

This consulting engagement is designed to review and refine the Estimators' skills relative to collision repair estimating. The shop will learn how to optimize profitability per repair order, while complying with insurer DRP requirements.

"We've learned to write better estimates, we get paid for each and everything we do, and our administrative functions run more smoothly."

*Edgar Chave
Production Manager
Britland Auto Body, Inc.
Green Brook, NJ*

ESTIMATING PROCESS REVIEW

Target Audience

Estimator, General Manager and Owner

Are You Experiencing:

- Low gross profits
- Incomplete or inconsistent estimates
- Missed payable items
- Lack of formal process for estimating
- Multiple supplements

This Consulting Engagement Will Provide:

- Closed estimate audit
- Techniques to write a complete estimate
- Review of commonly missed p-page items
- Chargeable item list of commonly missed items
- Standardization of operation and item terminology within shop
- Roadmap to standardizing dropdown menus
- Guidelines for a periodic calibration exercise
- Estimator support tool list

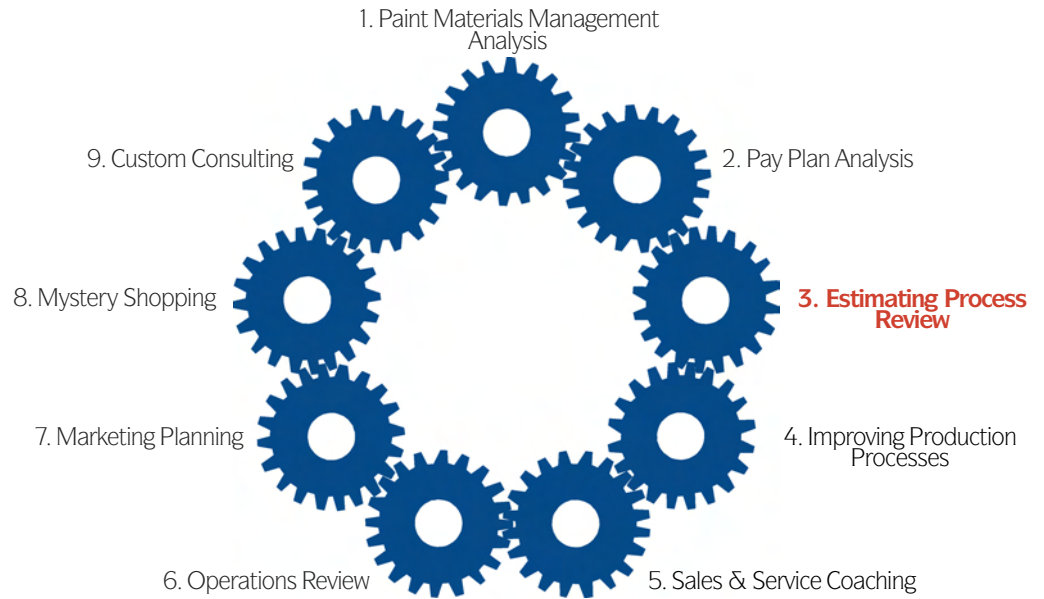
Why We Are Different!

We understand the value of your team's time and the need to keep your staff in the repair facility maintaining production. It's not always convenient and/or effective to send employees to off-site training classes and hope they bring back new ideas to implement. Therefore, our on-site consulting packages may be the better solution for you.

Akzo Nobel is known for providing exceptional consulting services. A full-time consulting staff shows our commitment to body shop profitability. The largest and most capable group of experts in the industry provides your business with proven performance-enhancing services. Akzo Nobel Services Consultants follow a structured methodology of assessment, analysis, recommendation and implementation to ensure successful engagements with clients.



Consulting Services



Investment Analysis*
Estimating Process Review

Assumptions

Current Sales (Monthly)	\$100,000
Current Efficiency	150%
Current Gross Profit Margin	39%
Current Overhead Expense to Sales	28%

Profit Drivers	Service Impact	Monthly Profit Change
Sales	1.0%	\$390.00
Efficiency**	N/A	\$0.00
Direct Cost (as a % of sales)	N/A	\$0.00
Overhead Expense (as a % of sales)	N/A	\$0.00
<i>Total</i>		<i>\$390.00</i>

Investment

Service Cost	\$750.00
Salary & Benefits (service execution)	\$150.00
Travel	\$0.00
Salary & Benefits (implementation)	\$600.00
Other Implementation Costs	\$0.00
<i>Total</i>	<i>\$1,500.00</i>

Your Potential Return on Investment

Annual Operating Income Improvement	\$4,680.00
Investment	\$1,500.00
Return on Investment (\$)	\$3,180.00
Return on Investment (%)	212%
Investment Breakeven in Business Days	80.8



* This analysis is not a financial guarantee. It assumes proper and complete implementation of concepts and recommendations offered.
** Profit improvement from an increase in efficiency is expressed through an increase in sales.