

ABAC NEWS

JAN-FEB
2013

Visit Us Online At
www.abaconn.com

The Official Newsletter of the Auto Body Association of Connecticut

New Year's Resolution



I hate New Year Resolutions because it's almost impossible to keep them. But that being said its 2013, and we all need some business resolutions to keep.

The ABAC has provided important Education seminars and will add even more this new year. Let's all try to find something that will help our business's become more profitable, and stick to it. With the continuing separation of your labor rate, and what insurance companies insist is the "prevailing rate", could be a good one to start with. Paint and material reasonable reimbursement is another. What about training for your technicians? Update your equipment? Update your documents? Taking more

time to dissect what you are getting paid for, and what you are actually really doing? All these things can be worked on, and can be accomplished, if you commit and stick to it.

The cost of doing business is on the rise, and so should your reimbursement for your repairs. Do you ever hear "If you don't ask for it you won't get it"? Remember, be the squeaky wheel and get the grease. This is what insurance companies teach their appraisers: "You're the only one", I love that one. When an insurance appraiser tells you that you are the only one who is asking for something, or who he is paying for something, that is the ultimate compliment, because you have succeeded in proving your charges. Stop fixing vehicles the way an insurance company is suggesting. Fix the vehicle for your customer, properly and safe. You are the professional not them. This you better understand or you will not survive in the future. Don't be afraid to be correct, and get paid for it.

(Continued on page 2)

Also in this issue.....

Hands-On Innovators	Page 3-5
Working Off the Insurance Company's Estimate is a Bad Idea	Page 6
SCRS Takes a Look Back at 2012	Page 7-10
"In The Headlights"	Page 11
CIC Proposes Change of "Class A Shop Requirements"	Page 11
Welcome to A New Supporting Advertiser	Page 12
ABAC Officers	Page 12
ABAC Corporate Sponsors	Page 12



(Continued from page 1)

If you're not an ABAC member, become one. If you think the ABAC is not doing enough for you, let us know because we need your input to provide what our members need.

So what's the ABAC doing for me you ask? Well, I will tell you:

ABAC Accomplishments for 2012

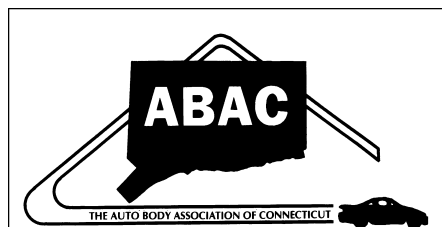
- ***Meetings with Attorney General's Office***
- ***Meetings with Senator Blumenthal's Office***
- ***Meetings with the Department of Insurance***
- ***Meetings with consumer groups***
- ***Solidarity with other State Associations***
- ***Position Statement on State Farm's Parts Procurement Program (Parts Trader)***
- ***ABAC radio advertisements "Your Car Your Choice"***
- ***Work with I-CAR to discount classes for members***
- ***Brought O.E.M. training and Education seminars to membership meetings***
- ***Standardized Repair Contract***
- ***Watchful eye on legislation***
- ***Working on Class Action Lawsuit vs. Progressive***
- ***Redesign of the ABAC website***
- ***Increased membership***
- ***Increased Supporting Advertisers***
- ***Attend Industry Seminars to better educate membership***

This, and more, is what your ABAC has done for you. We plan to do all that and much more in this New Year. So in closing, support your association, get involved, get educated, and make a business New Year's Resolution you can keep.

I look forward to working for you and our membership this year.

