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About Frank Terlep

2022-2023 CIC Chairman



Frank started his automotive career at Southern Illinois University's Auto Technology and Management school in 1977. That was the same year Frank started his Rugby career, where he had the opportunity to play all over the world for the next 25 years. During the late '70s and early '80s, Frank worked in the automotive industry as a brake and alignment technician, service advisor, service manager and diagnostic equipment salesman.

In 1982, Frank bought his first computer, an Apple IIE and two years later, he launched his first technology business with a \$100,000 investment from an angel investor where Frank developed one of the first software applications for the automotive aftermarket industry. Since then, Frank launched two successful startups, helped design, develop and launch the collision industry's first Windows-based estimating and management system, the first online parts procurement platform, the first telematics mobile app and digital marketing platform as well as the industry's leading remote scanning and calibration software platform.

Frank is the former Chairman of CIECA (Collision Industry Electronic Commerce Association), is presently the Co-Chair of CIC's Future Disruptions Committee and CIECA's Emerging Technologies committee, a 2022 inductee to the Collision Industry's Hall of Eagles, the industry's Hall of Fame and the incoming chairman of the (CIC) Collision Industry Conference for 2023!

Frank presently is the CEO of Auto Techcelerators, LLC, a company dedicated to helping the Automotive, Collision, Glass, Insurance and Truck Industries Properly Estimate, Calibrate and Validate ADAS Systems, Repairs and Calibrations.

Auto Techcelerators presently offers these industries the most complete ADAS and calibration software and mobile app platform that includes the patented Test Drive CoPilot™ platform that is changing the way ADAS safety systems are validated and documented; Calibration CoPilot™, the best way to manage and document ADAS services and calibrations and diagnostics; and finally, ADAS CoPilot™ (www.adascopilot.com), the industry's best ADAS and Calibration information, knowledge and repair procedure platform.



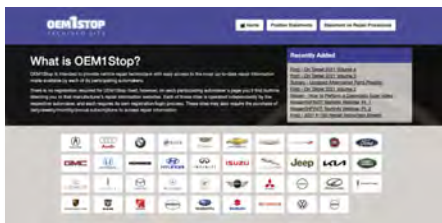
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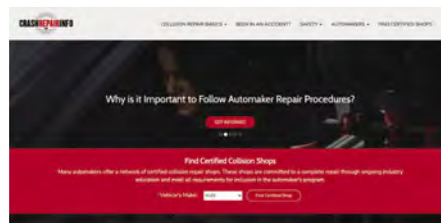
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The CIC exists for the benefit of the entire collision industry. No preference is given to any industry segment or constituent. All are welcome and all are encouraged to participate. CIC seeks to create an environment that fosters the free exchange of ideas with a common goal of improving the collision industry. Only where participants commit to norms of mutual respect, civility and courtesy, can this environment exist in its most productive form.

Accordingly, all attendees of the CIC are asked to abide by the following code of conduct:

- **Be active - get involved!** Find a subject that is interesting to you and get on the committee! Any participant can join any committee.
- **Please... use microphones!** Introduce yourself and the company you are with, speak clearly to ensure everyone can hear you. Please refer to: "Open Microphone Standard Operating Procedures".
- **All participants shall be treated with dignity.** Verbal abuse or harassment, including comments that are insulting, threatening or slanderous will not be tolerated.
- **Never use group pressure** to embarrass or force an outcome or decision that clearly requires further deliberation. Participate and encourage participation.
- If you would like a question asked and fear potential retribution, we encourage you to approach any of the CIC past chairs. They will ensure your question is presented (if appropriate) and will ensure anonymity.
- **Committee input should go through committee chair.** Protocol would ask that any new material / discussion be shared with the Chairman prior to presentation. The committee chairman and their contact information can be located on page 7 of this program, or at ciclink.com.
- Use this forum as an opportunity to network with other industry members.
- During all aspects of CIC meetings, all participants shall abide by the Federal Anti-Trust laws. A copy of the CIC Anti-Trust Policy can be found on page 22 of this program, or at ciclink.com.
- **Videotaping or streaming of any kind with any type of device is strictly prohibited at CIC meetings.** Audio recording is allowed only by the trade media and audio tapes are to be destroyed upon completion of their writings. Anyone found recording without the express permission of the CIC Chairman will be asked to discontinue and asked to leave the meeting; the recording will be confiscated or deleted.

