



COLLISION INDUSTRY
CONFERENCE

INDUSTRY RELATIONS COMMITTEE

TOTALS – Is The Industry at a Loss? **PART II**

CO-CHAIRS

JIM KELLER – 1COLLISION

JONATHAN CHASE- CSAA

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Industry Relations Committee

- **Purpose-** -*“The CIC Industry Relations Committee will foster discussions that identify topics that the Industry would benefit from gaining alignment on.”*

COLLISION INDUSTRY RELATIONS COMMITTEE

Collision Repair Stakeholders - "CIC Industry Relations Committee will foster discussions that identify topics that the Industry would benefit from gaining alignment on."

EDUCATION
Vo Tech, Colleges, ,
and Training
Organizations

VEHICLE MANUFACTURER, , Designs,
Builds, Repair Procedures &
Training, , Replacement Parts..

VEHICLE SALE / LEASE
New, OE Dealer, Used, Rental
Car, Auction, Fleet, etc.,

GOVERNANCE
Regulations

INSURANCE CO.
Insures Vehicle

**VEHICLE OWNER
LEASEE / INSURED**
Event Occurs

COLLISION REPAIRERS

Independent, MSO, Franchise
Network, Dealer, Manufacturer,

**Responsible for Restoring Safety
Engineering**

**TRADE
ASSOCIATIONS**
Support Services for
Repair Sector and
Insurers

PARTNER SERVICES,
Towing, Glass, PDR,
Trim, etc.

INFORMATION / TECH
Information, Systems, Management Systems,
Diagnostics, etc.

SUPPLIERS

Used Parts, misc.

PRODUCT MANUFACTURERS & DISTRIBUTORS

Parts- OE, Aftermarket & Paint, Material & Fasteners, etc.

TRADE PRESS

Provides information, news,
features, trends, education ,
etc.



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CONFERENCE

IT'S ABOUT TRUST...

PRESENTED BY:

JIM KELLER

JONATHAN CHASE



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INSURER

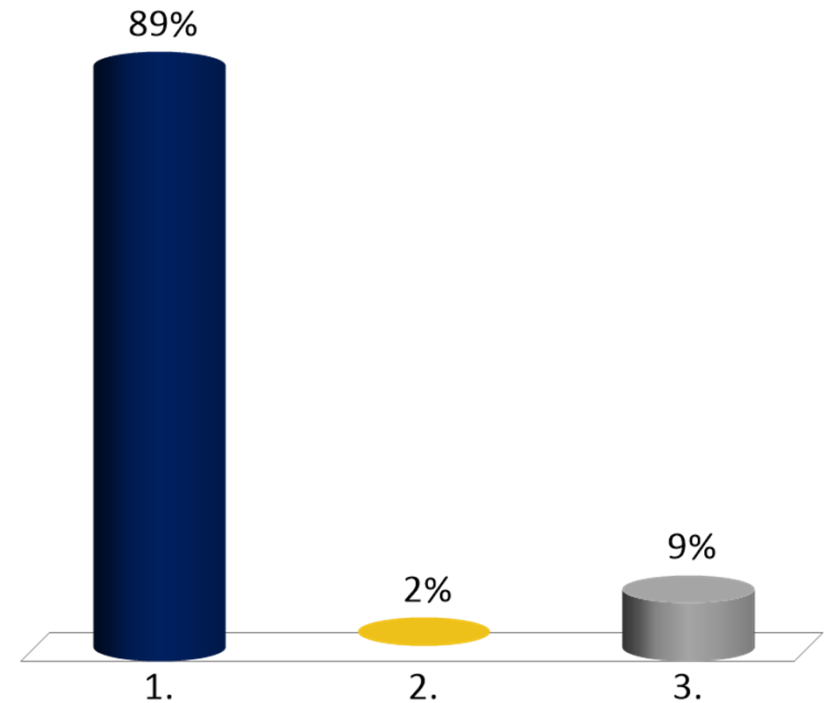
CONSUMER

REPAIRER

Audience Response Question: Pick ONE

Have issues in your industry segment, relating to the total loss situation become:

