

Auto Body Supply, Inc.

OCTOBER NEWSLETTER 2013

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HOW DO YOU INCREASE YOUR GP? GET PAID FOR WHAT YOU DO!

Sound Simple? The fact is many shops don't get paid for everything they do because they don't ask for it. Insurance companies will pay for many legitimate services *if you document properly and are consistent in your estimating processes.*

We regularly hear shops tell us they can't get paid for any number of items we bring up. "The insurance companies simple won't pay it."

At the same time, we talk with other shops that **DO** get paid for the exact same items. Why is this?

They provide pictures, documentation, I-CAR or manufacturer tech bulletins supporting the claim, they focus on educating themselves and demonstrate consistency.

Want more information? We can help. Contact **ABS** to receive a copy of "118 Forgettables". It's an estimate check list that you can follow to be sure you are getting paid for what you do.



"Coming together is a beginning. Keeping together is progress. Working together is success" ~ Henry Ford

PPG PLATINUM
DISTRIBUTOR

TREND TRACKER

Most shop owners/managers are managing the numbers of their business better than ever. In today's collision repair world you have to. The days of fixing cars and hoping you make a profit are long gone.

Auto Body Supply is taking this one step further. "**Trend Tracker**" is a tool that can help shops maximize material profitability, find waste, and track cost and profit from month to month. By submitting 4 simple numbers each month, the shop receives monthly updates with charts and graphs to help easily monitor 27 key areas that directly affect material profitability.

It's fast, easy, and best of all **FREE** to customers. Call Jerry at **Auto Body Supply** to see how you can get started on **Trend Tracker**.



A new advanced polymerized rubber technology bonded to microfiber **SPEEDY • EASY • SAFE**

Removes industrial pollutants, bonded contaminants, paint overspray and brake dust from the surface of automotive paint, glass, moldings, fiberglass and plastic.

- **SPEED** - Quickly removes contaminants from the surface. Just spray your favorite showroom prep or clay lubricant on the SPEEDY SURFACE PREP™ towel and the surface, glide the SPEEDY SURFACE PREP™ towel back and forth on the surface a few times then stop. Take a separate microfiber towel to wipe the residue from the surface - you are done.
- **LENGTH OF USE** - You can SPEEDY SURFACE PREP™ 50 or more vehicles with one towel.
- **EASY TO MAINTAIN** - If dropped on the ground, simply rinse clean and continue using. Rinse SPEEDY SURFACE PREP™ between uses.
- **NO MORE SHAPING AND RE-SHAPING** - Just fold and go.