<https://ciclink.com/participant-guidelines/>

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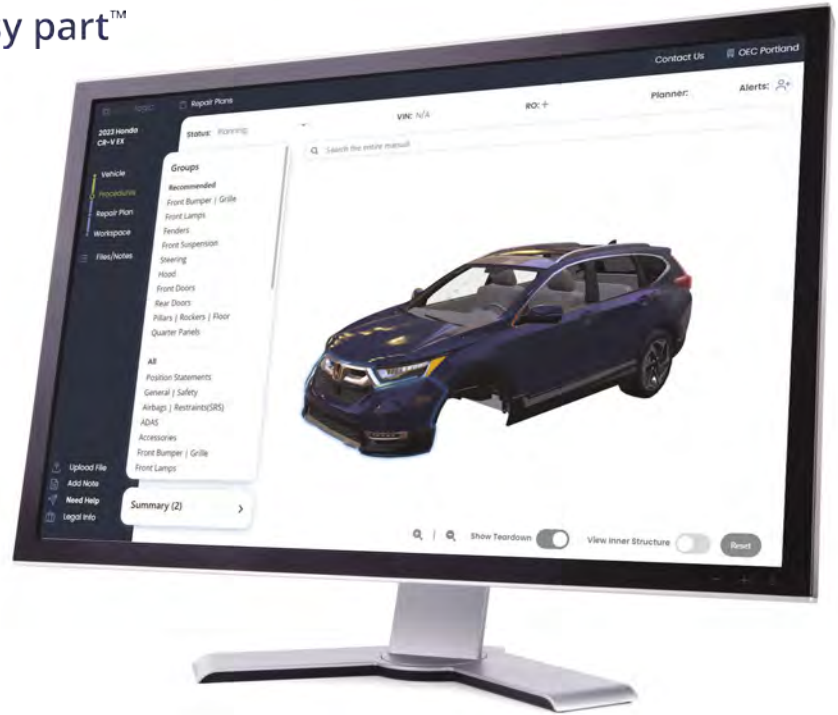
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TUESDAY, JULY 18 (Eastern Standard Time)

Hilton Indianapolis | Indianapolis, Indiana

- 8:00a** **Opening Introduction** [Frank Terlep]
CIC Chairman Welcome
- 8:15a** **Marketing Council** [Jordan Hendler]
CIC's 40th Anniversary, Administrative Announcements - *Attendee welcome, housekeeping and marketing insights kick off the day. We will also check out the preview of the CIC 40th anniversary, coming up to the celebration during the last meeting of the year at SEMA.*
- 8:25a** **Emerging Technologies (Digital)** [Chuck Olsen, Bob Augustine]
Progression of ADAS safety systems, now and into the Future - *Three segments on ADAS safety systems, presented as the Auto Glass ADAS and Technology Report, Modified Vehicle ADAS Implications, and Advanced ADAS Technologies; followed by a Q&A panel discussion*
- 9:25a** **Emerging Technologies (Analog)** [Scott VanHulle]
Required changes to Refinish operations Panel Discussion - *We will discuss the required changes to refinish operations due to radar sensors, changes to paint formulas, and the need for refinish technician education on this subject. We will cover the extensive work that the paint companies have been going through in order to understand how to properly repair these vehicles. And highlight how the we're finished technicians may be receiving the information from the paint companies.*
- 10:05a** **Q&A and Open Mic**
- 10:20a** **MORNING BREAK** - *Thank Our Sponsors!*
- 10:40a** **Parts & Materials** [Aaron Schulenburg]
Blend Study - the Sequel! - *In November 2022, the Parts & Materials Committee had SCRS present the CIC body with the results of a collaborative research project performed in coordination with the major North American refinish companies to study the comparative value of Refinish vs. Blend. SCRS has been asked to provide an update on the "Blend Study," ongoing efforts to respond to industry concerns, and any changes within the estimating guides resulting from industry feedback and research. Be in the room for one of the most-requested sequels on the CIC stage!*
- 11:25a** **Future Disruptions** [Gabriel Morley, James Spears]
Myth Busting Telematics Part3: What's next for Telematics? - *Hear from OEM experts on how recent and upcoming Telematic innovations will change both product and experience for consumers and our industry.*

