



JULY NEWSLETTER 2014

2034 O Street
Lincoln, NE 68510
402-477-3941

abodysupply2@neb.rr.com

www.autobodysupplylincoln.com

Paint Department Profits

A concern we hear from some shops is that they feel they don't get paid enough from the insurance companies. First thing to do is to examine your procedures.

Estimates - The estimators are the first place to start. Are your estimators getting the required amount of hours on the job? Are they adding separate line items for emblem tape, undercoating's, chip guard, clips etc. A helpful tip is to have a list of the "Forgettables" close by when writing an estimate. A copy of our 118 Forgettables document can be found on the **ABS** website at www.autobodysupplylincoln.com under Tech Tips.

Standardize Products and Processes - Having every technician follow the same process and use the same products will insure that the work flow will go more smoothly and will reduce your materials in inventory. Let us know if you need assistance establishing a list of authorized products for your shop.

Over Mixing - Only mixing what you need sounds simple but many shops have more waste than they realize because it is not always obvious. An experienced painter with the help of Paint Manager should be able to mix the correct amount and minimize waste. Those extra ounces of wasted products will add up in a month's time. When utilizing **PPG TouchMix Paint Manager** and mixing everything on the scale you will be able to track usage of individual products. When running a mix report you will be able to compare your usage against the benchmark and identify any areas of waste.

Remember, there are shops that **ARE** successful in getting paid properly by insurance companies. It can be done!

If you have any questions on how to get started implementing a new process or additional training contact your **Auto Body Supply** salesman. We are here to help!



Auto Body Supply will be closed on Friday, July 4th.
Have a Safe & Happy Holiday!

NEW STAFF MEMBER



We welcome Dan Hunt to our staff. Dan graduated from SCC in the Auto Collision program and has worked in the collision industry for 27 years working in dealership and independent body shops and also as a shop owner. He has experience as a painter, bodyman and estimator. Dan's primary duties will be counter and outside sales.

