







- Please be advised that the following guidelines for conduct shall be established and followed:
 - No participant shall be allowed to discuss any subject relating to prices charged, discounts offered of any nature, hourly rate, employee benefits, or assignments made with third party entities.
 - Should any discussion of these items take place, said participant will be asked to refrain immediately, disregarding any pursuant discussion, and should said party deny such request, the meeting will be immediately disbanded.
 - 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.
- This notice is hereby read with regard to laws governing this conduct.

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Sometimes I think pushing a repair through a collision center is something like putting a bag into the security scanner at an airport.



You put the bag on the belt and hope it comes out the other end without some kind of complications.



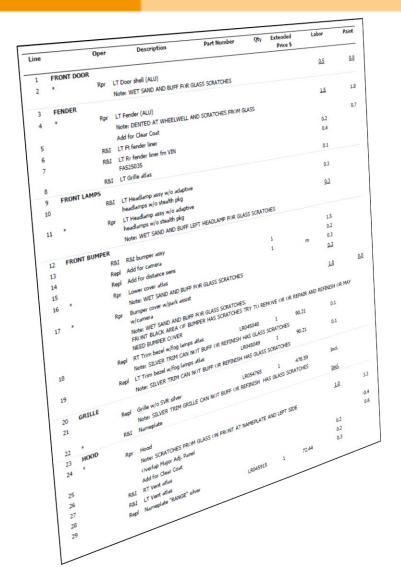
Thankfully - there is another way.

Careful production planning can reduce the chaos of collision repair.

There are five key steps to repair production planning

- 1. Systematic damage appraisal inspection itemizing all operations necessary to repair vehicle
- 2. Focus on all parts, materials and sublet identified on the damage appraisal
- 3. Validate available reference materials were used to capture repair process operations
- 4. Review damage appraisal with paint team leader to validate refinish requirements
- 5. Collaborate with the production coordinator, parts specialist and lead body technician for validation





Step 1 - Systematic damage appraisal inspection

Review the vehicle and damage appraisal

Was the vehicle completely disassembled?

Was all the damage identified?







Step 2 - Focus on all parts, materials and sublet identified on the damage appraisal

Determine type of part to be used

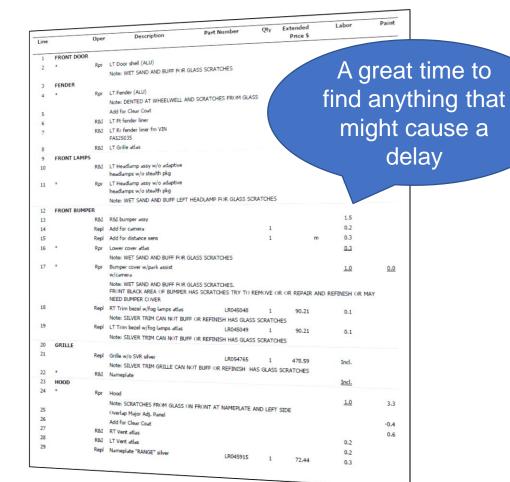
- OEM
- Aftermarket
- Recycled

Verify accessory items

- Fasteners
- Decals, emblems & labels
- Seam sealers, corrosion protection and sound pads
- Pinstripes
 - Painted
 - Striping tape

Validate internal/external repairs

- Glass work
- Key coding
- Mechanical repairs
- Frame work





Step 3 - Validate reference materials were used to capture repair process operations

FENDER - OUTER PANEL

INCLUDED:

- · Align to vehicle
- Fillers (if mounted to fender)
- · Cornering lamps (if mounted to fender)
- Fender liner
- Scoop
- Side marker
- Side repeater lamp (if mounted to fender)

DOES NOT INCLUDE:

- Antenna
- Bumper R&I
- Battery
- Emblems & nameplates
- Grille
- Header panel
- Hood
- Inner panels
- Lamp aimingMirror
- Moldings
- Mud guard
- · Road wheel
- Spoilers & flares
- Stripe tape, decals or verlays
 - It is critical to capture all operations at this stage