12:05p **Q&A and Open Mic**

12:15p **LUNCH BREAK (On your own)**

1:30p **Talent Pool & Education** [Bud Center, Petra Schroeder]
collisioncareers.com: a Strategic Solution for ALL Segments of the Collision Industry - *The CIC community agrees that the supply and demand for new technicians entering the field of Collision Repair is woefully misaligned, creating a potential existential crisis for our Industry. This presentation will spotlight strategic solutions for Talent Attraction, Retention and Growth. We will walk through CollisionCareers.com, a site created for the Industry to raise awareness and interest in the field of Collision Repair, and present additional tools and resources to assist you with marketing to, training of, and ultimately the promotion and retention of new and future technicians.*

2:15p **Estimating & Repair Planning** [Danny Gredinberg, Erin Solis]
A Journey Towards collaborative (Language) Solutions - *Engaging the CIC body through an interactive discussion redefining antiquated terminology. From archaic jargon to bygone expressions, where do they fall into the current repair and claims process.*

3:00p **AFTERNOON BREAK** - Thank Our Sponsors!

3:30p **Data Access, Privacy & Security** [Dan Risley, Trent Tinsley]
EULA'S - WHO, WHAT AND WHEN: Who signed it? What did it say? When did they sign it? - *Collision repairers routinely sign end user licensing agreements. In many instances without reading what it said? In some extreme cases, the owner of the shop may not be aware of what his/her employee signed? Or when they signed it. This session will shed light on a few actual examples and answer the Who, What and When.*

4:10p **OEM Industry Relations** [Liz Stein, Ron Reichen]
Shop Considerations for OE Certification: straight from the Horses' Mouths - *For this panel discussion, OE's and OEM auditors will bring forward considerations every shop should be aware of in maintaining certification of their facility, and certified repairs. The panelists will talk about repairer capability from their vantage points, as well as potential hurdles or missteps faced in the day-to-day management of repair processes.*

4:55p **Q&A and Open Mic**

5:10p **Closing Comments, Adjourn** [Frank Terlep]

6:30p **CIC Reception**





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[Bob Augustine, Chuck Olsen]

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[Scott VanHulle]

ESTIMATING & REPAIR PLANNING

[Danny Gredinberg, Erin Solis]

FUTURE DISRUPTIONS

[Gabriel Morley, James Spears]

GOVERNMENTAL [Bob Redding, Janet Chaney]

HUMAN RESOURCES TASK FORCE [Cory King]

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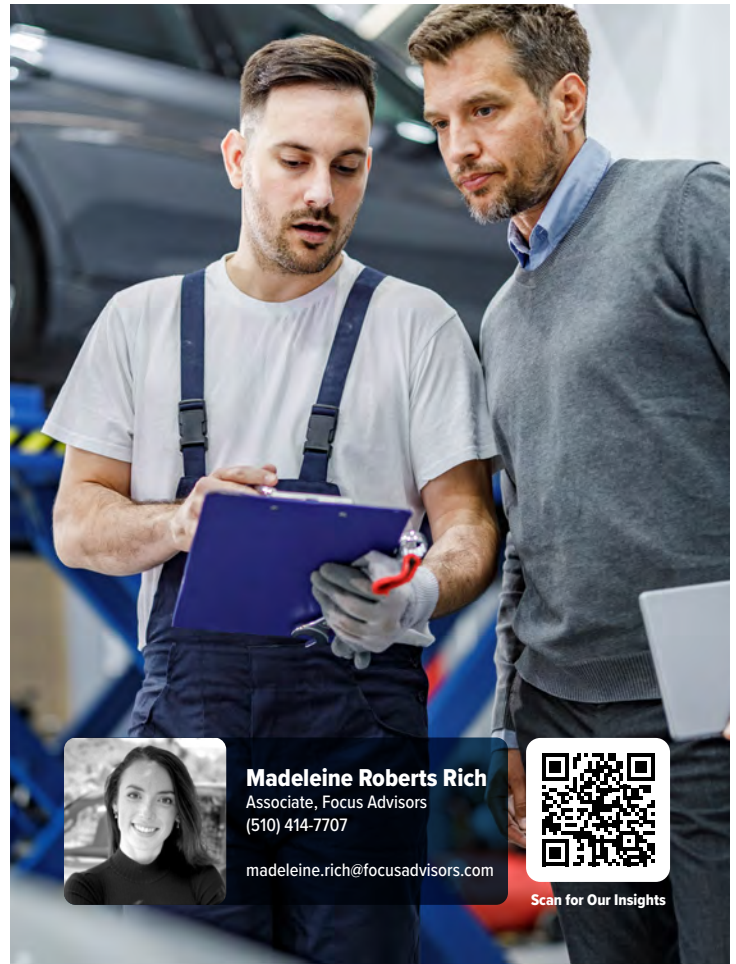
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All participants are herewith notified that the materials presented herein are not to be construed as information or direction to take concerted actions. The information can be utilized by individuals acting within their own judgment, making sound business decisions, without agreements with other participants of this meeting.

