



THE TEXAS AUTO BODY TRADE SHOW

is an annual two-day trade event hosted by the Auto Body Association of Texas (ABAT), strategically crafted to foster the success of all levels of the automotive repair industry across Texas and the Southwest region.

Show Attendance is FREE!

Tuition-based education Register now! www.ibk.nyc/tab

FULL SEMINAR PASS: \$199

Participate in as many educational offerings as you'd like, throughout the weekend of the show!

INDIVIDUAL SEMINAR: \$40

FRIDAY, SEPTEMBER 20 SEMINARS & EVENTS

TIME	LOCATION	EVENT
8:00AM	ENTRANCE LOBBY	Badge Registration Opens
9:00AM - 12:00PM	SOUTH TEXAS ROOM	Association Roundtable This is a private event by invitation only; please contact event management with questions.
1:00PM	SHOW FLOOR	TRADE SHOW FLOOR OPENS
1:00PM	CORRAL ROOM	Commonly Missed, Included & Not Included Estimating Items Presented by Danny Gredinberg, Database Enhancement Gateway (DEG) This session will guide estimators and managers through various commonly missed operations and included / not included items throughout the repair process. Attendees will learn where to find proper documentation within the DEG to help map out and build a comprehensive repair plan.
1:00PM	LONGHORN ROOM	How to Get Paid For Your Work: Receiving Proper Compensation for Proper Repairs Presented by Robert McDorman, Auto Claim Specialists Using real-world analysis and success stories, certified auto appraiser Robert McDorman will lead attendees through techniques and strategies for shops to successfully receive proper compensation for performing repairs to OEM specifications.
1:00PM	CACTUS ROOM	Corrosion Protection: Is Your Shop Prepared for the Post Repair Inspection Era? Presented by: Shawn Collins, 3M Shawn Collins with 3M Technical Service is presenting this technical segment on the critical importance of doing the right repair with the correct materials on the vehicle of today. This segment recognizes the critical proper repair that will pass a post repair inspection – and keep the consumer safe. Collins, a well-known SEMA presenter, brings vast technical knowledge and expertise in understandable language for repairers to "make a difference."

Will Rogers
Mem'l Center
Fort Worth, TX

September 20–21, 2019

Presented by the



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TIME	LOCATION	EVENT
3:00PM	CORRAL ROOM	Blue Printing: Not Your Grandfather's Estimate Presented by Ron Reichen, Precision Body & Paint; and Danny Gredinberg, Database Enhancement Gateway (DEG) Join an interactive dive into the new era of repair planning. Vehicles are now constructed of multi-substrate materials and loaded with a mass of electronics, both functional and safety-related. The OEs now provide detailed repair procedures that outline in systematic detail how vehicles must be remanufactured following a collision. The collision repairer of today must incorporate this information into every repair plan to protect the consumer and themselves, and to ensure the vehicle will function exactly as designed if a second loss occurred. This presentation will guide you through proven processes in repair planning and profitability. It will change the way you manage the repair process in the future.
3:00PM	LONGHORN ROOM	Shop Procedure Implementation Presented by Matthew McDonnell, Big Sky Collision Center Find your starting place with the new training and education culture. Matthew McDonnell from Big Sky Collision Centers, a three-shop MSO in Montana, brings a new and enlightened perspective of employee engagement to this class. McDonnell will share how he has successfully engaged his team to achieve maximum efficiency, quality output and uniformity of performance. His team actively participates in the development of the Standard Operating Procedures and manages their implementation, being accountable to each other and to Big Sky Collision. This class is a "BIG" motivator for owners, managers and technicians.
3:00PM	CACTUS ROOM	Collision Repair Coaching: Giving Technicians What They Need to Do the Right Thing Presented by: Chris Ollila, Verifacts Automotive & Burl Richards, Burl's Collision Center Coaching can bring a new efficient energy into the collision repair shop process. In light of new technology and challenges every technician faces, this hands-on individual training is a critical tool for a quality safe repair. Learn how a third party coach can bring an entire organization into a winning team. Closing the 'training and understanding gap', a Coach will bring new repair methodology, proper and efficient new equipment usage into the right steps in the process. Consistent shop assessments develop an on going 'real time' education for technicians.
6:00PM - 7:00PM	SOUTH TEXAS ROOM	Body Shop Panel Discussion Panelists TBD Body shops come in all shapes and sizes. Independent, dealership, multi-shop independent, MSO, and more! Come hear about the similarities and differences from managers of all shop sizes, their secrets to success and thoughts on how they're navigating this changing industry.
8:00PM	TRADE SHOW CLOSES	