- P-Pages
- Alldata.
- Parts code tables
- Vehicle manufacturer repair specifications
- Refinish procedures

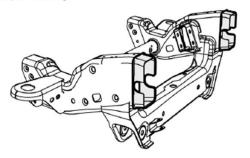


Front Full Frame Sectioning (Heavy Duty)

Removal Procedure

If damage permits a pre-sleeved replacement front frame service section has been developed as a cost-effective alternative to complete frame replacement. This procedure is for the heavy duty pick-up front frame service section.

WARNING: Refer to <u>Approved Equipment for Collision</u> Repair Warning.



WARNING: Refer to Collision Sectioning Warning.

NOTE: Perform all of the steps on both of the rails for complete module replacement.

- Disable the SIR system. Refer to <u>SIR Disabling and Enabling</u>.
- Disconnect the negative battery cable. Refer to <u>Battery</u>
 Negative Cable Disconnection and Connection.
- 3. Remove all of the related panels and components.



Step 4 - Review damage appraisal with paint team to validate refinish requirements

					Qty I	xtended		Labor	Paint
			Part Numb	er	4.1	Price 5			0.0
		_	Description					0.5	0.0
_		Oper	Description						
ine		Open							
lie		_	LT Door shell (ALU) Note: WET SAND AND BUFF FOR GLASS SCRATCHES						1.8
-	FRONT DOOR		T Door shell (ALU)					1.5	
1		Rpr	Natar WET SAND AND BUTT						0.7
2			More						
	FENDER		(ALU) SCRATCHES FR	OM GLASS				0.2	
3		Rpr	LT Fender (ALU) DENTED AT WHEELWELL AND SCRATCHES FR					0.4	
4								50	
			And for Clear Coat					0.1	
5		R&I						7.00	
			T Rr fender liner IIII V					0.3	
6		R&I	EA575035					0.3	
7		000000	LT Grille atlas						
		R&I						0.3	
8	FRONT LAMPS		LT Headlamp assy w/o adaptive						
9	FRUNT	R&I	LT Headlamp assy w/o headlamps w/o stealth pkg headlamps w/o adaptive						
0			headlamps w/o steal LT Headlamp assy w/o adaptive headlamps w/o stealth pkg Note: WET SAND AND BUFF LEFT HEADLAMP FOR G	ccea	TCHES				
		Rpr	LT Headland Stealth pkg	LASS SCI				1.5	
1			headlamps W/ AND AND BUFF LEFT HEXEL					0.2	
			Note: WET SHITE		-			0.3	
		0			-		m		
12	FRONT BUMPE	R&I	R&I bumper assy		1			0.3	
3		Peters	. I C camera						0.0
		Repl	Add for distance sens					1.0	
14		Repl							
15		Rpr	LOWER COVER SAND AND BUFF FOR GLOSS						MAY
6	*		Lower COMB MID BUFF FOR GLASS SMATCHES Note: WET SAND AND BUFF FOR GLASS SCRATCHES NOTE: WET SAND AND BUFF FOR GLASS SCRATCHES FRONT BLACK AREA OF BUMPER HAS SCRATCHES TROUT BLACK AREA OF BUMPER HAS LIKE THE BLACK FOR COVER				AND F	REFINISH OR I	101
		Rpr	Bumper cover with	TO DEN	OVE OR	OR REPAIR			
17			W/camera	RY IO		21		0.1	
			Note: WET SAVE AREA OF BUMPER PAGE	- 10	1	90.21			
			FRONT BLACK COVER LRG	45048	PATCHE	5		0.1	
			NEED BUMPER I I I I I I I I I I I I I I I I I I I	IS GLASS S	,	90.21			
		Repl	FRONT BLACK ARCA NEED BUMPER COVER RT Trim bezel w/fog lamps atlas Note: SILVER TRIM CAN NOT BUFF OR REFINISH HI Note: SILVER TRIM CAN NOT BUFF OR REFINISH HI NOTE: SILVER TRIM CAN NOT BUFF OR REFINISH HI N	45049		<			
8		1001	Note: SILVER TRIPI CON- Note: SILVER TRIPI CON- NOTE SILVER TRIPI CON- NOTE BUFF OR REFINISH H	S GLASS SI	CRATCHE				
		Repl	IT Trim bezel w/tog lamps			478.59		Incl.	
		Rep	NOTE: SILVER TRIM CAN NOT BUFF OR REFINISH HE LT Trim bezel w/fog lamps atlas LT Trim bezel w/fog lamps atlas Note: SILVER TRIM CAN NOT BUFF OR REFINISH HE NOTE: SILVER TRIM CAN NOT BUFF OR REFINISH HE LERGE	r 4765	1	4/0.55			
19			NOCE -	MAS HAS	GLASS SC	RATCHES		Incl.	
	GRILLE		Note: SILVER TRIM CAN II. Grille W/o SVR silver Note: SILVER TRIM GRILLE CAN NOT BUFF OR REFL NOTE: SILVER TRIM GRILLE CAN NOTE BUFF OR REFL NOTE BUFF	NISH IN					3.3
0.	GRILLE	Repl	Grille W/O TRIM GRILLE CAN NOT					1.0	3,2
21			Note: SILVER 11						
		R&I	Nameplate			nF			-0.4
2		100	- NAM	PLATE AND	LEFT 3	D-0			0.6
23	HOOD	12.0	Nameplate Hood Note: SCRATCHES FROM GLASS ON FRONT AT NAM					102	
	,	Rpr	Motor SCRATCHES FROM GO					0.2	
24								0.2	
			Add for Clear Coat			50		0.3	
25					1	72.44			
6		R&I	RT Vent atlas	45915	*				
27		R&I							
28		1000	LT Vent atlas Nameplate "RANGE" silver						
0		Repl							