Tony

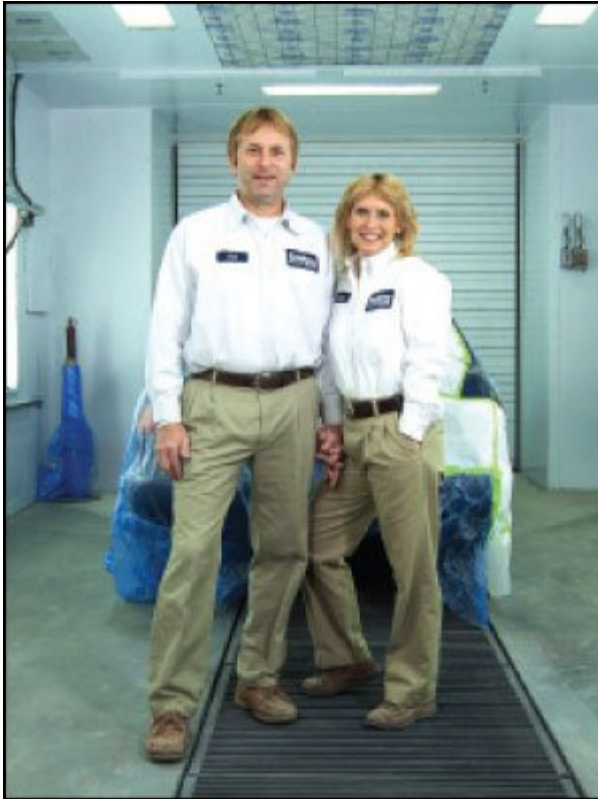
**Tony Ferraiolo
ABAC President**



Hands-On Innovators

Eddie and Carol Lupinek's quest for better throughput, combined with their ingenuity and craftsmanship, resulted in big improvements in the paint department.

JAKE WEYER



Eddie Lupinek is a skeptic. It's in his nature to question, analyze and think through everything. Especially when it comes to equipment for Eddie's Auto Body, his shop in the small town of East Haddam, Conn.

"I don't necessarily take everything as it's presented," says Lupinek, the second-generation owner of the family business, founded by his father in 1956. "I think about things a lot and I'm always jotting down ideas. I have all of these sketches everywhere."

Lupinek and his wife, Carol Lupinek, who together run the 3,300-square-foot shop, are firm believers in the ability of ingenuity and old-fashioned hard work to drive success—it has at their facility, especially in the paint department. When they were unable to find a paint booth that met their needs, they built their own, one that is turning heads in their market, drastically reducing energy costs and helping the shop complete vehicles faster.

It's a reflection of the progressive thinking that has helped the little repair center breach \$1 million in annual sales without a single direct repair relationship.

Building a Better Booth

In recent years, Eddie's Auto Body had grown to the point where it could no longer handle the volume of traffic coming through its doors. About a year ago, the shop was repairing 50–60 vehicles a month, but it had the potential to repair closer to 70. The shop's biggest bottleneck was its paint booth, Eddie Lupinek says. "We had an old cross-flow booth, which 30 years ago was fine," Lupinek says. "But it was getting outdated."

He had known for years that the booth should be updated, but until Carol Lupinek joined the shop as office manager about five years ago, he hadn't been able to free up enough time to solve the problem. Knowing he wanted a downdraft booth, he researched his options, but none of them quite matched the vision he had spent years developing in his head. "I looked at everything that has come out, and what I wanted, certain things that I was looking for—economical to use and creating a safe work environment and all of this kind of stuff—I was not seeing them come in the same package," Eddie Lupinek says. "So when I couldn't get what I wanted, I decided to make it."

But before the booth was built, Eddie Lupinek discovered what he called the "missing ingredient."

At a trade show last year, he came across a Canadian-built infrared catalytic drying unit from a company

(Continued on page 4)

(Continued from page 3)

called Sun-Spot. Though he was highly skeptical as always, he decided to purchase a couple of units and test them in the shop. What he found was that the product, similar to those used to reduce dry times in the U.K., was able to dry primer in a few minutes, waterborne paint in as little as 6 minutes—and it could cure clear-coats in 10 minutes. The new booth would be built around this technology, he decided.

The Lupineks close their shop for a two-week period every year for a “vacation,” that for the last three years has been spent making improvements to the shop. Their vacation last year was dedicated to building the new paint booth. “From my perspective, we always want to make things better,” Carol Lupinek says of the couple’s drive to constantly improve. “How can we make things better or more efficient? How can we do things that are more efficient and save money? And we feed off of each other in that we both are not afraid to pick up a shovel.”



For two weeks in late June and early July, the Lupineks and a few other employees worked around the clock replacing their cross-flow booth with a custom-made downdraft booth that would incorporate the Sun-Spot units. The result is a booth that has allowed them to repair an additional three cars per week, bringing monthly sales from around \$70,000 to upwards of \$90,000. The booth uses a mere five gallons of propane each month running five cycles a day, resulting in a cost of just 30 cents a cycle. That produces a monthly expense that is thousands of dollars less than conventional downdraft booths.

