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The **AUTO BODY** Monthly

from

D&R AUTO PAINT AND SUPPLY

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

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Why Do Some Shops Get All The Work?????

- How do I get Insurance Companies to look at me?
- How can I make money while insurance companies squeeze me?
- How do I perform compared to the other guys?
- What if you could get the data you need to answer these questions with absolutely no effort on your part?

Too good to be true?

Find the answers to these and many other questions in a 1 hour program from John Pankau of Summit Systems.

When: Tuesday, March 25th
Time: 6:00 P.M.
Where: D&R Auto Paint and Supply Training Center



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- 1 \$19.99 Velcro Chair for Sale
- 1-2 GM Self Driving Cars – Future without crashes
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GM Says Self-Driving Cars will Bring a Future without Crashes

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Earlier this week, at the Consumer Electronics Show in Las Vegas, General Motors demonstrated an unmanned, computer controlled Chevrolet Tahoe that it says demonstrates the near possibility for driverless cars.

The Tahoe successfully drove itself through a 60-mile urban course in November to win a U.S. Defense Department-sponsored competition. GM says that technology like this may someday, in the not too distant future, lead to a future without car crashes.

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GM Says Self-Driving Cars will Bring a Future without Crashes

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Not only can we use electricity in place of gasoline to propel the next generation of vehicles, the electronic technology in vehicles such as [this] can provide society with a world in which there are no car crashes, more productive commutes and very little traffic congestion," said Larry Burns, GM vice president of R&D and strategic planning, adding that the technology is a stepping stone toward a day when commuters can do their e-mail, eat breakfast and even watch the news while being 'chauffeured' to work.

Burns said the company plans to test driverless car technology by 2015 and have cars on the road around 2018.

The Tahoe uses a combination of LIDAR, radar, vision and mapping / GPS systems to see the world around it. It recognizes road geometry and perceives other traffic and obstacles on the road, and - using intelligent algorithms and computer software - figures out where it's safe to drive in order to avoid obstacles while completing the driving mission.

"This competition significantly advanced our understanding of what is needed to make driverless vehicles a reality as we continue to reinvent the automobile," Burns said.

GM is working with Carnegie Mellon University on autonomous driving technologies through its collaborative research laboratory at the university in Pittsburgh. According to Alan Taub, GM executive director of research and development, collaboration with universities and supplier partners is vital to the development of this technology.

Do You Print and Distribute This Newsletter to Your Techs?

Sign Them Up!

Many customers have told us that they distribute the D&R Auto Paint and Supply newsletter to their techs. Thank You! We hope it is a valuable service to your shop. If you would like your techs, managers, office staff, dealer owners, fixed op. managers, or other shop owners to receive the newsletter, simple click on the management site below and fill in the blanks. It's fast, easy, and will be appreciated by your co-workers.

www.drautopaint.com/newsletter

Sign up Dealer Owners, Managers, Techs, Office Staff, and Other Shop Owners!

CCC Report Notes First Increase in Claim Frequency in a Decade

CCC Information Services announced the availability of its 2008 Crash Course, an annual report on the many factors impacting collision repair and total loss costs. Among the topics addressed in the report is an increase in paid claim frequency last year, the first such increase in nearly a decade.

CCC said a number of outside factors were contributable to the increase. Rising inflation, gas price increases and an injection of new vehicle technology had a strong downstream influence on the auto-physical damage (APD) industry in 2007, according to CCC. These factors were also contributable to an increase in average vehicle repair cost and an invigorated focus on the customer's insurance and collision repair experience.

The report also looks at how the increase in specialty substrate materials and the proliferation of electronics and safety features are impacting the collision repair industry.

"The number of new variables impacting the APD industry in 2007 only stands to grow in 2008, starting with a weary consumer likely to pull back on purchasing big-ticket items like a new vehicle," said CCC Analyst Director Susanna Gotsch. "This economic reluctance usually makes the consumer take a closer look at their expenses, including insurance and collision repair costs. As this thinking prevails, it forces the APD industry to look for ways to meet the expectations of the customer -- that includes delivery of quicker cycle time and a positive customer experience while keeping an eye on the bottom line."

The 36-page Crash Course begins with a broad overall look of the national economy, followed by detailed analysis of categories affecting vehicle insurance and collision repair. This analysis includes five- and ten-year historical comparisons assembled through myriad industry resources. CCC's data warehouse, which contains vehicle and repair-related information from 100 million estimates processed through its system, is the primary source of trending information included in Crash Course. CCC also includes third party research to highlight broader industry trends, providing Crash Course readers with a comprehensive view of the auto-claims industry. A mid-year report with year-to-date information will be available in the fall of 2008.

A full copy of the report is available online at:

<http://www.cccis.com>.

Words to Live By: Marcus Aurelius

"The art of living as more like wrestling than dancing!"