- Determine paint code
- Validate blend areas
- Verify refinish process
 - Single stage
 - Base/clear
 - Tri-Stage
 - Four-Stage
 - Matte finishes

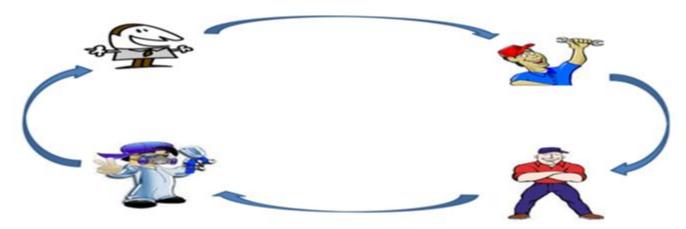




Step 5 - Collaborate with the production coordinator, parts specialist and

repair team to validate repair

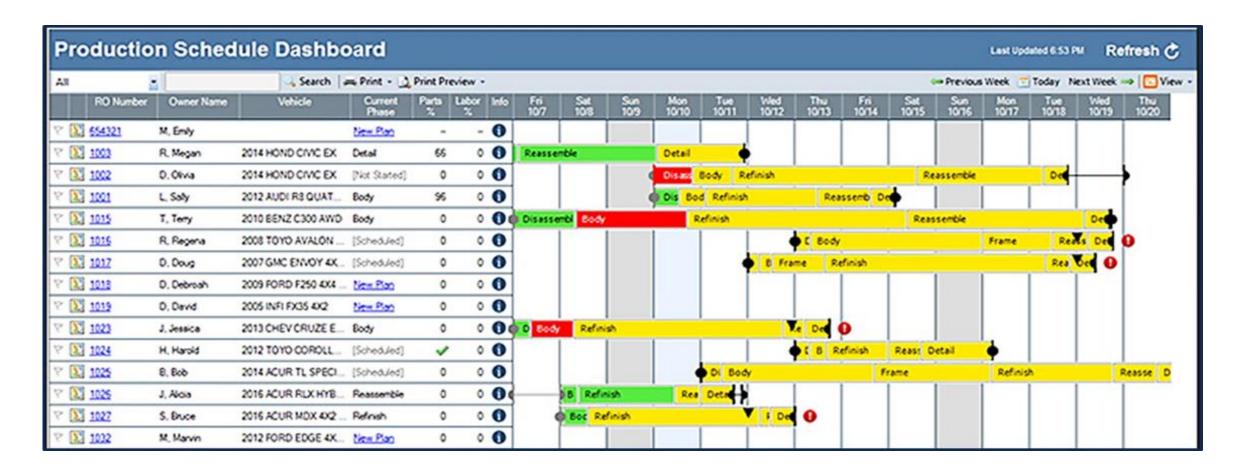
- Should be a quick discussion
- Discuss repair vs replace decisions
- Determine what process should begin first
- Verify parts availability
- And the big question Was Anything Missed



		_		Part Number	Qty	Extended	Labor	Paint
Line		Oper	Description	Parcitoni		Price \$		
1	FRONT DOOR						0.5	0.0
2	*	Rpr	LT Door shell (ALU)	CE SCRATCHES				
-			Note: WET SAND AND BUFF FOR GLA	SS SCIONTONES				1.8
3	FENDER						1.5	1.0
4	*	Rpr	LT Fender (ALU) Note: DENTED AT WHEELWELL AND	SCRATCHES FROM GLASS				
				2017				0.7
5			Add for Clear Coat				0.2	
6			LT Ft fender liner				0.4	
7		R&I	LT Rr fender liner fm VIN FA525035					
8		R&I	LT Grille atlas				0.1	
9	FRONT LAMPS						0.3	
10		R&I	LT Headlamp assy w/o adaptive headlamps w/o stealth pkg				0.3	
		0	LT Headlamp assy w/o adaptive				0.3	
11	5	крг	headlamps w/o stealth pkg					
			Note: WET SAND AND BUFF LEFT HE	ADLAMP FOR GLASS SCRA	ATCHES			