Some of the booth’s most notable features:

- **Two adjustable HT-200 Sun-Spot infrared drying units that each have a drying footprint of 4 feet by 8 feet.**
- **Three portable Sun-Spot infrared units with a drying footprint of 22 inches.**
- **A clean room above the booth filters room-temperature shop air three times. First, air passes through a 20-foot-wide by 8-foot-high row of household furnace filters positioned at a 30-degree angle to prevent dust accumulation. Then the air moves through two sets of booth filters. Eddie Lupinek says the air toward the ceiling is several degrees warmer than the air at ground level (he figures a degree of temperature is gained for each foot of elevation), so the booth is naturally being fed a steady flow of warm air. Fresh air is still fed to the shop floor through mechanical dampers in a compressor room, so the booth is creating negative pressure, acting as a big filter of shop air. The Lupineks believe it’s a health benefit for employees.**
- **The booth has no burners. An air makeup unit is unnecessary because the Sun-Spot units, which dry paint from the inside out, do the curing.**

“We do spot repair. We’re often not painting an entire car,” Carol Lupinek says. “So to heat the whole booth to 160 [degrees] and exhaust out 160 [degrees] doesn’t make sense to us.”

(Continued on page 5)

(Continued from page 4)



The Lupineks invested \$70,000 in the new booth, including the Sun-Spot units, and expect to recoup the cost in less than two years. They were so enthusiastic about the differences the booth and the Sun-Spot technology made that they hosted an open house last year to share it with other shop owners.

The Lupineks say their techs no longer have to work on several cars at once because down time is all but eliminated. When drying primer, for instance, a car will be done by the time a technician gets his sandpaper.

“It’s increased our turnover time considerably,” says the shop’s painter, Rob Cromeenes. “The jobs are cleaner and the fumes in the booth are sucked out twice as fast as they used to be.”

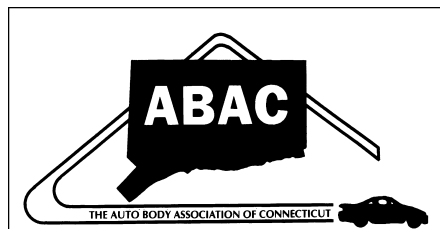
Aiming to Improve

Eddie Lupinek is always looking forward. Other recent innovations include a bumper rack attached to a garage door lift that hoists bumper covers to the ceiling to clear valuable shop space, and a bright, portable light that utilizes paint booth bulbs to improve technician views of vehicle damage.

Next up for the Lupineks is a shop expansion, planned for their next summer vacation. It will include an expanded customer waiting area, a wash bay, an estimating bay with a lift and a parts room. The goal, the Lupineks say, is not to get bigger, but to work smarter and be better at what they do.

“I love the industry and I love what I do,” Eddie Lupinek says. “If I can do everything I can to build an environment that is safe for the employees and it’s something I can grow old doing, that’d be the goal.”

This article originally appeared in the January issue of FenderBender Magazine and was reprinted with permission from FenderBender. Visit FenderBender at www.FenderBender.com





Working off the Insurance Company's Estimate Is a Bad Idea

I have had the pleasure of working with repairers across Connecticut and the United States on a host of legal and practical issues affecting the auto body industry. I've learned about and observed various business practices, including that of repairers working off insurance company estimates. I suspect, like many industry practices, this stemmed from a distorted custom or habit. Progressive industry leaders here in Connecticut and across the country have been working on rethinking customs and habits of the industry. One such custom or habit that I might suggest is deserving of some attention is that of shops working off insurance company estimates. For a variety of reasons, I would strongly discourage anyone from doing this.

Getting away from the insurer's estimate is not only critical in court, but critical to the quality of the repair process, and the first step toward regaining control over your shop and your destiny.

I've probably said this a million times, but it bears repeating. A shop's legal rights, duties and obligations are due and owing its customer, the vehicle owner. Even under the circumstances of a direct repair contract, the shop still owes primary obligations to its customer, the vehicle owner. The buck stops with the shop on repair decisions, and the shop alone is responsible, legally and otherwise, for repair decisions and parts used. A shop cannot argue in court, for example, that it was simply following the directive of the insurance company or working off the insurance company's estimate. Indeed, making such a claim would potentially expose the shop to legal claims. Insurers are not licensed to repair vehicles. Insurers and their appraisers are trained in making educated guesses, and they are trained to make those guesses as inexpensively as possible. In my opinion, following the directive of an insurance estimate under those conditions is tantamount to professional malpractice.

