

8710 J Street  
Omaha, NE 68127  
(402) 537-9009



The **AUTO BODY** Monthly

from

**D&R** AUTO PAINT AND SUPPLY

1607 Avenue I  
Council Bluffs, IA 51501  
(712) 322-7217

Volume 3, Issue 6

June 2008

## Leading The Way To Help Our Body Shop Customers Be The Best In The Industry

20 years ago, collision repair shops fixed cars with hand written estimates.  
Besides paying the bill, the insurance company had little involvement.

### Yesterday:

- < ABS brakes, the third brake light, and other safety devices reduced collisions.
- < Technology entered the industry with computerized estimating systems.
- < @
- < Repair times began to diminish.
- < Multi-shop owners and consolidators became stronger and better operators.
- < DRP pressure increased.
- < The total loss rate increased with the cost of air bag replacement.
- < Insurance companies demanded better cycle times, CSI, and cost control.
- < DRP de-selection caused insurance companies to choose only the best performing shops.

### Today:

- < Soaring fuel prices are reducing miles driven, also reducing accidents.
- < Increased fuel, food, and interest costs put a strain on the average consumers household budget.
- < Truck, SUV, and large vehicle sales drop.

### Tomorrow:

- < Smaller vehicles purchased today will have lower resale values putting additional pressure on the total loss rate.
- < Miles driven will continue to decline.
- < Insurance company de-selection of DRP shops will continue as repair volume drops.

u

- < Well managed shops that run like a true business, market well, and perform in the top 25% of all collision shops will benefit from a right-sizing of the industry. They will create a new business model and have a long, profitable future in collision repair.

5 Steps on how to get there:

- 1.) ~~Start~~how!
- 2.) ~~Start~~how!
- 3.) ~~Start~~how!
- 4.) ~~Start~~how!
- 5.) ~~Start~~how!

If you never ~~Start~~, LBH-?? ~ A 8 | 8 E ~ : 8 G ~ G ; 8 E 8 !  
Many of you r competitors ~~Started~~ years ago!

How does a shop get started?:

- 1.) Attend the Leadership and Leading Change class July 29<sup>th</sup> & 30<sup>th</sup>.
- 2.) Attend the Vince Romans seminar August 13<sup>th</sup>.

Obviously the collision repair industry has and will continue to evolve and change. Historically this industry, as a whole,

On July 29<sup>th</sup> and 30<sup>th</sup>, the Leadership and Leading Change class will teach you how to become an effective business leader and how to successfully implement change.

Change what?

On August 13<sup>th</sup>, D&R Auto Paint and Supply is hosting a seminar by Vincent Romans. Vince is a Global industry consultant to collision repair shops, consolidators, insurance companies, manufacturers, and jobbers. There are few people with more insight and data than Vince.

The combination of these two programs will help get anyone ~~started~~ on the path to better your business and prepare

The Leadership and Leading Change class is ~~\$50.00~~ for two days.

The Vince Romans seminar is \$190.00.

The total cost of \$780.00 is being offered to you in 6 equal payments of \$130.00 per month.

Register early as space is limited. There is a class maximum of 20 participants.

*These programs are only available to D&R Auto Paint and Supply customers.*



# Vincent Romans Presentation

Brought to you by



Wednesday, August 13<sup>th</sup>

3:00 to 6:00 P.M.

Dinner will be served at the conclusion of the program.

Cost- \$190.00 ea.

Shop Name \_\_\_\_\_

Participant(s) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Please fax completed registrations to 909-930-9309