12	FRONT BUMPE						2.4	
13			R&I bumper assy				1.5	
14			Add for camera		1		0.2	
15		Repl	Add for distance sens		1		m 0.3	
16		Rpr	Lower cover atlas				0.3	
			Note: WET SAND AND BUFF FOR GLA	SS SCRATCHES				
17		Rpr	Bumper cover w/park assist w/camera				1.0	0.0
			Note: WET SAND AND BUFF FOR GLA FRONT BLACK AREA OF BUMPER HAS NEED BUMPER COVER	SS SCRATCHES. S SCRATCHES TRY TO RE	MOVE O	R OR REPAIR	R AND REFINISH OR MAY	
18		Repl	RT Trim bezel w/fog lamps atlas	LR045048	1	90.21	0.1	
			Note: SILVER TRIM CAN NOT BUFF (R REFINISH HAS GLASS O	CRATC	JEC JOILL	0.1	
19		Repl	LT Trim bezel w/fog lamps atlas	LR045049	1	90.21		
			Note: SILVER TRIM CAN NOT BUFF O	R REFINISH HAS GLASS O	CRATC	30.21	0.1	
20	GRILLE			THE PROPERTY OF STATES OF	SCRATCE	HES		
21		Repl	Grille w/o SVR silver	LR054765	1			
			Note: SILVER TRIM GRILLE CAN NOT	RUFE OF PETRICH 1140	1	478.59	Incl.	
22		R&I	Nameplate	BOTT OR REPINISH HAS	GLASS	SCRATCHES		
23	HOOD						Incl.	
24	*	Rpr	Hood					
			Note: SCRATCHES FROM GLASS ON F	EPONT AT MANUEL			1.0	3.3
25			Overlap Major Adj. Panel	MATERIAN NAMEPLATE AN	ID LEFT	SIDE		
26			Add for Clear Coat					-0.4
27			RT Vent atlas					0.6
28			LT Vent atlas				0.2	0.6
29		Repl	Nameplate "RANGE" silver				0.2	
				LR045915	1	72.44	0.3	



