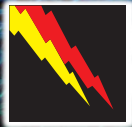


March 2024



automotive
COLOR & SUPPLY corp.



MONTHLY QUICK TIPS

from SCRS

About SCRS: Through its direct members and 40 affiliate associations, SCRS is comprised of 6,000 collision repair businesses and 58,500 specialized professionals who work with consumers and insurance companies to repair collision-damaged vehicles. Additional information about SCRS including other news releases is available at the SCRS Web site: www.scrs.com. You can e-mail SCRS at the following address: info@scrs.com.



Ben Simmons on Health Plans Your Employees Can Love – IDEAS Collide 2023

Ben Simmons, Chief Strategy Officer for Graviie shares with the IDEAS Collide audience how consumers have become accustomed to a very low bar in terms of seeing value in their health benefits. Add to that the low expectations people have for a positive experience using their benefits, and it's easy to see why the public views health coverage as a necessary evil.

But what if there were a way to offer a health plan that combines access to benefits people can actually use, with a customer experience that prioritizes ease and simplicity, while also reducing premium and claim expenses?

Learn how one industry disruptor has been successful innovating in one of the most challenging industries in the nation and learn how its flagship health plan is creating benefits its members and employer customers love.

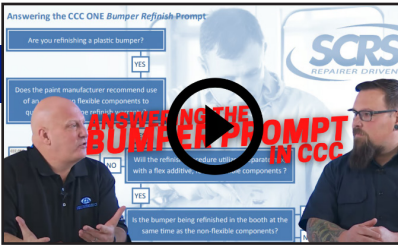
The IDEAS Collide Showcase features fast-paced presentations designed to stimulate thought, innovation, and resolution of business challenges with brash, outspoken, and provoking concepts from thought leaders both in and out of the industry. This presentation was delivered during the 2023 SEMA Show, and put the spotlight on individuals and companies with topics that rattle the status quo, and ambitious ideas that could have a transformative effect on the industry. Hit the thumbs up to subscribe and be notified as more IDEAS Collide sessions are released and visit <https://rde.scrs.com> for more Repairer Driven Education sessions from SCRS.

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SCRS Quick Tip: Answering the Bumper Prompt in CCC



If you are writing a repair plan in CCC and refinishing a bumper you will be prompted to answer the question “will the bumper be refinished in a separate procedure from the other panels?” Your options will be “yes” or “no,” and how you answer will have an impact on the bottom line.

If you are using a flex additive, that means you will be refinishing the flexible components, like a bumper, in a separate procedure. Flexible parts must be able to deform when “bumped” and resist chipping and cracking. This requires flexible additives combined with the undercoats and clearcoats.

- If you are using a flex additive, as specified by the refinish manufacturer, the correct answer to the question is “yes.”
- If the paint manufacturer does not recommend the use of flex additive, the answer is “no.”

Understand that selecting “no” will result in overlap deductions on additional panels with refinish, and will include the bumper cover in the 2.5 clear coat cap. “According to the “Guide to Estimating,” page G36, “any component clear coated as a separate procedure,” is not included. If the Bumper Cover requires a different clear coat mix because of flex additives, a separate procedure is required. This holds true for the majority of flexible components and recommended refinishing techniques.” (DEG Inquiry 5321)

Mike and Danny discuss how to decide the correct way to answer the question, why it is being asked, and how to identify how it was answered when looking at printed estimate or repair plan.

For more on deciding “yes” or “no,” visit the SCRS flowchart on “Answering the CCC ONE Bumper Refinish Prompt.” [Click Here](#)

Mike and Danny discuss how to decide the correct way to answer the question, why it is being asked, and how to identify how it was answered when looking at printed estimate or repair plan.

For more on deciding “yes” or “no,” visit the SCRS flowchart on “Answering the CCC ONE Bumper Refinish Prompt.” [Click Here](#)



Bing Wong on Growth through Acquisition – IDEAS Collide 2023

Bing Wong, Managing Partner at Collision Builders, explores key things body shop operators need to know when considering growing their business through an acquisition. Listen as Bing talks through the benefits of growth through acquisition, what to look for in potential targets and how much you should expect to pay for a business. He even discusses top tips on deal structure and three specific things to avoid when buying a shop.

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