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CIF Board of Directors Meeting

Room: [Corydon Room](#)

TUESDAY, JULY 18

6:00am - 7:00am

Collision Industry Prayer Meeting

Room: [Circle City 3](#)

8:00am - 5:00pm

Collision Industry Conference

5:15pm

NABC Recycled Rides Event

[Soldiers & Sailors Monument, Downtown Indianapolis](#)

6:30pm

Collision Industry Conference Reception

WEDNESDAY, JULY 19

8:00am – 11:30am

SCRS Open Board of Directors Meeting

Room: [Monument Hall](#)

11:00am – 7:00pm

CREF Annual Golf Outing

[Hillcrest Country Club](#)

12:00pm – 5:00pm

Manufacturer & Vendor Roundtable Meeting

Room: [Corydon Room](#)

1:00pm – 5:00pm

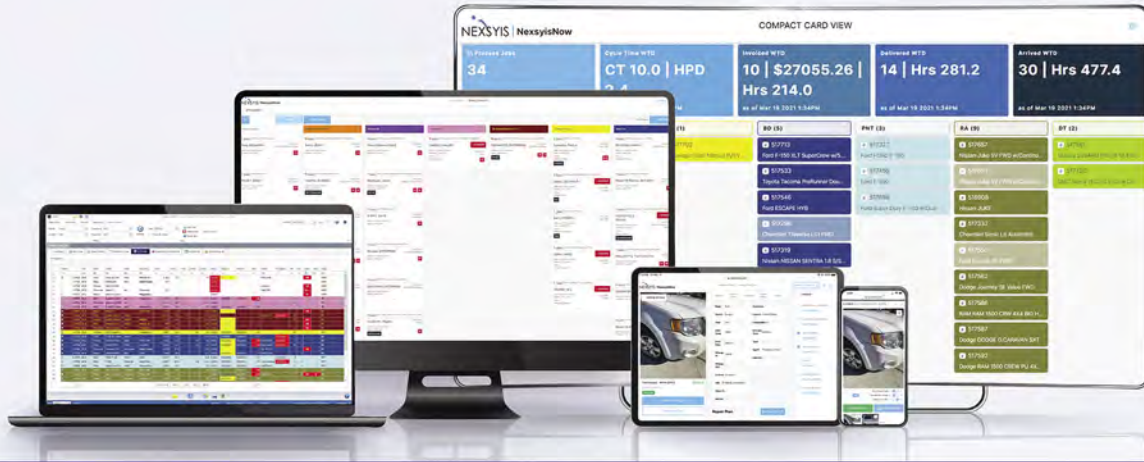
SCRS Affiliate Conference, invite only

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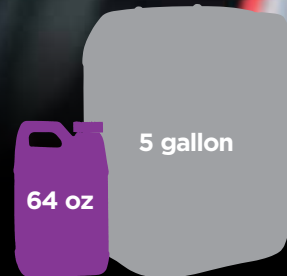
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November 2023 EVENTS SCHEDULE

