

Original Estimate

Based upon insurance company appraisal

1999 MERCEDES-BENZ CLK320 STD 2DOOR CONVERTIBLE 6CYL GASOLINE 3.2

LIC#: BSB 1 STATE: VIN:
PROD. DATE: MILEAGE:
BODY COLOR: WHITE ACCTNG CTL#:
CONDITION: EXCELLENT VEH. INSP#:
PAINT CODE:
OPTIONS:

TWO-STAGE - EXTERIOR SURFACES

TWO-STAGE - INTERIOR SURFACES

DAMAGE REPORT

LINE	MC	REPAIR DESCRIPTION	ADJ% B%	PARTS \$	LABOR \$
1		REPAIR PANEL, QUARTER LT		0.00	264.00 *
2	13	REFINISH PANEL, QUARTER LT		0.00	163.20
3		R&I ASSEMBLY MLDG, QUARTER BELT LT		0.00	38.40
4		R&I ASSEMBLY MLDG, QUARTER SIDE L/F		0.00	14.40
5		R&I ASSEMBLY MLDG, QUARTER LOWER L/R		0.00	14.40
6		R&I ASSEMBLY COVER, ANTENNA LT		0.00	14.40
7		NEW PART TAILLAMP ASSEMBLY, O LT		120.00	14.40

12/22/06

PAGE 2

1999 MERCEDES-BENZ CLK320 STD 2DOOR CONVERTIBLE 6CYL GASOLINE 3.2

8		ADDNL LABOR 0 REAR BUMPER COVER R&I		0.00	0.00
9		REPAIR COVER, REAR BUMPER		0.00	240.00 *
10		REFINISH COVER, REAR BUMPER		0.00	144.00
11		NEW PART FILLER, REAR BUMPER		110.00	72.00
12		REFINISH FILLER, REAR BUMPER		0.00	19.20
13		REFINISH FLEX ADDITIVE		6.00 *	0.00
14		REFINISH COVER CAR EXTERIOR		5.00 *	0.00 *

MC MESSAGE(S)

13 INCLUDES 0.6 HOURS FIRST PANEL TWO-STAGE ALLOWANCE

TOTALS

PARTS	\$	241.00
PAINT MATERIAL	\$	197.20
BODY LABOR	\$	672.00
MECH/ELEC LABOR	\$	0.00
FRAME LABOR	\$	0.00
REFINISH LABOR	\$	326.40
SUBLET	\$	0.00
TOWING	\$	0.00
STORAGE	\$	0.00
TAX	\$	93.38
ESTIMATE TOTAL	\$	1,529.98
INSURANCE PAY	\$	1,529.98
CUSTOMER PAY	\$	0.00

SHOPLINK UP338 ES CD LOG 871-1 DATE 12/22/2006 1:21:37PM R6.37 CD 12/06

1.7 HRS WERE ADDED TO THIS EST. BASED ON AUDATEX TWO-STAGE REFINISH FORMULA.

Here's an estimate on Georgina's fictional 1999 Mercedes-Benz. I used an actual car repaired here and an actual insurer estimate as the basis for this estimate. Keep in mind that I don't proclaim to be the guru of estimating. Anybody can pick apart anybody else's estimate. I'm not trying to give an estimating seminar here. Rather, I'm just trying to illustrate how much money is being left on the table. Please note: I never give a customer an estimate showing hours and tenths. I give them copies showing dollars only. The customer doesn't care what the system time is for a particular op, and I firmly believe that, as an industry, we should do business in dollars and cents - not hours and tenths.

Revised Estimate

This revision adds ops permitted within the P-pages

DAMAGE REPORT

LINE	MC	REPAIR DESCRIPTION	ADJ% B%	PARTS \$	LABOR \$
1		REPAIR PANEL, QUARTER LT		0.00	264.00 *
2	13	REFINISH PANEL, QUARTER LT		0.00	163.20
3		R&I ASSEMBLY MLDG, QUARTER BELT LT		0.00	38.40
4		R&I ASSEMBLY MLDG, QUARTER SIDE L/F		0.00	14.40
5		R&I ASSEMBLY MLDG, QUARTER LOWER L/R		0.00	14.40
6		R&I ASSEMBLY COVER, ANTENNA LT		0.00	14.40
7		NEW PART TAILLAMP ASSEMBLY, O LT		120.00	14.40

