



Industry Overview

with Janet Chaney

Janet Chaney has been a long-time contributor to Autobody News. She is a former body shop owner and now owns and operates Cave Creek Business Development. Chaney supports many body shop associations and looks after her clients from the Bitterroot Valley in Montana. She may be reached at jchaney.cavecreek@gmail.com

Determining Cash Values for Vehicles, An Inside Look at Mitchell's Database Amongst Topics Covered at ABAT Event

The Auto Body Association of Texas is focused on their future and saw close to 100 attendees participate in their Collision Industry Day, September 25 in downtown Fort Worth, Texas. The meeting room was lined with sponsors providing support to the

like this is to ensure that everyone who attends gets valuable information they can take back with them," said **Burl Richards**, ABAT's president. "I asked for a 'show of hands' from everyone that felt this was a worthwhile event and it was instant and

summer. McDorman is a third-party appraiser who assists Texas consumers in finding the actual cash value for their vehicle after an accident. This

proper fair market value through the appraisal clause," said McDorman. "When the proper fair market value is used by the insurance company there will be less vehicles totaled out and more vehicles repaired, thus increasing body shop profit."

He said that he wanted to share information with shops about presumptive value versus factual vehicle value, diminished value and how the two will build more net profit to a shop's bottom line and stronger customer satisfaction and loyalty.



A full house for the Auto Body Association of Texas

Texas collision industry and there was not an empty seat to be had in the classroom. The group was highly energized and welcomed the speakers with rapt attention.

"Our main objective in an event

unanimous; everyone immediately raised their hands!"

After a Texas barbecue networking lunch, **Robert McDorman** of Vehicle Value Experts from Beaumont, Texas spoke about helping the con-



Robert McDorman of Vehicle Value Experts Makes a Seminar Presentation

may save vehicles from being a total loss when they are economically repairable by confirming the value of the vehicle. His consumer-based business focus is on diminished value claims, total loss value assessments and auto appraisals.

"My message was designed to help shops realize that the value of the vehicle can be adjusted upward to the