Accordingly, I would strongly discourage any shop from working off the insurance company's estimate, or doing so only to later solicit supplements. Going to court with a "final supplement of record" or something of the like is counterintuitive and unhelpful. Each job should be blueprinted or written up in accordance with your shop's own standards and practices. And each job should conclude with a final invoice as required by General Statutes § 14-65h.

For every repair job, I would advise, at a minimum, that each shop secure a proper signed repair authorization, create a blueprint of repairs from the shop's own best judgment, and provide the customer with a final invoice. Incorporating these basics into your business – for every job – will undoubtedly help improve efficiency and profitability. And, in the event your business practices are subject to the scrutiny of the DMV or a court of law, you will be in a much better position to defend yourself or collect on the unpaid bill.

John Parese

***Buckley & Wynne
Attorneys at Law***

Society of Collision Repair Specialists Takes a Look Back at 2012

Written by Aaron Schulenburg

2012 was an interesting year in the industry; a year that was filled with both new and pre-existing challenges for collision repair business owners. Business activity fluctuated from week to week causing market uncertainty, daily reports of consolidation filled the headlines of the trade press, insurance companies continued to develop ways to interject themselves into collision repair business management, and reports of technology development cast a long term question mark over the future of collision repair businesses. When concern and uncertainty occupy the marketplace, businesses often look to the collective power of community to find information, lean on support from their peers, and collaboratively innovate solutions.

As a trade association that has spent more than three decades solely dedicated to educate, inform and represent the collision repair professional in all aspects of the industry, 2012 was a remarkably busy year for the Society of Collision Repair Specialists (SCRS). In taking stock of the past year, I am confident that the entire staff and volunteer board of directors of SCRS are proud of the work that we embarked upon in each of the three areas of our mission. While the ultimate results of those efforts may not be fully realized, the momentum from that work will serve the organization and its membership well, leading into 2013.

As a member driven organization, the success of our efforts is often best gauged by the response of our membership. For SCRS, our actions in 2012 have been met by significant levels of growth in every individual and corporate membership category. In addition to welcoming individual businesses, SCRS has proudly added new state and regional Affiliate Associations to our network with the Northern Michigan Body Shop Association, the Texas Independent Automotive Association, Idaho Autobody Craftsmen Association, Alabama Automotive Repair Industry Society of Excellence and the Utah Auto Body Association. These state groups extend the reach of SCRS' informative network, bringing our Affiliate Association relationships to more than 40 affiliated groups across North America, and strengthening the breadth of our voice as we represent the industry. It is through this growth that our organization is able to further our resolve, knowing the message points, the areas of focus, and the activities we have undertaken have spoken to those we aim to represent, spurring unsolicited growth in support and participation.

But a thriving trade association requires more than simply the ability to boast one of the broadest networks of collision repairers such as SCRS'; it requires action and activity that speak to the heart of the memberships issues. Our members give us the tone and tenor behind our voice, but it is our responsibility to make sure is that collective voice is raised at the right time, for the right reasons, and that our chorus echoes through the industry's halls. In fact, vocalizing repairer's perspectives at a national level was not just a continued responsibility for the Society in 2012, but a centerpiece of the association's efforts. From entering into the year with a written response to an article in USA Today that claimed that auto body shops say they, not insurers, should set costs, to an end-of-the year announcement that SCRS would be working with other repairer groups to facilitate ongoing repairer-only forums in conjunction with other industry events; 2012 has marked a year where repairers understood the need to embrace the power of community, and to stand up for their business independence. No issue became a bigger focus for SCRS, or the industry, than that of insurer mandated parts procurement programs, which first received focus due to the launch of State Farm's pilot program with PartsTrader in several markets across the U.S. in the spring.

