



Where the New England Collision and Auto Repair Industry meets

**The New England Collision and Auto Repair Show**

is where automotive and collision repair shop owners, managers and techs will convene for training, certification and networking amidst entertaining promotions and hundreds of the industry's top equipment suppliers.



Three **I-CAR** Training Courses Offered.

**New for 2007**

- ★ Updates Community Insurance Fraud Initiative Task Forces
- ★ Labor Rate Legislative Update
- ★ Safe Shops Initiative by Boston Public Health and EPA

Classic and custom car display featuring vehicles from the South Shore Corvette Club. Vote for best of show!

Expanded seminar sessions at new affordable prices

There will be non-stop giveaways for all 3 days.

**So if you FIX it, PAINT it or DRAG it, you don't want to miss this event!**

**Schedule of Events**

**Friday, April 20**

6:00 – 9:00 pm Exhibit Hall Open with Networking reception

**Saturday April 21**

- 8:30 am I-Car Seminar I DAM05 Aluminum Panels and Structures Damage Analysis
- 9:00 am S1-Community Insurance Fraud Initiative Task Forces. Speaker: Michael Gray — FREE
- 10:00 am Exhibit hall opens
- S2-Labor Rate Legislative Update — FREE
- 11:00 am S3-Safe Shops Initiative BPHC/EPA — FREE
- S4-Introduction to Working Safely with High Voltage Hybrid Parts Speaker: Craig Van Batenburg
- 12 noon S5-Mitchell Systems
- 1:00 pm I-Car Seminar II DCX01 Dodge, Chrysler & Jeep Collision Repair Overview Class
- S6-New Healthcare Laws Speaker: Gary Fradin
- 2:00 pm SS Corvette Club — FREE Evolution of a sports car icon— On Show Floor
- S7-The New Hybrids—Toyota Camry Hybrid, Saturn Vue Greenline Hybrid, and Nissan Altima Hybrid Speaker: Craig Van Batenburg
- 3:00 pm S8-Negotiating Tactics Speaker: Steve Regan
- 4:00 pm Exhibit hall closes

**Sunday April 22**

- 9:00 am I-Car Seminar III FOM01 Automotive Foams
- S9-Succession Planning for Shops Speaker: John Nardoizzi
- 10:00 am Exhibit Hall opens
- S10-Labor Rate Legislative Update — FREE
- 11:00 am S11- Safe Shops Initiative BPHC/EPA — FREE
- S12-Hybrid Technology for the Non-Technical Speaker: Craig Van Batenburg
- 12 noon S13-Mitchell Systems
- 1:00 pm S14-Liability In Your Shop Speaker: Jim Castleman
- Southeast Chapter Tool Award On Show Floor — FREE
- 2:00 pm SS Corvette Club — FREE Fiberglass Body Technology on Show Floor

**Who Should Attend?**

- Collision Repair Shops
- Auto Repair Shops
- Service Stations
- Glass Replacement Companies
- Paint Shops
- Frame Shops
- Automobile Dealers
- Parts Distributors
- Repair Technicians
- Jobbers/Wholesalers



**Go to [www.carstradeshows.com](http://www.carstradeshows.com) to register**

**Exhibit Hall Hours**

- Friday, April 20 6 pm - 9 pm
- Saturday, April 21 10 am - 4 pm
- Sunday, April 22 10 am - 3 pm

**Registration Form ~**

First Name \_\_\_\_\_ Last \_\_\_\_\_  
 Title \_\_\_\_\_ Mail Stop \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 State \_\_\_\_\_ City \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_ Email \_\_\_\_\_

**I. Job Description (Circle one)**

- Owner
- Shop Manager
- Fleet Manager
- Operation Manager
- Shop Supervising Foreman
- Technician
- Consultant
- Other \_\_\_\_\_

**II. Company Business (Circle one)**

- Collision Repair Shop
- Auto Repair Shop
- Service Station
- Glass Replacement Company
- Paint Shop
- Frame Shop
- Automotive Dealers
- Parts Distributors
- Tool Manufacturer/Distributor
- Jobbers/Wholesalers

