



Mechanical Reconditioning & Valuation 101

*Summer Roundtable
August 16-18, 2017
Hilton Nashville Downtown
Nashville, TN*

Mechanical Reconditioning & Valuation 101

Safety Items

- Tires
- Brakes
- Batteries
- Replacing Sensors
- Engine Lights
- Tune Ups
- Windshields

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Cosmetic Repairs

- Bumper Repaints
- Paint Work
- Dents/Dings
- Curb Rash
- Wheels/Covers

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Top Arbitrated Items

Complaint	% of Total Arbs
Engine	30%
Structural	13%
Transmission	7%
Electrical	6%
Exterior Damage	5%
Differential	4%
4x4 Problem	4%
Emissions Equipment	3%
SRS/Airbags	2%
Suspension/Steering	1%
ABS/Brake Functionality	1%
Drivetrain	1%
MVDA Accident Repair/Adj Panels	1%
Interior Damage	1%

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AutoGrade

- AutoGrade will be calculated by sending the following information collected during inspection:
 - VIN
 - Vehicle Type
 - Model Year
 - Body Style
 - Tire Tread Depth
 - Left Front
 - Right Front
 - Left Rear
 - Right Rear
 - Drivable Status
 - Announcements
 - Damage(s) - ALL
 - Part
 - Damage Type
 - Severity

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Repairing your vehicle AutoGrade™ Calculator

Calculate Post Recon AutoGrade™

Initial AutoGrade™	Suggested Post Recon AutoGrade™	Suggested Repair Costs	Approved Post Recon AutoGrade™	Approved Repair Costs
3.8	4.1	\$50.00		\$0.00

<input type="checkbox"/>	<input type="checkbox"/>			
<input type="checkbox"/>	<input type="checkbox"/>	Hood	Chipped	\$251.60
<input type="checkbox"/>	<input type="checkbox"/>	RF Door	Dent/No Paint Dmg	\$338.60
<input checked="" type="checkbox"/>	<input type="checkbox"/>	RR Door	Mult Dents/Paint Dmg	\$50.00
<input type="checkbox"/>	<input type="checkbox"/>	R Qtr Panel Molding	Mult Scratches/Heavy	\$50.00
<input type="checkbox"/>	<input type="checkbox"/>	Overall Vehicle	De-Identify	\$300.00

[Estimate AutoGrade™](#)

Cancel Apply

Calculate Post Recon AutoGrade™

Initial AutoGrade™	Suggested Post Recon AutoGrade™	Suggested Repair Costs	Approved Post Recon AutoGrade™	Approved Repair Costs
2.1	2.6	\$910.40		\$0.00

Suggest Repair	Approve Repair	Item - Part	Damage	Cost
<input checked="" type="checkbox"/>	<input type="checkbox"/>	LF Fender	Scratch Heavy	\$279.40
<input checked="" type="checkbox"/>	<input type="checkbox"/>	LF Door	Scratch Heavy	\$301.60
<input checked="" type="checkbox"/>	<input type="checkbox"/>	LR Door	Scratch Heavy	\$50.00
<input checked="" type="checkbox"/>	<input type="checkbox"/>	L Qtr Panel	Scratch Heavy	\$279.40
<input type="checkbox"/>	<input type="checkbox"/>	Rear Bumper Cover	Mult Dents/Paint Dmg	\$50.00

[Estimate AutoGrade™](#)

Cancel Apply

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- Questions:
- Does \$1 spent for reconditioning translate to a \$2, \$3, \$4 ROI ?
- What are the key factors to deciding and approving recon?
- Brake rotors; resurface vs. replace
- Check Engine warning lights; do you diagnose?
- Windshield – damage area
- Tires – tread depth, Speed / Load rating

Key Takeaways

- Roundtable fostered a healthy discussion about making reconditioning and investment decisions on repairs
- Many consignors and industry suppliers weighed in on their best practices of when to “repair vs not repair” their vehicles
- Audience was exposed to AutoGrade calculator which helped them see how grades move if certain repairs are completed

Please Participate

**Your input is valuable
IARA SURVEY**

<https://www.surveymonkey.com/r/2017IARASummerRoundtable>

Immediately following the roundtable, you will receive an e-mail with the above link. Please go online and complete the survey to be entered into a drawing to win a \$200 gift card.

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