

Seminars & Events



FRIDAY, AUGUST 26

7AM: Badge Registration Opens (Entrance Lobby)

8AM-9:30AM: *Economics 101: What EXACTLY is a Prevailing Rate?* (Classroom 3) Presented by Tim Ronak (AkzoNobel)

The current geopolitical economic pressures have fueled historic inflationary pressures while driving unemployment to record lows. In an environment of scarce labor resources, in the midst of the Great Resignation, how do you create a reimbursement model that permits funding qualified staff in a way that keeps them engaged and employed by YOU? How do you price yourself in a market and avoid any Antitrust complications when updating or engaging in market surveys?

8AM-9:30AM: *Complete Understanding of the Economic Total Loss Scheme* (Classroom 4)

Presented by Robert McDorman (Auto Claim Specialists)

This presentation will reveal and analyze the differences between supported data and the manipulated unsupported data used by the insurance carriers to carry out the economic total loss scheme in Texas. Additionally, repairers will acquire an understanding of the Right to Appraisal process and how to best implement the strategy into your business, which can detour this systematic scheme used by insurance carriers to realign their liability.

9:45AM-11:15AM: *Data Sharing and the Unintended Consequences* (Classroom 3) Presented by Pete Tagliapietra (DATATOUCH LLC)

The mystery of how repair information – correct or not – ends up on public VIN searching sites is becoming a big problem. Pete Tagliapietra discusses the importance of Personal Identification Information (PII) and repair data privacy along with security trends in the collision industry. The discussion includes the impact of data pumps on the industry and on industry stakeholders.

9:45AM-11:15AM: *Change the Game! A New Way to Bill More Hours at Better Rates* (Classroom 4)

Presented by Richard and Sam Valenzuela (National AutoBody Research)

National AutoBody Research (NABR) principals Richard and Sam Valenzuela will use industry-exclusive data, combined with purpose-built tools, to enable collision repairers to collect more billable hours at better rates, in a way that they have never been able to do before. Labor rate topics include surveys, inflation, cost of living, cost of doing business, market competition,

DRPs, customer pay, labor rate strategy and more. Billable hour topics include what procedures insurers are really paying, where, for how much, what concessions they make, labor rates paid, getting more out of total losses and more.

11:30AM-1:30PM: *Lunch & Legislation Panel Discussion (Junior Ballroom)*

Featuring Texas Legislators, Jacob Smith (ABAT Lobbyist), Ware Wendell (Texas Watch), Ron Reichen (Precision Body & Paint), Pete Tagliapietra (DATATOUCH, LLC), Burl Richards (ABAT President)

A panel of legislators and industry experts will address safety and security-related issues in our industry, the upcoming legislative session and what changes we hope to see here in the Lone Star State.

1PM: *TRADE SHOW FLOOR OPENS*

3:30-5PM: *Tech Shortage Panel (Junior Ballroom)*

Featuring Dave Kindig (Bitchin' Rides), Greg Luther (Helfman Collision), Amber Ritter (Collision Repair Education Foundation), Dave Robinette (I-CAR), Raven Hartkopf (Collin College)

Moderator: Tim Ronak (AkzoNobel)

Industry experts have warned us that a tech shortage was coming for years. Now that we are all seeing the effects first-hand, the need to take action is a requirement for the future of our businesses. Come hear from celebrity, national and local panelists who share your pain and have decided to take action. You will be provided with simple, proven solutions to this major industry issue before we land ourselves in a state of emergency.

8PM: *TRADE SHOW CLOSES*

SATURDAY, AUGUST 27

9AM-10:15AM: *Repair Planning Using The DEG and OEM Owners Manuals to Earn the Vehicle Owner's Trust (Classroom 3)*

Presented by Danny Gredinberg (Database Enhancement Gateway)

Do you have trouble earning customer or bill payer trust in repairing vehicles? Do you have a hard time explaining WHY you have to perform certain operations? DEG Administrator Danny Gredinberg will share the tools to find out WHY critical operations may need to be performed using information from the owner's manuals and why it may NOT be an included operation.

9AM-10:15AM: *Insurer vs. Customer: Who Pays? How to Approach Out-of-Pocket Costs Above Deductibles with Customers*

Presented by Logan Payne (Payne and Sons Paint & Body)

Led by local DFW shop manager, Logan Payne, this discussion will include labor rate and part price differences, labor shortages, reputedly dealing with insurers...and more. Come learn how to have an awkward conversation when the insurer is unwilling to pay the actual cost of a quality

repair and still keep your customer satisfied! The discussion is intended to be an exchange of ideas and experiences, addressing the scenario of what happens when repair costs exceed insurance deductibles, so audience participation is encouraged.

11AM: TRADE SHOW FLOOR OPENS

10AM-11:30AM: *Conventional vs. PDR: The Great Debate* (Classroom 1)

Presented by Chris White (KECO Products)

In this 90-minute session, we invite BOTH PDR and conventional repair technicians to participate in a dynamic presentation about dent repair, followed by an open mic session where all technicians are invited to join the conversation. We will discuss how the two repair methods really aren't as far apart as they may seem and open up dialog about what it takes to make a proper repair.

10:30AM-11:30AM: *Not your Grandfather's Estimate: Part Two* (Classroom 3)

Presented by Danny Gredinberg (Database Enhancement Gateway) and Ron Reichen (Precision Body & Paint)

Join an interactive dive into the new era of repair planning. When dealing with multi-substrate materials and extensive electronics, today's collision repairer must incorporate the OEM procedural information into every repair plan to protect the consumer and themselves, as well as to ensure the vehicle will function exactly as designed if a second loss occurs. This presentation will guide you through proven processes in repair planning and profitability and will change the way you manage the repair process in the future.

10:30AM-11:30AM: *Post-Repair Inspections: The Devil is in The Details* (Classroom 4)

Presented by Robert Grieve (Nylund's Collision Center; SCRS Executive Committee)

Robert Grieve is a champion for safe and proper repairs, and his video series on his "GRIEVEances" has become quite popular nationally. Robert comes to Texas to unpack several case studies of his own post-repair inspections and discuss what we, as an industry, can do to raise the bar of quality and integrity. Rob and his team have been helping guests navigate through the painful process of post-repair inspections since 2013. You will walk away with a much deeper understanding that the "devil really is in the details" when it comes to the products and services that repairers deliver.

3PM-5PM: *OE-EV Panel* (Junior Ballroom)

Featuring Mark Allen (Audi USA), Frank Phillips (Rivian), Lucid Motors and more.

Moderator: Frank Terlep (Auto Techcelerators, LLC)

Join us for a panel discussion about the upcoming technologies and repairabilities of electric vehicles (EVs) in today's market. You will hear from manufacturers about vehicles that haven't even hit the streets of Texas yet! Be the first to know what's coming down the electric pipeline and what you may need to do to keep up with these emerging technologies.

6PM: TRADE SHOW CLOSSES

Visit [ABAT.US/2022TRADESHOW](https://abat.us/2022tradeshow) for more info & to register!