**III. Areas of Interest (Circle all that apply)**

- Info Systems
- Spray Guns
- Sheet Metal
- Paint Systems
- Spray Booths
- Sanders
- Buffing Pads
- Masking Systems
- Abrasives
- Drying Equipment
- Pulling/Measuring Equipment

**IV. Number of Employees (Circle one)**

- Over 1,000
- 100 - 999
- 50 - 99
- 10 - 49
- Under 10

**V. Where did you hear about us? (Circle one)**

- Damage Report
- Direct Mail
- E-mail
- Colleague
- Website
- Association (MABA, VABA, etc)
- Other \_\_\_\_\_

**To Register:**

Fax: 401-765-6677  
 Mail: Collision & Auto Repair Conference Registration  
 C/O ExpoTrac  
 One Cumberland Plaza, Ste 2D  
 Woonsocket, RI 02895  
 Call: 401-766-4142  
 On-line: [www.carstradeshows.com](http://www.carstradeshows.com)

**Method of Payment:**

- Check Enclosed (made payable to Collision & Auto Repair Show)
  - Credit Card (circle): Master Card Visa American Express
- Card Number \_\_\_\_\_  
 Exp. Date \_\_\_\_\_

Please print clearly

Card Holder \_\_\_\_\_  
 Signature \_\_\_\_\_  
 (Required)  
 Billing Address: \_\_\_\_\_  
 CVV2 \_\_\_\_\_

Refunds less a \$50 processing fee will be given ONLY if cancellation is received in writing prior to April 6, 2007. No Refunds will be made after April 6, 2007.

**Registration Fee:**

Your conference registration fee entitles you to: attend the session(s), special demonstrations, and exhibit hall plus a copy of the show program. (Does not apply to Exhibits Only registration.)

<b>Sessions</b>	<b>\$20.00 each</b>	\$ _____
Select Session(s):		
S4 S5 S6 S7 S8 S9 S12 S13 S14		
Free Session(s):		
S1 S2 S3 S10 S11		



**Exhibits Only \$10.00**

**In-Conjunction with Collision & Auto Repair Conference:**

I-Car Training (Saturday) 8:30 am – (AM05) Aluminum Panels & Structures Damage Analysis	\$100.00	\$ _____
1:00 pm – DCX01 Dodge, Chrysler & Jeep Collision Repair Overview Class	\$100.00	\$ _____
I-Car Training (Sunday) 9:00 am – FOM01 Automotive Foams	\$100.00	\$ _____
Discount Code: _____		# _____
<b>TOTAL FEE:</b>		\$ _____

## Free Seminars and Demonstrations

### Saturday, April 21

#### 9:00 am S1—Community Insurance Fraud Initiative Task Forces. **FREE**

Speaker: Michael Gray, Deputy Chief of the Insurance Fraud Bureau. In a targeted effort to reduce the number of fraudulent auto insurance claims that drive-up premium costs for residents of Massachusetts, Community Insurance Fraud Initiative (CIF) task forces have been formed, which combine the resources of the Insurance Fraud Bureau of Massachusetts, local Police Departments, District Attorney's Offices and the Massachusetts Attorney General's Office to focus on the problem. Mr. Gray will introduce us to these initiatives, and discuss how these are working to lower insurance premiums for the citizens of Massachusetts.

#### 10:00 am S2—Labor Rate Legislative Update **FREE**

This is a 7 person panel including members of AASP/CMARA, leading a discussion on pending legislation to regulate collision repair labor rates.

#### 11:00 am S3—Safe Shops Initiative BPHC/EPA **FREE**

Boston Public Health Commission's Safe Shops Project and EPA's Design for the Environment Programs will discuss successes of working in partnership with automotive shops to promote best practices in environmental health. Topics include pollution prevention for auto repair and auto refinishing operations such as paint mixing, spray painting, and sanding.

2:00 pm SS Corvette Club—**FREE** Evolution of a sports car icon—On Show Floor

### Sunday April 22

#### 10:00 am S10—Labor Rate Legislative Update **FREE**

This is a 7 person panel including members of AASP/CMARA, leading a discussion on pending legislation to regulate collision repair labor rates.