(Continued on page 8)

(Continued from page 7)

As part of our responsibility to both inform and represent our membership and our industrial community, SCRS issued a series of informative releases on this program throughout the year; the first being issued as early as April, and marking one of the industry's first glimpses into the new program at the time. This release was followed with an interview SCRS conducted with representatives from New Zealand highlighting the impact that similar insurer-mandated parts procurement models have had in that geographic market. The purpose of this information was simple; the more informed and educated collision repairers in the U.S. are about the potential impact and ramification of such programs, the more equipped they are to form a proactive individual business strategy on how to address such a mandate if their business is faced with it in the future. There was perhaps no greater industry advocate on this issue in 2012, because our membership made it clear that this issue was paramount to virtually all others. Additional releases, presentations, debates and efforts centered on this issue throughout the year, mirroring the concern and pushback expressed by both the industry and by individual businesses alike. The end result of such communication and industry activism is yet to be seen, but the repairer's voice was certainly heard.

People are paying attention, and more repair facility owners today understand what has happened in countries like New Zealand and Canada, because of information that only became available through an organized international network such as the one provided by SCRS.

Representing an industry takes the confidence and understanding to know when collaboration will generate the most substantial and beneficial results for the industry, and SCRS has been proud to continue our history of work with other associations and entities in 2012. In November of 2011, SCRS and other collision repair organizations released a monumental joint position statement officially recognizing OEM vehicle manufacturer published repair procedures as the industry's standard of repair. As continuation of that effort in 2012, SCRS hosted a face-to-face meeting in April of national repair associations, I-CAR, the OEM Roundtable and top automakers in Oklahoma City, OK. The meeting was a continuation of the steps taken by SCRS and more than two dozen additional state, regional, national and international collision repair organizations. The initial positioning, along with the leadership provided by SCRS and others in ongoing meetings and communications have led to major OEM vehicle manufacturers responding with amazingly innovative solutions that have the potential to change the face of our industry. One such tool with potential is TOYOTA's recently announced predictive estimating technology that is under development, and a direct work product of these ongoing repairer driven discussions.

Perhaps one of the most notable areas in which we have actively embraced other groups to address critical industry wide topics include a joint letter to the Information Providers in January of 2012, regarding the collection and reporting of repairer business data. The statement served as a public request from the collision repair industry to Audatex, CCC and Mitchell, seeking removal of contractual clauses within end user license agreements which require permissive access to aggregate and collect end-user data as a point-of-sale requirement to purchase those estimating programs. This communication generated responses from CCC, Mitchell and Audatex as the year progressed, and served as an ongoing source of discussion for the Collision Industry Conference Data Privacy Committee. SCRS continued to collaborate with our colleagues at AASP and ASA in the management and oversight of the Database Enhancement Gateway; a free industry resource that was developed and funded by industry trade associations to address user-identified errors, inaccuracies or omissions in electronic estimating system data. In 2012 we proudly watched as this trade association-funded industry tool saw both its 4000th and 5000th inquiries. The DEG also made headway launching a major website overhaul to enhance the end-user experience, and adding a functionality to address the top ten user re-

(Continued on page 9)

(Continued from page 8)

quested enhancements to estimating platforms.

Addressing estimating data has long been a part of SCRS' history, and in addition to the collaborative work with other trade associations, SCRS has provided other resources that aim to provide collision repairers with the most effective tools in their toolbox. In 2011 SCRS provided the industry with the SCRS Guide to Complete Repair Planning; an exhaustive list of legitimate operations and services our technicians provide that often go unrecognized in the estimate development and final billing processes. It had been initially developed by the late March Taylor, who was a former board member of SCRS and owner of Auto Body Hawaii, who worked tirelessly to find ways to standardize the blueprinting process within his own repair facility. The purpose of the Guide was to aid repair facility personnel in formulating the most accurate repair plan in the estimate preparation process, to minimize the need or expense of a supplement. Taylor worked with other SCRS board members looking at commonly overlooked or forgotten non-included operations, building a list that would help benefit a more comprehensive blueprint. After his passing, SCRS sought to compile his work into a resource that would benefit all in the industry by releasing the guide. In 2012 SCRS saw tremendous growth in the use of the free resource, being featured in estimating education programs offered by every major refinish company, incorporated into 3M training programs in addition to many others. Early in the year, SCRS announced that the data from the association-crafted estimating tool would be featured in the free online estimate review tool www.estimatescrubber.com.

