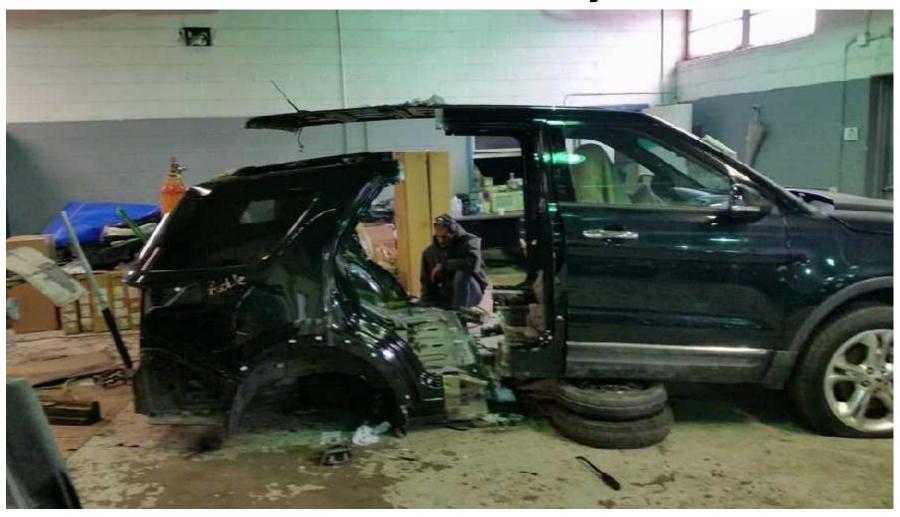
Meeting the Needs of OEM Repairs in Collision

Meeting the Needs of OEM Repairs in Collision Today



Introductions

- Billy Walkowiak- Collision Safety Consultants
- Jason Bartanen- I-CAR
- Larry Montanez- P&L Consultants

Collision Repair Industry Overview

- 35-40,000 Shops Nationwide
- 1,000 of those owned by 4 Multi-Shop Operator (MSO) ABRA, Service King, Caliber, Gerber
- Many other Multi- Store Operations
- 80% of repairs performed by Independents
- Average repair Bill \$2,400- 2800
- 38 Billion Dollar a year Industry

Tooling and Equipment

 What dictates tooling and equipment necessary for OEM certification of a repair facility?

'Based on design, vehicle technology, and material content'

Training Availability

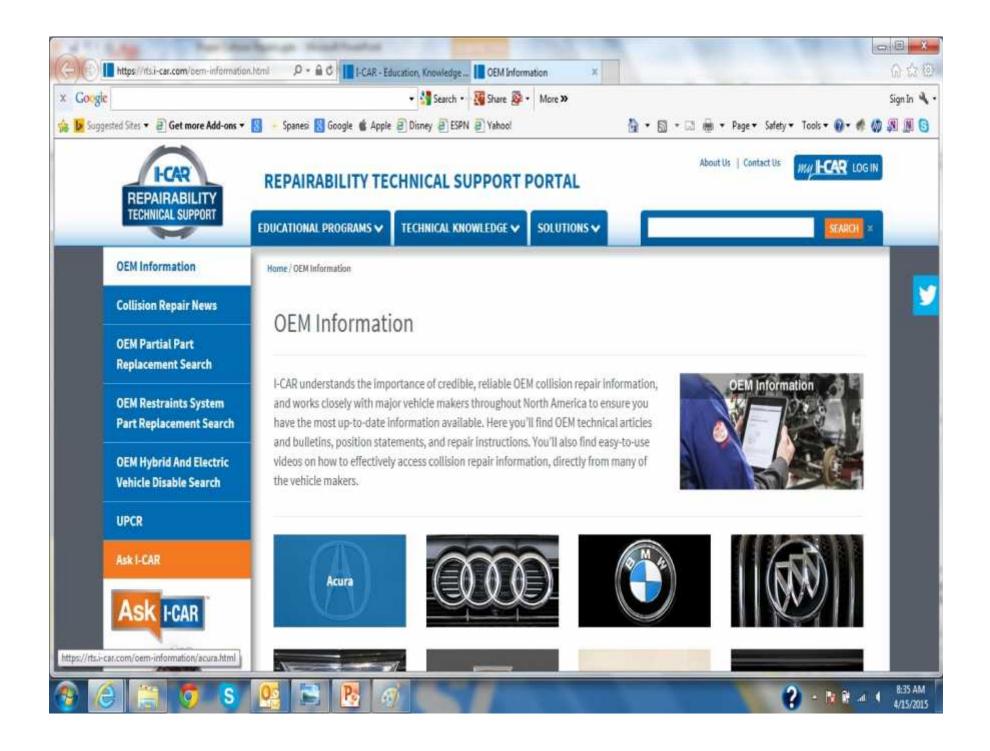
 What training is necessary to meet the requirements of the OEM?

'Each OEM has guidelines, of proprietary training and I-CAR and other providers'

OEM Collision Procedures

- Where are OEM procedures found?
- How are they distributed?

'First look at: https://rts.i-car.com'



Beyond OEM

 Are their 'Best Practices' guidelines available to the Collision Repairers Today?

Re-Evaluation or Re-Inspection

- What can the typical re-inspection process entail?
- Are there guidelines widely used in the Industry?
- What type of documentation goes along with these processes?

Re-evaluation Vehicles Results

 Of vehicles re-evaluated what percentage would you say were cosmetic issues?

 What percentage then would you classify as structural or safety issue problems?

Kinked and Cracked Rail



Improper Sectioning





Overview

- Tools- Technology Driven
- Training- Technology Driven
- New Procedures- On Going, Technology Driven

'Lastly a Doctor going into an operating room, and one life is on the line. The Patient.

An improperly repaired vehicle returned to the street puts its operator, passengers, and the motoring public around the vehicle lives on the Line!'

Questions