With the repair validated it is time to develop the repair plan





Line		Oper	Description	Part Number	Qty	Extended Price \$	Labor	Paint
1	ROOF							
2			RT Roof molding hatchback				0.4	
3 4	PILLARS, ROC							
5	-	R&I	RT Aperture panel-Upper rail RT Rocker molding w/o ST				0.9	0.9
6	FRONT DOOR	Koti	KT Rocker molding W/0 31				0.5	
7	PRONT DOOR	Blod	RT Outer panel					1.5
8			RT Belt w'strip w/o chrome				0.2	
			Note: LABOR: Time is after door glass	s is removed.				
9		R&I	RT R&I mirror				0.3	
10			RT Door glass Ford				0.6	
11		R&I	RT Handle, outside primed w/o				0.4	
			passive entry					
12		R&I	RT R&I trim panel				0.5	
13	REAR DOOR							
14	•	Repl	LKQ RT door assy +25%	DM5Z5824630C	1	337.50	1.6	3.1
15	*		Add for Three Stage					2.2
16	-	R&I R&I	RT Applique front				0.2 0.2	
17		KSI	RT Belt w'strip black	is remarked			0.2	
18		PS.T	Note: LABOR: Time is after door glass RT Applique rear	s is removed.			0.2	
19			RT Door glass Ford				0.2	
20		R&I	RT Handle, outside primed w/o				0.4	
20			passive				0.4	
21		R&I	RT Latch assy w/o passive entry				0.5	
22		R&I	RT Door w'strip				0.6	
23	QUARTER PAN	IEL						
24	*	Rpr	RT Quarter panel w/o RS				12.0	2.2
25			Overlap Major Adj. Panel					-0.4
26			Add for Three Stage					0.7
27	#		Align rt quarter for repair				2.0	
28			RT Stone guard	BM5Z5420000A	1	18.45	0.2	
29			RT Qtr glass Ford black molding				1.3	
30			RT Splash shield w/o RS				0.3	
31		R&I	RT Upper qtr trim w/o RS from 12/08/2014				0.2	
32		RST	Fuel door				0.1	
33	*	Rpr	Fuel door				0.5	0.3
34			Add for Three Stage					0.1
35	REAR LAMPS							
36		R&I	RT Tail lamp assy w/o LED from				0.3	
37		RSI	03/26/2015 LT Tail lamp assy w/o LED from				0.3	
			03/26/2015				-	
38	REAR BUMPER	R						
39			O/H rear bumper				1.6	
40		R&I	R&I bumper cover				Incl.	
			Note: Time is after tail lamps are rem Core Charge.	oved. This part is eligible	le for a C	ore Charge. Par	t Price does not incl	ude the
41	* <>	Rpr	Bumper cover				2.0	2.6
42		-	Overlap Major Non-Adj. Panel					-0.2
43			Add for Three Stage					1.0
			-					
44	#		basecoat reduction		1			-0.6
45	*		Valance w/o skirt				Incl.	
46		R&I	RT Reflector				Incl.	
47		R&I	LT Reflector				Incl.	
			Add for park sensor				m 0.4	

Review the steps needed to complete this repair per the estimate

- 1. Blend R/F door
- 2. Repl recycled R/R door
- 3. Rep RT Quarter panel
- 4. Align RT Quarter panel
- 5. Repair rear bumper
- 6. Add for park sensors
- 7. R&I Quarter glass
- 8. Blend Aperture panel upper rail
- 9. Corrosion protection