#### 11:00 am S11—Safe Shops Initiative BPHC/EPA **FREE**

Boston Public Health Commission's Safe Shops Project and EPA's Design for the Environment Programs will discuss successes of working in partnership with automotive shops to promote best practices in environmental health. Topics include pollution prevention for auto repair and auto refinishing operations such as paint mixing, spray painting, and sanding

1:00 pm Southeast Chapter Tool Award on Show Floor **FREE**

2:00 pm SS Corvette Club **FREE** – Fiberglass Body Technology on Show Floor

## High Quality I-CAR Training Programs

### Saturday, April 21

#### 8:30 am DAM05 Aluminum Panels and Structures Damage Analysis

- Understanding Aluminum Properties and Characteristics
- Assessing Aluminum Exterior Body Panel Damage
- Assessing Aluminum Structural Damage
- Discussing Aluminum Vehicle Repair Facilities

#### 1:00 pm DCX01 Dodge, Chrysler & Jeep Collision Repair Overview Class

- Understanding Chrysler Group vehicle identification and construction
- Understanding repair processes used for Chrysler Group vehicles
- Defining recommended structural part replacement procedures
- Understanding restraint and suspension systems on Chrysler Group vehicles

### Sunday, April 22

#### 9:00 am FOM01 Automotive Foams

- Overview of Automotive Foam
- Structural Foam Considerations
- Removing Expandable Foam
- Choosing Replacement Expandable Foam
- Installing Expandable Foam
- Working Safely Around Foam

## Affordable Education Programs... Each Session Only \$20

(A portion of all CARS registration fees are donated to the Brain Tumor Society)

### Saturday, April 21

#### S4—Introduction to Working Safely with High Voltage Hybrid Parts

Speaker: Craig Van Batenburg. This will help the body shop tech isolate the high voltage so that it does not have to be shipped to the dealership. Working safely around high voltage and understand hybrid repair issues is essential today

12:00 pm S5—Mitchell Systems Representative from Mitchell systems will have a hands-on workshop on how to maximize revenue using their estimating systems.

#### 1:00 pm S6—New Healthcare Laws

Speaker: Gary Fradin Update on the Massachusetts Universal Health Care Law, and how it will affect your business.

#### 2:00 pm S7—The New Hybrids—Toyota Camry Hybrid, Saturn Vue Greenline Hybrid, and Nissan Altima Hybrid

Speaker: Craig Van Batenburg. This will concentrate on what is new and what is coming. Get ready to safely repair these new hybrids. Make sure you take "Introduction to Working Safely with High Voltage Hybrid Parts" first.

#### 3:00 pm S8—Negotiating Tactics

Speaker: Steve Regan, Regan Strategies. This presentation contains information intended to help improve your understanding of the negotiation process, and to provide you with information and instruction that will be beneficial when you are negotiating a repair. This information is not only applicable to the discussion with appraisers representing insurer interest, but also when selling a job to a customer and even when dealing with vendors, jobbers, and staff.

### Sunday, April 22

#### S9—Succession Planning for Shops

Speaker: John Nardozi. Succession planning for the collision repair business. How to make a graceful exit.

#### S12—Hybrid Technology for the Non-Technical

Speaker: Craig Van Batenburg. This workshop is for estimators and those that do not work on hybrids but must understand terms, processes, functions, and what a hybrid is. It will be explained in plain English. Your questions will be answered without making you feel dumb

12:00 pm S-13 Mitchell Systems Representative from Mitchell systems will have a hands-on workshop on how to maximize revenue using their estimating systems.

