

The official publication of the Auto Body Association of Texas (ABAT)

TEXAS

AUTOMOTIVE



August 2024
\$5.95



**GREAT MEMORIES
MADE AT**



**ABAT'S
TEXAS AUTO BODY
TRADE SHOW**

FULL SHOW RECAP BEGINS ON PG. 10!

Navigating Collision Repair Regulations and Insurance Terminology

An all-star cast consisting of ABAT President Burl Richards (Burl's Collision Center; Henderson), Robert McDorman (Auto Claim Specialists) and attorney and former state legislator Travis Clardy (Clardy Law Offices) shared tales of how to navigate around the "necessary evil" that is the insurance industry.

Richards admits that when insurance companies would pay for some things, but not other things, he initially thought "it was just the way it was." When they began to pay even less and less, "I realized that ain't right, and I got really pissed off."

He's since become a huge advocate for change along with McDorman and Clardy. ABAT has been working tirelessly trying to

pass legislation that will ensure every insurance policy includes the Appraisal Clause.

"Robert has written the Rosetta Stone on how to deal with insurance companies and claims, and it's to get them to do what is in their policy," Clardy said about McDorman's work.

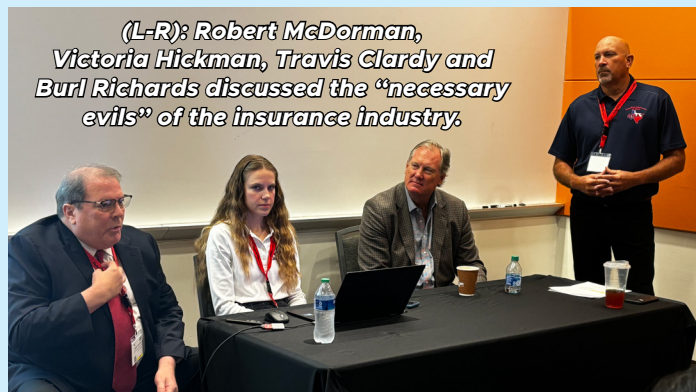
The idea of consumers having the Right to Appraisal should be simple and not a problem, but unfortunately, insurance companies don't want people to know about it, let alone use it. Clardy says he's felt the resistance when trying to push for legislation in front of the insurance committee at the State House.

"Insurance companies don't want to spend money. Insurance is a necessary evil. They **are** necessary, and they **are** evil."

"Nothing happens without an education," stressed McDorman. "Policy always dictates what happens, but will they do what the policy says? Absolutely not."

When a shop like Burl's Collision sends in an estimate and the insurance company "puts it through the whack-o-meter" as McDorman called it and sends it back at half as much, Right to Appraisal is the answer.

Prior to this discussion, Richards also led an impromptu interactive session with Clardy and John Niechwiadowicz (QLC, Inc.) where they spoke to shop owners about what happens when insurance companies abandon vehicles at shops.



(L-R): Robert McDorman, Victoria Hickman, Travis Clardy and Burl Richards discussed the "necessary evils" of the insurance industry.



Repairody!

Leave it to ABAT to bring FUN to **every** aspect of the Texas Auto Body Trade Show – including the educational space!

Danny Gredinberg (Database Enhancement Gateway) and Erin Solis (Certified Collision Group) hosted a Jeopardy parody – a game show designed for collision repairers, appropriately titled Repairody!

Contestants included super duos who teamed up to tackle questions and Daily Doubles in a number of repair-related categories. Contestants earned body hours instead of dollar amounts for answering correctly. Congratulations to the winning team of Carrie Coppi (Hub City Body Shop; Lubbock) and Mike Anderson (Collision Advice) who were in the friendly face off against Phil Glass (Park Place Bodywerks; Dallas) and Kayla Hughs (Car-O-Liner Southwest) and Frank and Jennifer Phillips (ADAS Solutions USA; Argyle).