Line		Oper	Description	Part Number	Qty	Extended Price \$	ı	abor	Paint
1	ROOF								
2			RT Roof molding hatchback					0.4	
3	PILLARS, ROC								
5		Blnd R&I	RT Aperture panel-Upper rail					0.9	0.5
6	FRONT DOOR	MOLI	RT Rocker molding w/o ST					0.9	
7	FRONT DOOR	Blod	RT Outer panel						1.5
8		RAI	RT Belt w'strip w/o chrome					0.2	412
-		POR E	Note: LABOR: Time is after door glass	s is removed.				0.2	
9		RSI	RT R&I mirror					0.3	
10		RAI	RT Door glass Ford					0.6	
11		RSI	RT Handle, outside primed w/o					0.4	
12		RSI	passive entry RT R&I trim panel					0.5	
13	REAR DOOR		The state of the parties					0.0	
14		Repl	UKQ RT door assy +25%	DM5Z5824630C	1	337.50		1.6	3.1
15			Add for Three Stage						2.2
16		RSI	RT Applique front					0.2	
17		RSI	RT Belt w'strip black					0.2	
			Note: LABOR: Time is after door glass	s is removed.					
18	•	R&I	RT Applique rear					0.2	
19		RBI	RT Door glass Ford					0.4	
20		RSI	RT Handle, outside primed w/o					0.4	
			passive						
21		RAI	RT Latch assy w/o passive entry					0.5	
23	QUARTER PAR	RBI	RT Door w'strip					0.6	
24	QUARTER PAR	Rpr	RT Quarter panel w/o RS					12.0	2.
25		Popul	Overlap Major Adj. Panel					ALIO	-0.
26			Add for Three Stage						0.
27		Ror	Align rt quarter for repair					2.0	
28		Repl	RT Stone guard	BM5Z5420000A	1	18.45		0.2	
29		RBI	RT Qtr glass Ford black molding					1.3	
30		RBI	RT Splash shield w/o RS					0.3	
31		R&I	RT Upper qtr trim w/o RS from 12/08/2014					0.2	
32		R&I	Fuel door					0.1	
33		Rpr	Fuel door					0.5	0.
34		mpri	Add for Three Stage					Made	0.
35	REAR LAMPS		Add for Times stage						0.
36		RBI	RT Tail lamp assy w/o LED from 03/26/2015					0.3	
37		RAI	LT Tail lamp assy w/o LED from					0.3	
20	DEAD BUILDED		03/26/2015						
38	REAR BUMPER	•	ON b						
39			O/H rear bumper					1.6	
40		R&I	R&I bumper cover					Incl.	
			Note: Time is after tail lamps are ren Core Charge.	noved. This part is eligible	e for a Co	ore Charge. P	art Price de	es not inc	ude the
41	* <>	Ror						2.0	2
42		-	Overlap Major Non-Adj. Panel					200	-0
43			Add for Three Stage						-0
	_								
44	*		basecoat reduction		1				-0
45	•	R&I	Total Tree Tree State St					Incl.	
46		RSI	RT Reflector					Incl.	
		R&I	LT Reflector					Incl.	
47									

Review the steps according to the 5 planning steps

- 1. Blend R/F door
- 2. Replace R/R door recycled
 - Step 4 painted off the car?
- 3. Repair RT Quarter panel
- 4. Align RT Quarter panel
- 5. Repair rear bumper
- 6. Add for park sensors
 - Step 1 calibration
- 7. R&I Quarter glass
 - Step 1 two separate operations
 - Removal
 - Reinstallation
 - Step 2 Internal or external
- 8. Blend Aperture panel upper rail
- 9. Corrosion protection
 - Step 1 what type