12/22/06

PAGE 2

LINE	MC	REPAIR DESCRIPTION	ADJ% B%	PARTS \$	LABOR \$
1999		MERCEDES-BENZ CLK320 STD 2DOOR CONVERTIBLE 6CYL GASOLINE 3.2			
8S1		ADDNL LABOR O RR BUMPER CVR OVERHAUL O/H REQ'D TO REMOVE INTERIOR LINER FOR REPAIR ACCESS		0.00	52.80
9		REPAIR COVER, REAR BUMPER		0.00	240.00 *
10		REFINISH COVER, REAR BUMPER		0.00	144.00
11S1		NEW PART FILLER, REAR BUMPER		110.00	57.60
12		REFINISH FILLER, REAR BUMPER		0.00	19.20
13		REFINISH FLEX ADDITIVE		6.00 *	0.00
14		REFINISH COVER CAR EXTERIOR		5.00 *	0.00 *
15S1		ADDNL LABOR O CLEAN FOR DELIVERY		0.00	48.00 *
		WHY DO WE CLEAN WRECKED CARS FOR FREE???			
16S1		REFINISH HAZARD. WSTE. REM.		5.00 *	0.00
17S1		ADDNL LABOR O ADJUST COLOR TO MATCH TINT FOR PANEL MATCH TO AVOID BLEND - YES, IT'S A PAINT OP!!!		0.00	24.00 *
18S1		REFINISH FEATHER, PRIME, BLOCK		0.00	96.00 *
		BODY WORK ENDS AT 180 GRIT. PAINT STARTS AT 360 GRIT.			
19S1		REFINISH FINISH SAND AND BUFF		0.00	72.00 *
		CUSTOMERS DEMAND A FLAWLESS FINISH			
20S1		REFINISH LIQUID MASK EXTERIOR		0.00	24.00 *
		EXTRA TIME NEEDED TO COVER SOFT TOP			
21S1		REFINISH MASK JAMBS FOR OVERSPRAY		0.00	19.20 *
		NOT INCLUDED IN SYSTEM PAINT TIME			
22S1		SUBLET REPAIR SHOP & REPAIR MATERIAL		42.00 *	0.00
		WILL SUBMIT INVOICE PER ACTUAL CONSUMPTION			
23S1		REFINISH SET UP 2ND COLOR		0.00	19.20 *
		IMPACT STRIP IS DIFFERENT COLOR & GLOSS LEVEL			
24S1		ADDNL LABOR O CAVITY WAX		10.25 *	14.40 *
		AFTER DISTURBING COATINGS INSIDE THE PANEL			
25S1		REFINISH PREP & PRIME PLASTIC PART		0.00	48.00 *
		FOR NEW IMPACT STRIP			
		MC MESSAGE(S)			
		13 INCLUDES 0.6 HOURS FIRST PANEL TWO-STAGE ALLOWANCE			

TOTALS

PARTS	\$	256.25
PAINT MATERIAL	\$	379.90
BODY LABOR	\$	772.80
MECH/ELEC LABOR	\$	0.00
FRAME LABOR	\$	0.00
REFINISH LABOR	\$	628.80
SUBLET	\$	42.00
TOWING	\$	0.00
STORAGE	\$	0.00
TAX	\$	135.18
ESTIMATE TOTAL	\$	2,214.93
INSURANCE PAY	\$	2,214.93
CUSTOMER PAY	\$	0.00
ORIGINAL NET TOTAL	\$	1,529.98
NET SUPPLEMENT TOTAL	\$	684.95

This estimate shows the money left on the table by not utilizing the P-page allowances. I used this "small" job to make a larger point. If we leave more than \$600 on the table on a bumper and small quarter ding, how much are we leaving on a big hit? I didn't embellish this estimate - this is actually how I do business. Many of the carriers we deal with are now allowing for these operations because they recognize them as valid and legitimate.

Supplement Recap

Detailing the money left on the table

1999 MERCEDES-BENZ CLK320 STD 2DOOR CONVERTIBLE 6CYL GASOLINE 3.2
 CODE: 32104A/B OPTNS F/24

-----DELETED LINES-----						
GDE	DESCRIPTION	OPERATION	PRICE	ADJ%	B%	LABOR RATE
0566	REAR BUMPER COVER R&I	ADDNL LABOR OPER				SM

-----ADDED LINES-----						
GDE	DESCRIPTION	OPERATION	PRICE	ADJ%	B%	LABOR RATE
0567	RR BUMPER CVR OVERHAUL	ADDNL LABOR OPER S1				1.1 SM
M58	CLEAN FOR DELIVERY	ADDNL LABOR OPER S1				1.0* SM*
M60	HAZARD. WSTE. REM.	REFINISH S1	5.00*			0.0 RF*
	ADJUST COLOR TO MATCH	ADDNL LABOR OPER S1				0.5* RF*
	FEATHER, PRIME, BLOCK	REFINISH S1				2.0* RF*
	FINISH SAND AND BUFF	REFINISH S1				1.5* RF*
	LIQUID MASK EXTERIOR	REFINISH S1				0.5* RF*
	MASK JAMBS FOR OVERSPRAY	REFINISH S1				0.4* RF*
	SHOP & REPAIR MATERIAL	REPAIR S1	42.00*			0.0 SM*
	SET UP 2ND COLOR	REFINISH S1				0.4* RF*
	CAVITY WAX	ADDNL LABOR OPER S1	10.25*			0.3* SM*
	PREP & PRIME PLASTIC PART	REFINISH S1				1.0* RF*

-----CHANGED LINES-----						
GDE	DESCRIPTION	OPERATION	PRICE	ADJ%	B%	LABOR RATE
0530	FILLER,REAR BUMPER	NEW PART S1	110.00			1.2 SM
			110.00			1.5 SM

CALCULATION CHANGES	-----FROM-----	-----TO-----	DIFFERENCE
OTHER PARTS	11.00	26.25	15.25
PAINT MATERIAL	197.20	379.90	182.70
TAX ON PARTS & MATERIAL	28.48	41.35	12.87
SM - SHEET METAL	672.00	772.80	100.80
RF - REFINISH	326.40	628.80	302.40
TAX ON LABOR	64.90	91.10	26.20
SUBLET REPAIRS	0.00	42.00	42.00
TAX ON SUBLET	0.00	2.73	2.73
Supp#1 NET SUPPLEMENT TOTAL			684.95

SUMMARY	NET TOTAL	DATE	TIME	ESTIMATOR
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PAGE 1
12/22/06

1999 MERCEDES-BENZ CLK320 STD 2DOOR CONVERTIBLE 6CYL GASOLINE 3.2
 CD LOG NO:

Orig Est	1,529.98	12/22/06	01:24 PM	Phil Mosley
Supp#1	2,214.93	12/22/06	01:41 PM	Phil Mosley