SEMA 2023

Westgate Las Vegas Resort & Casino - 3000 Paradise Rd., Las Vegas, NV
Hotel Reservations: Visit www.semashow.com

MONDAY, OCTOBER 30

3pm - 5pm IDEAS Collide (Repairer Driven Education)

TUESDAY, OCTOBER 31

7am Collision Industry Prayer Meeting

8am - 5pm **collision industry conference Westgate Ballroom AB**

9am - 5pm SEMA Show
9:30am - 4pm Repairer Driven Education

6pm **collision industry conference Reception Westgate Ballroom C**

7:30pm **Red Carpet Awards Westgate Ballroom AB**
Featuring the CIC 40th Anniversary Celebration!

WEDNESDAY, NOVEMBER 1

9am - 5pm SEMA Show
9:30am - 4pm Repairer Driven Education

THURSDAY, NOVEMBER 2

9am - 5pm SEMA Show
9:30am - 5pm Repairer Driven Education
9am - 2:30pm OEM Summit (Repairer Driven Education)
9pm SCRS After Party

FRIDAY, NOVEMBER 3

9am - 5pm SEMA Show
9:30am - 5pm Repairer Driven Education

Visit www.ciclink.com
to see full schedule
*schedule subject to change

COLLISION INDUSTRY **RED CARPET** AWARDS NIGHT

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TUESDAY, OCTOBER 31

7:30p | Westgate Las Vegas, Ballroom A&B

For in-person attendees, check out all work products at <https://ciclink.com/work-products>

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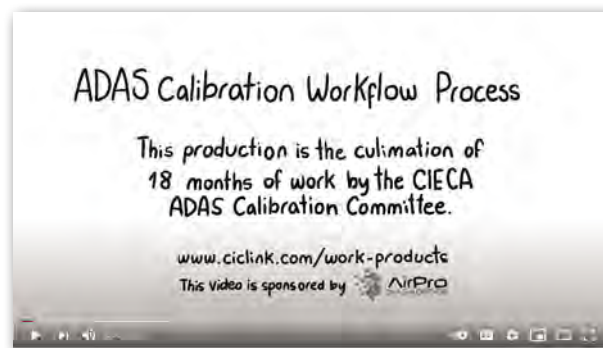
<https://www.ciclink.com/wp-content/uploads/2021/01/2020-11-Golden-Rules-of-Data-Protection-Sharing.pdf>

calibration workflow Process Document

<https://www.ciclink.com/wp-content/uploads/2020/12/Calibration-Workflow-Complete.pdf>

Calibration Workflow Process Video, donated by AirPro Diagnostics

<https://www.youtube.com/watch?v=YN2mf4I5FqM>



quick start Guide Pre-and Post Scanning

<http://www.ciclink.com/wp-content/uploads/2018/08/CIC-Quick-Start-Guide-Pre-Post-Scanning.pdf>

Wiki Glossary of Terms for the collision industry <http://www.ciclink.com/wiki-introduction/>

Definition - Feather Prime and Block (2006)

<http://www.ciclink.com/wp-content/uploads/2018/08/FeatherPrimeBlock.pdf>

collision Repair Provider Definition (2017)

<http://www.ciclink.com/wp-content/uploads/2013/10/CIC-Collision-Repair-Provider-Definition-2017.pdf>

Electronic Parts Procurement Matrix - Parts Committee (2014) http://www.ciclink.com/wp-content/uploads/2014/04/CIC_Parts_Materials_Comm_Electr_Parts_Procure_Matrix_FINAL2-13-14.pdf

Best Practices Guidelines for Digital Imaging <http://www.ciclink.com/archive/BPDigitalImaging.pdf>

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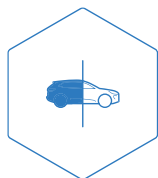