#### 1:00 pm S-14 Liability In Your Shop

Jim Castleman. What steps to take to protect yourself



## Products On Display Include

- Air Systems and Tools
- Automotive Accessories
- Banking and Financing
- Body & Frame Systems
- Brake Lathes
- Business Management Products, Services and Systems
- Cleaning Products and Services
- Computer Hardware and Software
- Diagnostic Testing Equipment
- Environmental Services
- Estimating Systems
- Hand and Power Tools
- Human Resources and Payroll Services
- Insurance Products and Services
- Lifts, Jacks and Hoists
- Parts Distributors
- Paint and Paint Application Equipment
- Parts Cleaners
- Replacement Parts
- Safety Equipment
- Sanding and Abrasive Equipment
- Specialty Equipment, Tools and Services
- Spray Equipment
- Spraybooths and Prep Stations
- Tire Equipment
- Training Services
- Welding and Cutting Tools
- Uniforms
- Waste Removal Services
- Wheel Alignment Equipment
- Many Others!



## Be Where the Action Is!

See the classic and custom car display featuring vehicles from the South Shore Corvette Club. You vote for best of show! The South Shore Corvette Club (SSCC) is devoted to the pleasures of the Corvette. The style, ride, sounds, and the spectacle of driving one of the best sports cars built in the world today. See many of these vehicles on display during the 3 days and vote on the Best of Show.

## See the Latest and Greatest Products From These Participating Vendors as of March 6, 2007

Advanced Booth Concepts  
 A. E. Barnes Insurance Agency, Inc.  
 Affiliated Car Rental  
 Akzo Nobel  
 ALLDATA  
 AutoWatch  
 Avis Budget Group  
 Boston Public Health Commission's Safe Shops Project  
 Car-O-Liner  
 Delta Gloves  
 Downdraft Technologies, Inc.  
 Ease Diagnostics  
 Enterprise Rent-A-Car  
 EPA's Design for the Environment Programs  
 Garmat  
 I-CAR  
 Integrated Collision Management  
 J&S Spray-On Bedliners  
 Jack Madden Ford  
 Kansas Jack  
 Keystone Automotive Industries Inc.  
 Lombard Equipment  
 Long Automotive Group  
 Manheim's American Auto Auction  
 Marshall Equipment Group  
 Massachusetts Auto Body Association, Inc. (MABA)  
 MITCHELL INTERNATIONAL  
 Montana Products, Inc.  
 New England Collision Equipment, Inc.  
 Northern Booth Technology, Inc.  
 Prevost Aluminum Air Piping  
 Puritan Parts GM Outlet Shop  
 QwikLiner™  
 RMP of New England  
 Rogo Fastener Co., Inc.  
 Sherwin Williams Automotive  
 Shop Pro Mobile Prep Systems  
 SPI Distribution  
 Steck Manufacturing Company  
 South Shore Corvette Club  
 Taiwan Trade Center  
 The Hertz Corporation  
 Town Fair Tire  
 Vortex Sprayliners, Inc.  
 Woburn Foreign Motors  
 Wurth USA



The Massachusetts Auto Body Association (MABA) is proud to present its tool awards during the New England Collision and Auto Repair Show. Tool awards from the Southeast chapter will be distributed to deserving vocational high school students.

Schools eligible to participate in this award from the Southeast Chapter include: Bristol-Plymouth Regional Technical School, Bluehills Regional Technical H.S., Cape Cod Regional Technical H.S., Diman Regional Vocational Technical H.S., Greater New Bedford Regional Vocational Technical H.S., South Shore Regional Vocational-Technical H.S., Southeastern Regional Vocational-Technical H.S., Silver Lake Senior H.S., Tri-County Regional Vocational Technical School and Upper Cape Cod Regional Technical School.

The chapter will present 7 awards during the show. Come meet the award winners in the demo area on Sunday at 1 pm.

Register today at  
[www.carstradeshows.com](http://www.carstradeshows.com)  
 or call 800-996-3863

## Hotel Information

Adams Inn  
 29 Hancock Street, Quincy, MA 02171  
 (617) 328-1500, 800-368-4012 \* Fax: (617) 328-3067  
[www.bwadamsinn.com](http://www.bwadamsinn.com)  
 Discount Code: CGCOAU  
 Room Rates:  
 Standard: \$84.00 / Business Plus: 94.00  
 \* Rooms must be reserved by March 30th to receive discounted rates.

