



The Iowa Collision Repair Association is committed to the future of the collision repair industry: to provide the leadership needed; raise the professional image of the individual and the industry. Our goal is to educate, inform, and represent the Collision Repair Professional in all aspects of the industry.

**Affiliate Member of the Society of Collision Repair Specialists**

ISSUE 16

MARCH 2009

### COMING EVENTS:

- April 2 ICRA NESHAP Training  
Northwest Iowa Community College
- April 2 ICRA NESHAP Training  
Indian Hills Community College
- April 13-14 **ICRA Collision Industry Day**  
**Cedar Rapids**

## Iowa Collision Industry Day is April 14th

Face the Future with the Iowa Collision Repair Association. ICRA is offering a full day of collision industry education and information that is relevant and timely. Take this opportunity to meet with your industry peers. In today's challenging and let's face it – sometimes scary - business environment it is better to face the future together. Join us in Cedar Rapids for a day of informative education, industry information and industry 'shop talk'.

### SCHEDULE OF EVENTS

#### April 13th 1:00 - 5:00 ICRA Board Meeting

Preceding the Educational Day, the ICRA will hold a full Board Meeting Monday afternoon, April 13. This will be the first full Board Meeting since all Iowa associations have become affiliated. It is a landmark day for the Iowa collision industry. All regions of Iowa will converge in this meeting and address how best to support collision repairers this coming year. ICRA members will be welcome in the room however will have no voting authority.

#### April 13th 6:00 - ? No Host Dinner

#### April 14th 8:00a.m. - 4:00 p.m.

##### “Estimating Best Practices”

This seminar is more than estimating. Anderson brings a jam packed 8 hours of industry knowledge, delivered in a highly motivational atmosphere.

If you haven't been to a Mike Anderson seminar - you don't want to miss it. Attendees will learn Wagon Work Collision Centers proven systematic approach on how to discover and ensure that they capture all procedures available from the database when writing an estimate. In, addition, participants will gain a better understanding of what KPI's they should be monitoring when auditing the quality of their own estimates and much more. Anderson's seminars are lively and fun yet dedicated to making a positive change for everyone.

Mike Anderson owns two shops in Alexandria, Virginia, Wagonwork Collision Centers. He is a past director of Automotive Service Associations Collision Operations Division and serves on the ASA Collision Operations Committee. Mike is an active

participant at the Collision Industry Conference and serves on the Board of the Washington Metropolitan Auto Body Association.

#### April 14th 5:30p.m - 9:00 p.m.

##### ICRA Spring Dinner Meeting

This year's ICRA Spring Dinner Meeting will host two guest speakers. Mike Anderson will be the Master of Ceremonies and introduce the evening's guest speaker Chris Andreoli, Progressive Corporate Property Damage Process Manager.

#### April 14th

##### NESHAP Mobile Training Van

NESHAP - National Emission Standards for Hazardous Air Pollutants

The NESHAP Standards will affect all Iowa collision repairers. This mobile training facility will be at the hotel all day to be toured during breaks and after the seminar.





## ICRA MEETS IN CEDAR RAPIDS - APRIL 14

### **ICRA Collision Industry Day April 14, 2009**

**“Estimating Best Practices”**

**by Mike Anderson**

Full day of inspiring, timely, educational opportunities

**Chris Andreoli – Progressive Insurance  
Dinner Guest Speaker**

**NESHAP Van on Premises**

Clarion Hotel and Convention Center  
515 33rd Ave S.W.  
Cedar Rapids, Iowa  
319-368-7773  
Rooms \$90.00

Seminar 8 a.m. – 5:00 p.m.  
\$50.00 ICRA Members  
\$100.00 non-ICRA Members  
(lunch and breaks included)

No Host Cocktails 5:30

Dinner 6:00 p.m. \$35.00 Dinner

Join ICRA At The Meeting  
MIKE ANDERSON SEMINARS ARE A \$400.00 Value

### **REGISTER TODAY**

Mail to: ICRA  
4813 Center Point N.E.  
Cedar Rapids, Iowa 52402

Or Fax to: 319-393-0664

Questions? Call Janet Chaney at 480-720-2565

Reservation/RSVP By April 1 - Please make reservations early

Name \_\_\_\_\_

Seminar \$ \_\_\_\_\_ Dinner \$ \_\_\_\_\_

Additional Attendees \_\_\_\_\_

Seminar \$ \_\_\_\_\_ Dinner \$ \_\_\_\_\_

Total Amount Enclosed \$ \_\_\_\_\_

Shop Name \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ email \_\_\_\_\_

MasterCard Visa w/Expiration Date \_\_\_\_\_

Pin# \_\_\_\_\_

Note: All MasterCard/Visa charges will show as 'Deery Brothers' as they have offered to provide credit card services to ICRA

**THANK YOU - SEE YOU IN CEDAR RAPIDS**

“When the going gets tough-the tough get going” [www.iowacra.com](http://www.iowacra.com)



## LOOK FOR ICRA TRAINING IN YOUR COMMUNITY THIS YEAR

ICRA Education Chairman John Arnold has scheduled a series of training events at the Community Colleges in your area. The first ICRA Educational Programs are listed on this schedule below. If you have any questions, comments or suggestions regarding ICRA Training, please call Chairman John Arnold, Arnold's Body Shop, Davenport, Iowa. (563) 388-0004

		NESHAP	Akzo
Des Moines Area Community College	Ankeny	6/24	5/6
Hawkeye Community College	Waterloo		5/5
Indian Hills Community College	Ottumwa	4/2	5/4
Iowa Lakes Community College	Emmetsburg		
Kirkwood Community College	Cedar Rapids	4/23	
Northwest Iowa Community College	Sheldon	5/14	4/2
Scott Community College	Bettendorf		
Southeastern Community College	West Burlington		
Southwestern Community College	Creston	4/16	
Western Iowa Tech Community College	Sioux City	6/3	4/1
Western Iowa Tech Community College	Sioux City	6/3	4/1

### ICRA TRAINING TAKES OFF

Letter from ICRA Board Member, Brian Wegner of Arnold Motor Supply

Last night I attended the NESHAP meeting at Scott Community college. We had an excellent turnout. Over 40 people. Dan Nickey was very informative and a lot of good questions were asked.

ICRA Education Chairman John Arnold has brought a new

enthusiasm to the training committee. He has brought ICRA training to a new level. I am hoping that this will bring in new members to a good organization. It looks like these training sessions will be a huge success.

Please everyone participate in these meetings and get the word out in your area- and Join the ICRA!!



**Dan Nickey of the Iowa DNR speaks to the crowd at Scott Community College**



**Over 40 people attended the ICRA NESHAP Seminar at Scott Community College**

**MEMBERSHIP APPLICATION**

Shop Name \_\_\_\_\_

Contact Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_ Fax \_\_\_\_\_

**Dues Structure**

**Shops**

0-3 Employees      \$250.00  
4-8 Employees      \$450.00  
9-14 Employees     \$650.00  
15 and over         \$850.00

**Vendors**

1 location            \$500.00  
2-4 locations        \$1000.00  
5-10 locations      \$1500.00  
11 and over         \$2000.00

Please make checks payable to ICRA.

**Mail to ICRA**

4813 Center Point N. E.

Cedar Rapids, Iowa 52402

Questions: Call Janet Chaney 480.720.2565

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