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SATURDAY, SEPTEMBER 21 SEMINARS & EVENTS

TIME	LOCATION	EVENT
10:00AM		TRADE SHOW OPENS
10:00AM	SOUTH TEXAS ROOM	OEM Panel Discussion Panelists TBD; Moderated by Ron Reichen, Precision Body & Paint; & Mark Olson, VECO Experts A highlight of this show will be the OE Panel Discussion, moderated by Ron Reichen (past Chairman of SCRS and owner of Precision Body and Paint's 3 locations in Oregon) and Mark Olson (CEO of VECO Experts). This dynamic panel of OEM representatives and equipment manufacturers will explore: Newest technology, OEM repairer recommendations, proper equipment, repairability, certification and training. This hour-and-a-half session will include a Q&A session.
11:30AM - 12:30PM	SEMINAR HALLWAY	LUNCH BREAK FOR SEMINAR ATTENDEES
12:30PM	CORRAL ROOM	Blue Printing: Not Your Grandfather's Estimate Presented by Ron Reichen, Precision Body & Paint; and Danny Gredinberg, Database Enhancement Gateway (DEG) Join an interactive dive into the new era of repair planning. Vehicles are now constructed of multi-substrate materials and loaded with a mass of electronics, both functional and safety-related. The OEs now provide detailed repair procedures that outline in systematic detail how vehicles must be remanufactured following a collision. The collision repairer of today must incorporate this information into every repair plan to protect the consumer and themselves, and to ensure the vehicle will function exactly as designed if a second loss occurred. This presentation will guide you through proven processes in repair planning and profitability. It will change the way you manage the repair process in the future.
12:30PM	LONGHORN ROOM	Shop Procedure Implementation Presented by Matthew McDonnell, Big Sky Collision Center Find your starting place with the new training and education culture. Matthew McDonnell from Big Sky Collision Centers, a three-shop MSO in Montana, brings a new and enlightened perspective of employee engagement to this class. McDonnell will share how he has successfully engaged his team to achieve maximum efficiency, quality output and uniformity of performance. His team actively participates in the development of the Standard Operating Procedures and manages their implementation, being accountable to each other and to Big Sky Collision. This class is a "BIG" motivator for owners, managers and technicians.

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2:30PM	CORRAL ROOM	<p><i>Use BillableGenie to Get Paid for More Procedures at Better Rates</i> Presented by Sam Valenzuela, National Auto Body Research As the industry's first searchable database of actual repair data from insurer written and paid estimates, BillableGenie is the industry's new, disruptive technology to help level the playing field for payment of not-included procedures. NABR will demo BillableGenie to show how shops can use it to get paid for more of their work and at better rates.</p>
2:30PM	LONGHORN ROOM	<p><i>How to Get Paid For Your Work: Receiving Proper Compensation for Proper Repairs</i> Presented by Robert McDorman, Auto Claim Specialists Using real-world analysis and success stories, certified auto appraiser Robert McDorman will lead attendees through techniques and strategies for shops to successfully receive proper compensation for performing repairs to OEM specifications.</p>
2:30PM	CACTUS ROOM	<p><i>Collision Repair Coaching: Giving Technicians What They Need to Do the Right Thing</i> Presented by: Chris Ollila, Verifacts Automotive & Burl Richards, Burl's Collision Center Coaching can bring a new efficient energy into the collision repair shop process. In light of new technology and challenges every technician faces, this hands-on individual training is a critical tool for a quality safe repair. Learn how a third party coach can bring an entire organization into a winning team. Closing the 'training and understanding gap', a Coach will bring new repair methodology, proper and efficient new equipment usage into the right steps in the process. Consistent shop assessments develop an on going 'real time' education for technicians.</p>
5:00PM	SOUTH TEXAS ROOM	<p><i>Life After the Lawsuit: An Hour With Todd Tracy</i> Presented by Todd Tracy, Tracy Law Firm What better way to close the 2019 Texas Auto Body Trade Show than with an invigorating presentation from the incomparable Todd Tracy? Join us as Todd shares takeaways from the Tracy Law Firm's \$42 million litigation win against John Eagle Collision, discusses shop liability, adherence to OEM repair guidelines and tons of never-before-shared information that will leave everyone in attendance motivated and engaged.</p>
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