Line		Oper	Description	Part Number	Qty	Extended Price \$	Labor	Paint
1	ROOF							
2			RT Roof molding hatchback				0.4	
3	PILLARS, ROC							
5	-	Blnd	RT Aperture panel-Upper rail					0.5
6	FRONT DOOR	R&I	RT Rocker molding w/o ST				0.9	
7	FRONT DOOR	Blnd	RT Outer panel					1.5
8		RAI	RT Belt w'strip w/o chrome				0.2	413
•		POLICE.	Note: LABOR: Time is after door gla	ess is removed.			0.2	
9		RSI	RT R&I mirror				0.3	
10		RAI	RT Door glass Ford				0.6	
11		R&I	RT Handle, outside primed w/o				0.4	
			passive entry					
12		RBI	RT R&I trim panel				0.5	
13	REAR DOOR							
14	•	Repl	LKQ RT door assy +25%	DM5Z5824630C	1	337.50	1.6	3.1
15			Add for Three Stage					2.2
16	•	R&I	RT Applique front				0.2	
17		RSI	RT Belt w'strip black				0.2	
			Note: LABOR: Time is after door gla	ass is removed.				
18	•	RAI	RT Applique rear				0.2	
19		RSI	RT Door glass Ford				0.4	
20		RAI	RT Handle, outside primed w/o passive				0.4	
21		RAI	RT Latch assy w/o passive entry				0.5	
22		RAI	RT Door w'strip				0.6	
23	QUARTER PAN		KT DOO WAND				0.0	
24		Rpr	RT Quarter panel w/o RS				12.0	2.
25			Overlap Major Adj. Panel					-0.4
26			Add for Three Stage					0.3
27		Rpr	Align rt quarter for repair				2.0	
28		Repl	RT Stone guard	BM5Z5420000A	1	18.45	0.2	
29		R&I	RT Qtr glass Ford black molding				1.3	
30		RAI	RT Splash shield w/o RS				0.3	
31		R&I	RT Upper qtr trim w/o RS from 12/08/2014				0.2	
32		R&I	Fuel door				0.1	
33		Rpr	Fuel door				0.5	0.
34			Add for Three Stage					0.
35	REAR LAMPS							
36		RBI	RT Tail lamp assy w/o LED from 03/26/2015				0.3	
37		R&I	LT Tail lamp assy w/o LED from 03/26/2015				0.3	
38	REAR BUMPER	t						
39			O/H rear bumper				1.6	
40		R8I	R&I bumper cover				Incl.	
			Note: Time is after tail lamps are re Core Charge.	emoved. This part is eligib	le for a Co	ore Charge. Pa		lude the
41	* <>	Ror					2.0	2
	<.5	Rpr.	•				2.0	
42			Overlap Major Non-Adj. Panel					-0.
43			Add for Three Stage					1.
44	*		basecoat reduction		1			-0
45		R&I	Valance w/o skirt				Incl.	
46		R&I	RT Reflector				Incl.	
47		RSI	LT Reflector				Incl.	
48		Repl	Add for park sensor		1		m 0,4	
		and the	received from the country of					

Validating the repair process

- 1. Blend R/F door
- 2. Replace R/R door recycled
 - Step 4 painted off the car = verified
- 3. Repair RT Quarter panel
- 4. Align RT Quarter panel
- 5. Repair rear bumper
- 6. Add for park sensors
 - Step 1 calibration = required
- 7. R&I Quarter glass
 - Step 1 two separate operations
 - Removal
 - Reinstallation
 - Step 2 Internal or external = verified external
- 8. Blend Aperture panel upper rail
- 9. Corrosion protection
 - Step 1 what type = verified cavity wax and e-coating



