

Issue:  
July  
2025



Wisconsin Collision Repair Professionals

## *The Body Shop Advocate*

*~ WE ALL DO BETTER TOGETHER ~*



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### S & L Comments

There is a lot of great information in this month's Advocate!!!

Summer is in full swing, and we hope you're soaking up every moment. But don't forget to plan ahead - our October Industry Event is coming up fast, and trust us, you won't want to miss it. If you do... well, you'll only have yourself to blame!

WCRP's Board is powered by an incredible group of people and we'd love for you to be a part of it! It is easy to join!! Just give Deb a call at 262-542-7707. Together, we are stronger!

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# DRIVEN TO SUCCEED

Friday October 17<sup>th</sup> 2025  
The Lismore Hotel Eau Claire WI

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DRIVEN TO SUCCEED

Industry Training –  
October 17, 2025  
The Lismore Hotel  
Eau Claire

WI Collision  
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Ryan Struve  
Instructor – Fox  
Valley Tech  
Vice President –  
WCRP



Andy Grundman  
Owner – Pat's  
Body Shop &  
Good Faith  
Payment  
Systems  
President –  
WCRP



Stuart Pope  
Account  
Specialist  
Axalta



Jeremy Reif,  
CRPS  
Point Wealth  
Management  
CEO



Shelly Vils Havel  
Manager for  
Team  
Engagement &  
Development  
Badger Talks  
Presenter



WISCONSIN STATE LEGISLATURE

[Assembly Bill 135 - CLICK TO VIEW](#)

**WCRP Statement in Opposition to 2025 Assembly Bill 135**  
Wisconsin Collision Repair Professionals (WCRP) stands in opposition to Assembly Bill 135. While we recognize the bill's intent to increase access to repair information, the broader implications of this legislation pose serious concerns for repair quality, consumer safety, and the integrity of our industry.

## **Why WCRP Opposes AB 135:**

### **1. Accountability Matters — and This Bill Undermines It**

We oppose this bill because manufacturers play a critical role in holding both insurance companies and body shops accountable to proper repair standards. This legislation would prohibit certain mandates and guidelines that OEMs put in place to ensure a vehicle is repaired safely and correctly. Taking away that authority removes a vital layer of protection for consumers and responsible repairers alike.

### **2. Not Just About Access — It's About Standards**

While some may frame this as a "right to repair" issue, the reality is that most OEM service information is already available through short-term subscriptions — and that cost can be passed along appropriately. The real risk here is not about information access; it's about weakening the manufacturer's ability to set and enforce repair procedures, opening the door for inconsistent, and potentially unsafe, repairs.

### **3. Manufacturer Certifications Reflect Investment — and Standards**

Many shops — whether independent or dealer-affiliated — have made significant investments in OEM certifications, tools, training, and infrastructure to meet manufacturer repair standards. These programs ensure vehicles are returned to pre-loss condition using the safest and most accurate procedures available.

AB 135 threatens to devalue those investments by limiting the ability of manufacturers to recommend or mandate proper parts, tools, or processes. When any shop can bypass those standards under the banner of "right to repair," it diminishes the purpose of certification and opens the door for unsafe or incomplete repairs. That's not good for consumers, and it's not fair to the professionals who have committed to doing things the right way.

### **4. Independent Shops Deserve a Say — But So Do the Facts**

We understand that many WCRP members are independent shops, and opinions may vary. That's fair. But the long-term impact of this bill—such as an increase in aftermarket part production and reduced OEM oversight—would harm the entire industry, not just certified or dealer shops. Allowing the market to flood with unverified parts while limiting OEM guidance is not a win for repairers or vehicle owners.

At WCRP, we support access — but not at the expense of safety, quality, or accountability. We believe the responsible position is to oppose AB 135 and to work toward policies that support safe, OEM-compliant repairs while maintaining fairness across the industry.

We welcome continued conversation with lawmakers and stakeholders to ensure any future legislation reflects the complexities of modern vehicle repair.

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**Get involved! Board members needed!**



*Email [wcrpinfo@gmail.com](mailto:wcrpinfo@gmail.com) for more information*

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**\*\*SIGN UP NOW\*\***

# WCRP Industry Event

-Friday October 17, 2025 -  
The Lismore Hotel in Eau Claire, WI

Register [HERE](#)



## SCRS Quick Tip: Booth Maintenance



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Every worthwhile accomplishment, big or little, has its stages of drudgery and triumph: a beginning, a struggle and a victory.

MAHATMA GANDHI

GRACIOUSQUOTES.COM

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The secret of change is to focus all your energy not on fighting the old but on building the new. - Socrates

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**RDN** REPAIRER  
DRIVEN NEWS

Fentanyl a growing concern in collision industry

By Teresa Moss on June 4, 2025

One collision repair shop's story about finding fentanyl in a recovered vehicle ignited conversation about the need for industry protocols during the Society of Collision Repair Specialists' (SCRS) open board meeting in Richmond, Virginia.



