

# Missing Money????

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Are there "Body Materials?" Well, most insurers seem to think these materials are covered in "Paint and materials." First of all, the correct term is "Paint Materials"; there is no "and." The Motor P-Pages tell us that the refinish materials start with 180 grit papers and finer. They also state that 150 grit and courser are not calculated, or part of the refinish process. So, where are they covered? If you do not have a line for body materials, whether it is calculated by the repair/straightening hours or itemized, you are not being paid for any of the following:

- Grinding Discs
- Surface prep Discs
- Body filler
- Cut off wheels
- Hacksaw/ recip blades
- Bedding compounds/ strip caulk
- Board file sand papers 150 grit & courser
- DA papers 150 grit & courser
- File blades
- Finishing grade polyesters
- 2 & 3K filling primers (only a sealer for new parts is figured in the refinish materials)
- SMC Fiberglass and Composite products
- 2K gunned adhesives
- Acid brushes for smoothing seams
- Caulking
- Mig welding wire
- Welding gas

I am sure you have thought of more. We all need to be paid for these items. They cost us and so the cost must be passed on. Everyone acts surprised to hear this and many will tell you it is true. Ladies and gentlemen, they cannot have their cake and eat it too. If they are going to insist on P-page logic, then so shall we. Please read these pages and list your material needs accordingly. Remember, when we all do things in a similar way, WE create a new standard.