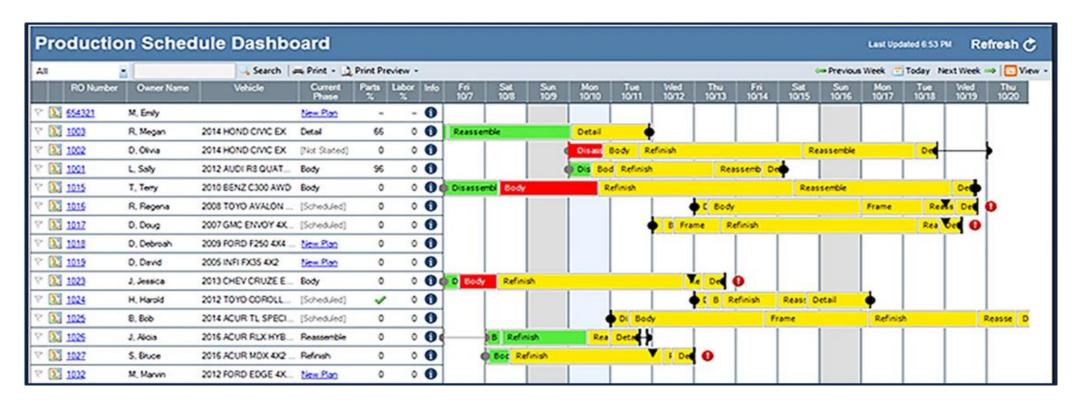
Determining the repair process steps

- 1. Blend R/F door
- 2. Replace R/R door recycled
 - Step 4 painted off the car = verified
- 3. Repair RT Quarter panel
- 4. Align RT Quarter panel
- 5. Repair rear bumper
- 6. Add for park sensors
 - Step 1 calibration = required
- 7. R&I Quarter glass
 - Step 1 two separate operations
 - Removal
 - Reinstallation
 - Step 2 Internal or external = verified external
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 - Step 1 what type = verified cavity wax and e-coating

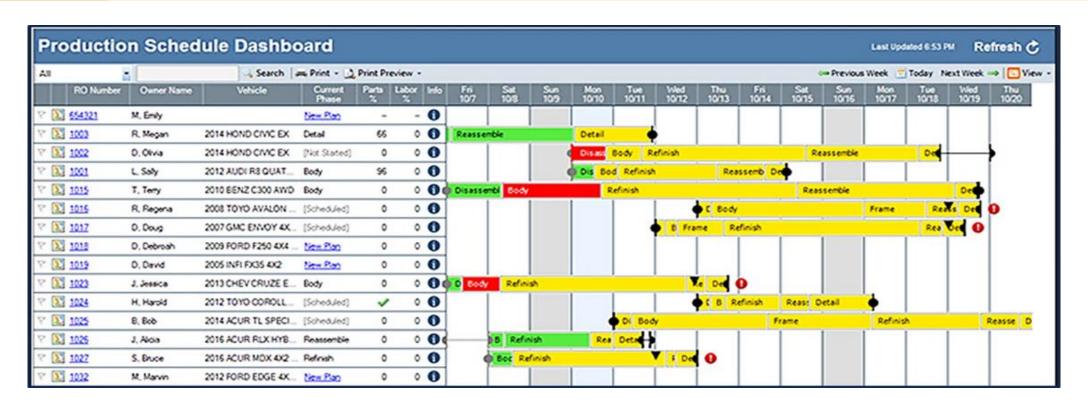
- 1. Remove quarter glass
- 2. Align RT quarter panel
- 3. Repair RT quarter panel
- 4. Repair Rear bumper
- 5. Refinish operations
 - a. Blend R/F door
 - b. Refinish R/R door
 - c. Refinish rear bumper
 - d. Blend aperture panel
- 6. Reinstall quarter glass
- 7. Reassembly operations
- 8. Apply corrosion protection
 - a. Cavity wax
 - b. E-coating
- 9. Calibrate park sensors



Now that you have determined your repair process steps you can create the repair plan in your management system







Having an accurate repair plan will allow you to create timelines for each step, monitor the progression, and allow all involved to understand what needs to be done when.



Having a solid repair production plan allowing to you keep your customers properly informed is the first step in having them completely satisfied when the job is complete





A quote from Glen B. Alleman says it best

"A plan is the strategy for the successful completion of a project any project with out a plan is a project wandering in the wilderness"





Thank You!

John Shoemaker AMAM

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