The year also brought about a renewed focus in the development of SCRS member benefit programs, featuring discounted services from companies such as Alldata, AutoWatch, AdminConcepts, Summit Software & Mobile Solution, Siriani & Associates, Total Merchant Services and as of 2012, GRC-Pirk. The GreenSweep program with GRC-Pirk launched an energy and pollution performance program, online tracking tools and free sustainability education programs to educate the industry on the benefits to environmental responsibility. But SCRS' education agenda wasn't only focused on the environmental issues; the Education Committee continued its efforts throughout the year, bringing eye opening topics to SCRS open board meetings around the country. As part of the association's emphasis to inform and educate repair businesses, the Society started working with CollisionHub to record and produce free copies of those presentations during 2012, making discussions such as safety considerations in glass replacement, squeeze-type resistance spot welders, and blueprinting tools for collision estimating available for all collision repairers on the SCRS website.

But when it comes to education, no other industry venue provides more opportunity, possibility and inspiration than SCRS' involvement at the SEMA Show, which prominently features SCRS' Repairer Driven Education series. In looking back on the week at SEMA, and the events that took place during it, you can't help but feel reminded about how important a strong sense of community is to professional betterment and personal enrichment. A sense of community provides grounding, balance and camaraderie when faced with challenges. This is exactly what organizations such as SCRS are here to do; provide our members with a community network that offers them the opportunity to strengthen their relationships and their connection to the industry.

At the SEMA Show, that sense of community was noticeably heightened this year. SCRS has been very proud to work with the wonderful show organizers, and to lead the development of the collision repair industry footprint within the show over the past several years. It was hard not to notice that this section of the Las Vegas Convention Center - a complex housing an astonishing one million square feet of booth space, and hosting over 135,000 attendees - had a noticeable spark of positive energy flowing through the halls inspiring those seeking new business ideas. The traffic in the aisles was dense with individuals searching for collision

(Continued on page 10)

(Continued from page 9)

repair business solutions, and the classrooms were alive with impassioned subject matter experts leading idea exchanges with over a thousand repair professionals from around the globe looking to soak in information offered by SCRS. These classes are directly designed to help attendees bring tangible results home to their businesses. This year's line-up delivered tremendous information that supported interests in all areas of business development, while bolstering that sense of community. We saw personal, inspiring and occasionally humorous discussions between U.S. entrepreneurs, well known for their innovative approach to business development; riveting elaboration of how forthcoming technical development in other areas of the automotive industry is going to have cross-over effects on our work capacity over the next 40-plus years; and information exchanges from global representatives from Canada, Australia and New Zealand, demonstrating the impact of insurer-driven parts procurement initiatives in international markets.

This is what community is about. It is about sharing our best attributes, whether it is a product, a service or an idea, and showing our peers how to use it to their advantage. It is the recognition that while collision repairers have clearly and definitively decided that the SEMA Show is THE national venue for collision repair business solutions in the United States, that it has become a melting pot of collision repair attendees from dozens of countries. It is a place to run into old friends, and to meet new ones. It was a place that the attendees and exhibitors have both grown to realize the importance of the show and its content directly offering solutions specific to our niche industry, but understanding (and benefiting from the fact) that we are really an integral part of the broader automotive industry.

It is that sense of community that will support the success of collision repair businesses around the globe. Connecting with our peers, through our associations; learning the basic foundations of successful business management, to the cutting edge of products and technologies; making friendships that span a globe and last a lifetime; these are the things that make SCRS proud to be a part of the SEMA Show, and the things that really define the work of a trade association.

The end of the year provides the opportunity to reflect, to look back at accomplishments and shortcomings from the past year, in an effort to better yourself in the coming one. As we look back over the past 12 months, the actions, activities, and the engagement from our members highlights an exemplary period where our organization can proudly say, we have been the voice our membership expects from us. We have advocated on the issues that resonate with those who support us; and we have been an organization that provides our members with leadership, but allows our ideals to be led by our membership. As an organization, we are proud to be Repairer Driven, and we believe the work speaks for itself. 2012 was a difficult year, but it was a year where collision repairers came together, and learned the value of community. We look forward to the opportunity that creates going into 2013, and we are proud to be the Society which collision repairers can call home.

SCRS Mission Statement:

To educate, inform and represent the collision repair professional in all aspects of the industry.

Source: www.autobodynews.com



In The Headlights

This issue features the ABAC's very own Don Cushing.