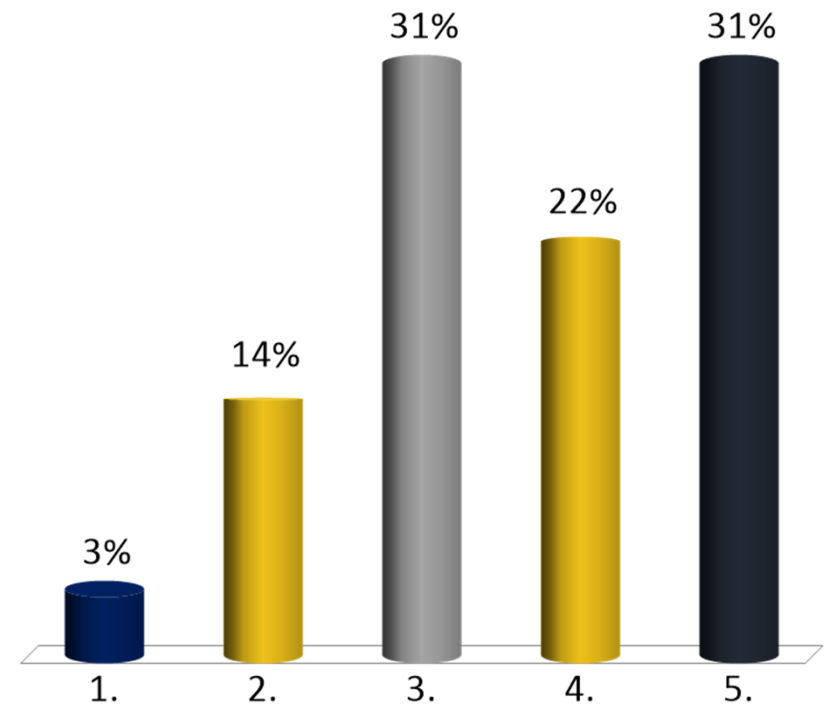
1. Greater of an issue
2. Less of an issue
3. Not much of an issue



Audience Response Question: Pick THREE

What has made total loss issues more challenging the past several years

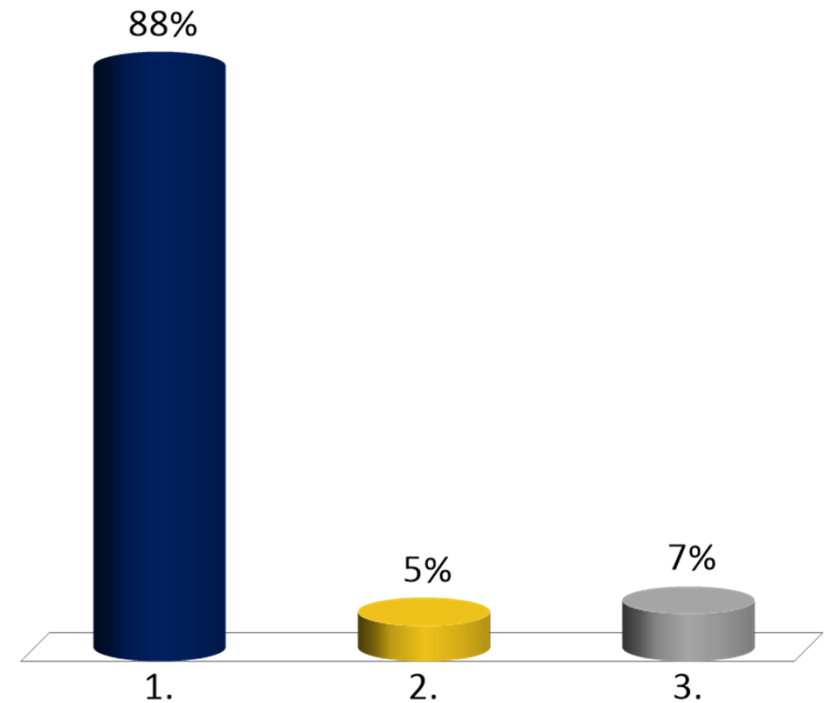
1. Legislative Issues
2. Consumer Needs
3. Supply Chain
4. Vehicle Safety Concerns
5. Insurance Policy



Audience Response Question: Pick ONE

Do you believe that your current Total Loss issues will continue into the next several years?

1. Agree
2. Disagree
3. Abstain





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RON REICHEN – PRESIDENT
PRECISION BODY & PAINT



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SANDY BLALOCK - EXECUTIVE DIRECTOR
AUTOMOTIVE RECYCLERS ASSOCIATION



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TOTALS – Is The Industry at a Loss? Part II

BARRY DORN – DORN'S BODY & PAINT



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TOTALS – Is The Industry at a Loss?

PART II

Q & A Session

INDUSTRY RELATIONS COMMITTEE

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THANK YOU!

INDUSTRY RELATIONS COMMITTEE

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