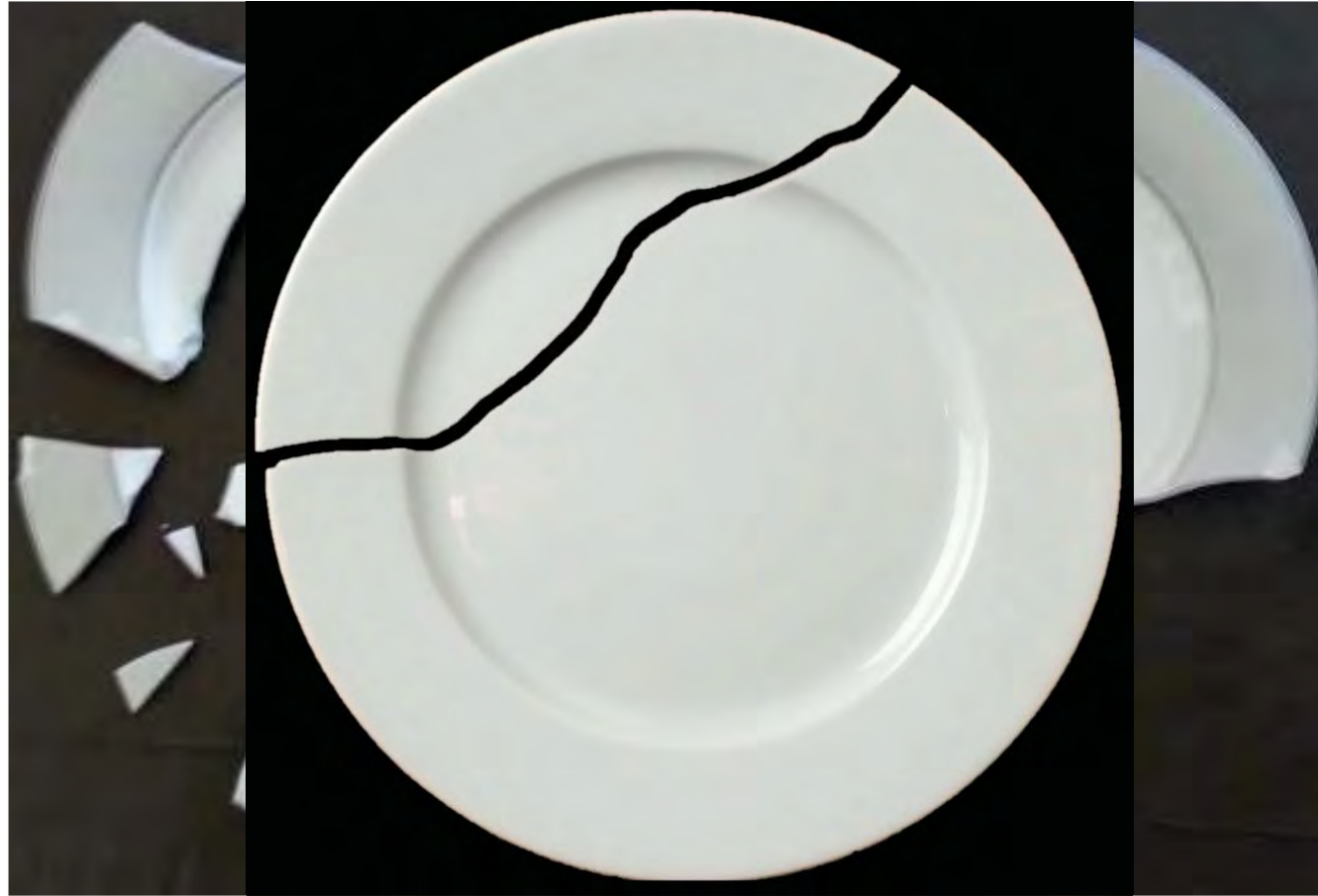
All post-collision vehicle repairs must be conducted in accordance with the repair procedures issued by the vehicle's original equipment manufacturer (OEM), specific to that vehicle's year, make, and model. This includes any directives contained therein relative to pre- and post-scanning of vehicle systems.

OEMs develop repair procedures to help safely restore vehicle systems to proper conditions.

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.

Repairs required to make the vehicle owner whole

**Your States
Unfair Claim
Practice Act**



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

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.

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.

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

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

warnings, emergency braking, adaptive cruise control, and blind-spot monitoring.

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?





Please Support Our Sponsors!



1COLLISION
 3M Automotive Aftermarket
 AirPro Diagnostics
 ALLDATA / AutoZone
 ALLSTATE Insurance
 American Honda
 asTech
 Audatex
 Audi of America
 Auto Care Association / PBES
 Auto Data Labels
 Automotive Recyclers Association
 Axalta Coatings Systems
 Berkshire Hathaway Automotive
 Caliber Collision Centers
 Car-O-Liner
 Car-Part.com
 CARSTAR
 CCC Information Services

Celette
 Certified Automotive Parts Association
 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
 ITW Evercoat
 Kent Automotive
 Liberty Mutual
 LKQ / Keystone Automotive

Matrix Wand 3-D Measuring
 Mercedes Benz USA
 Mitchell International
 National Coatings & Supplies
 Nexsys Collision
 Nissan North America
 Nugen IT
 Podium
 Polyvance
 Pro Spot International
 Saab Original Parts
 Service King Collision Repair Centers
 Screenshot
 State Farm Insurance
 Subaru of America
 Toyota Motor Sales USA
 United Recyclers Group
 U-Pol