For everyone involved with the Auto Body Association & the ABAC News, he needs no introduction! Don's efforts & dedication to our association are unparalleled! His hard work & "never say no" attitude makes him irreplaceable to the ABAC. When Don isn't busy supporting & promoting the ABAC he is working to bring the collision industry first class service as the Wholesale Parts Manager for Bald Hill Dodge, Chrysler, Jeep & Kia in Warwick, RI.



Don has also recently been named AASP/MA's Associate Division Director. When he is not behind a camera videotaping our meeting, amidst all his other responsibilities, he is busy compiling information & articles for the ABAC News. Don also consults the ABAC Board on numerous areas of the automotive industry & upcoming trends. His company, Bald Hill DCJ, is also a member of the Mopar Masters Guild which is comprised of the top Chrysler Parts Managers in the country.

We don't know how you do it all Don, but we do want you to know how much we recognize and appreciate all you do. You are one of a kind! Thank you for your efforts and a sincere wish for continued success & involvement, personally & professionally.

*Sincerely,
The ABAC Board of Directors, members and associate vendors*

CIC Proposes Change of "Class A Shop Requirements"

Jan. 2, 2013—The Collision Industry Conference's (CIC) Definitions Committee has proposed changes to its existing "Class A Shop Requirements."

The CIC said several repairers voiced concerns about the "Class A Shop Requirements" document during its November 2012 meeting in Las Vegas, and claimed that it required a thorough revision. In response, the CIC has changed the title of the document to "Minimum Shop Requirements," and has proposed a new set of minimum equipment, capabilities, training and certifications that repairers should meet.

The full proposal is [available here](#).

The CIC's Definitions Committee is still working on the revision of the document, and is seeking input from professionals in all segments of the repair industry. Anyone interested in providing input, suggestions or feedback can contact Chris Evans at chris.evans.ca1b@statefarm.com, or Ron Guilliams at ron@servicedynamics.net.

Source: www.collisionweek.com

ABAC OFFICERS 2013

PRESIDENT
TONY FERRAILO
A&R BODY SPECIALTY - WALLINGFORD

VICE PRESIDENT
WILLIAM ROMANIELLO
ALL PRO COLLISION - PLANTSVILLE

SECRETARY
MARK WILKOWSKI
STANLEY'S AUTO BODY - WATERBURY

TREASURER
MIKE WILKOWSKI
STANLEY'S AUTO BODY - WATERBURY

IMMEDIATE PAST PRESIDENT
BOB SKRIP
SKRIP'S AUTO BODY - PROSPECT

DIRECTORS
TONY CATAPANO
Walt's Auto Repair - No Branford

WILLIAM DENYA
Denya's Auto Body - Meriden

MARIO DIMICHELE
Jake's Auto Body - Waterbury

ED LUPINEK
Eddie's Auto Body - East Haddam

CAROL LUPINEK
Eddie's Auto Body - East Haddam

RONALD POIDOMANI
Town Line Body Shop - Monroe, CT

THORTON J. SCOTT (Scotty)
Family Garage - Bridgeport

JOANNE SERKEY
A&R Auto Body - Torrington

RANDY SERKEY
A&R Auto Body - Torrington

PAUL STOWE
Town & Country - North Haven

MIKE WALSH
T&J Auto Body - East Hartford

The goal of the ABAC News is to provide a forum for the free expression of ideas. The opinions and ideas appearing in this publication are not necessarily representations of the ABAC and should not be construed as legal advice.



The Auto Body Association of Connecticut would like to thank the following NEW Supporting Advertiser for their financial contributions to the ABAC News

We encourage all shops and business owners to continue to support those who support you!

FORD
COLONIAL FORD
Danbury, Ct.

203-731-5232 Direct
800-229-2656 Toll Free
203-743-0220 Fax

ABAC 2012 Corporate Sponsors

Platinum Level

BMW of Bridgeport
BMW

Buckley & Wynne Attorneys at Law

Gold Level

Albert Kemperle, Inc.
Auto Paint, Body & Equipment

Bald Hill Motor Group
Chrysler - Dodge - Jeep - Kia

Balise Motor Group
Chevrolet - Ford - Honda - Hyundai - Lexus - Mazda
Nissan - Saturn - Subaru - Toyota - Volkswagen

Enterprise

Managed Air Systems

Richard Chevrolet
Chevrolet - Saturn