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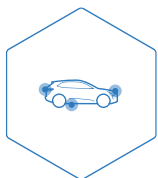
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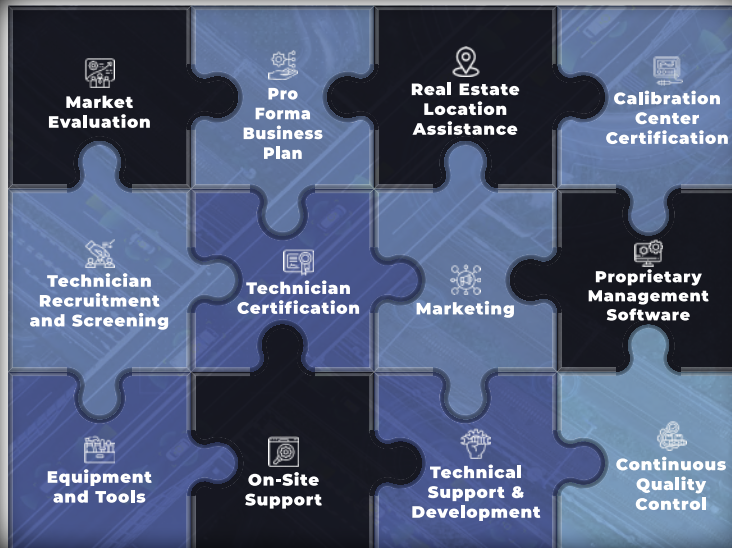
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The Collision Industry Conference (CIC) is a forum made up of participants from all industry segments for the expressed purpose of discussing and exploring the issues that occur among them. Through discussion and research during meetings and extensive interim committee work, CIC attempts to form consensus on various issues, aware that all such findings are nonbinding and voluntarily accepted. CIC is not a trade association.

The meetings are open to all interested individuals of all segments of the industry to include repairers, insurers, paint and material companies, equipment, vehicle manufacturers, data providers, representatives of trade associations, anyone with an interest in creating a more professional industry. Each agenda has time set aside for participants to publicly address their concerns that are not on the published agenda through the time set aside as “open microphone”. The Past Chair’s committee is charged with the duty of appointing the succeeding CIC Chair.

VISION: A collision industry in which all segments work together to enable a complete, safe, and quality repair.

MISSION: A forum where collision industry stakeholders come together to discuss issues, enhance understanding, find common ground and communicate possible solutions to the industry.

ADMINISTRATORS:

Jordan Hendler

Jeff Hendler

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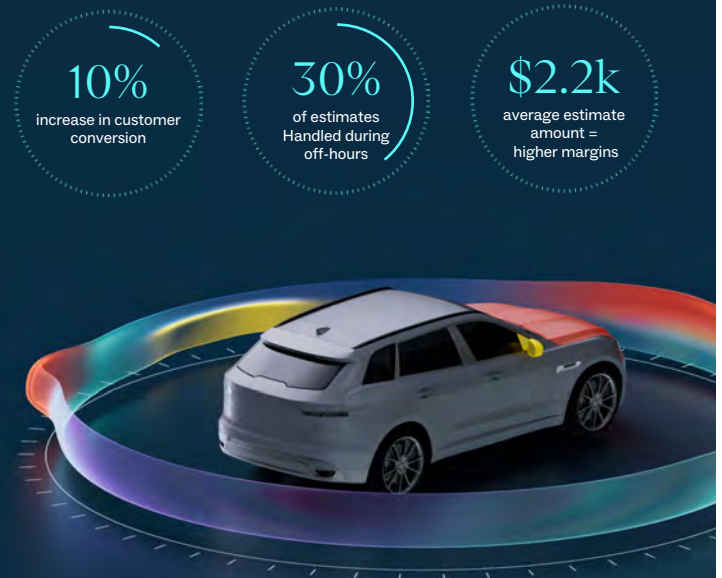
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Darrell Malott (1991-92)

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Nikki McDonald (1993-94)

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Erick Bickett (1997-1998)

ph: 714-279-2031

Dale Delmege (1999-2000)

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ph: 847-507-3950



Roger Wright (2003-2004)

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Rick Tuuri (2005-2006)

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Stacy Bartnik (2007-2008)

ph: 616-265-2507

Russell Thrall III (2009-2010)

ph: 570-620-8677

Mike Quinn (2011-2012)

ph: 520-797-9000

George Avery (2013-2014)

ph: 309-766-8627

Randy Stabler (2015-2016)

ph: 818-652-0443

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