Amber Alley, manager at Barsotti's Body & Fender and SCRS's immediate past president, said a stolen recovered vehicle was recently towed to her shop after being missing for more than 30 days.

"Immediately, the customer brought up concerns about someone living in the car," Alley said.

There wasn't any damage to the vehicle but it was disheveled, Alley said. She said the consumer voiced concerns about fentanyl and asked that the vehicle be tested.

"They went and talked with their insurance," Alley said. "We tried to submit their concern to the insurer. It was denied. It was denied. It was denied. It was a standoff."

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# Optimize Your Available Labor Hours



**Of your shop's gross profit, 60% is from labor production on vehicles. Here is how to maximize that output.**

Steve Trapp  
June 23, 2025

Having run hundreds of performance groups over the past 40 years, I was challenged by FenderBender to recap the main topics the groups discuss. So, this will be a four-part series focusing on ideas to optimize: Labor, Parts, Paint and Material and Sublet, and Overhead expense reduction.

Opportunity: Optimizing Labor Hours

We start with labor because Labor gross profit makes up 60% and more of the typical shop's overall gross profit dollars.

After a few hours of discussion at the very first paint performance group, Ed Mohr, owner of Exclusive Auto Body near Los Angeles, shared wisdom with his fellow members. "Let's be honest with ourselves. Those who are successful in our industry know how to best optimize the total labor hours produced from the productive staff during the hours we pay them to be there for."

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Some Erie Insurance operations back online after cyber

# attack, 2 other insurers attacked

By Teresa Moss on June 25, 2025

Erie Insurance says it is continuing to make “strong and steady” progress toward resuming normal business operations after a cyber attack that shut down its system on June 7.

The company is one of three insurance companies attacked in the past month including Aflac and Philadelphia Insurance Companies.

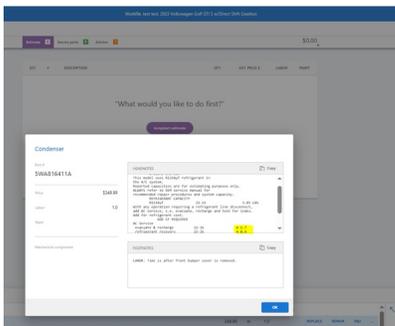
“After a thorough review of all systems, conducted by both our team and external partners, we have safely and securely reconnected several business systems and applications,” says an Erie Insurance update posted on Monday.



[Continue reading](#)



## Estimate Tip – CCC – R1234yf labor update



MOTOR has made updates to vehicle chapters utilizing R1234yf refrigerant. Labor time to evacuate and recharge has been updated to 1.7 from 1.4 hrs.

DEG Inquiry 39230 response from MOTOR. “MOTOR will add the AC type differences as a point of discussion for the 2025 GTE update cycle. Any changes or adjustments will be published in the annual November release of the GTE review.”

DEG will continue to monitor any changes and provide industry updates.

You can view this tip and others on the [DEG website by clicking here](#).

## Federal and state legislation could be game changer for how small businesses offer health insurance



By Teresa Moss on June 24, 2025

Federal and state legislation could change the way small businesses, such as collision repair shops, offer health insurance to employees, if passed.

The 'One Big Beautiful Bill Act,' or H.R. 1, gives more affordable and flexible options for employers with 50 employees or fewer, according to Kevin Dunn, Decisely CEO. This includes offering a tax-deductible contribution, such as \$50 or more per month, that employees can use to purchase their health plan.

"The 'Big Beautiful Bill' (3B) includes favorable language that expands employer incentives and, most importantly, empowers employees with choice when it comes to their health insurance," Dunn said.

This could help small business employers provide an incentive to employees, Dunn said. He said it works the same way as a group insurance product, but with less risk, and is less expensive for the business and, typically, the employee.

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## Batenhorst on 'Vendor Bombardment'



**Surviving a constant onslaught of people seeking your money requires setting boundaries and product validation.**

Andrew Batenhorst  
June 17, 2025

As the manager of Pacific BMW Collision Center, I am tasked with ensuring the entire collision repair operation runs smoothly and profitably. I recall when I first became a manager, freshly receiving my AAM degree from AMI, thinking to myself, "I'm ready for this; let's go." But no amount of training prepared me for all the vendors eagerly waiting for me to hand over my credit card to buy their latest and greatest product. Email and social media marketing, unannounced shop visits by tool and material vendors, the SEMA Show, sponsored articles, and more are some of the various ways marketing is directed to you.

The impetus for this article was a visit from a vendor today - from whom I do not regularly purchase regularly - attempting to sell me tools for which I neither the room in my shop nor an active need.

Our time as leaders is precious, and at the risk of sounding rude, I have to delicately decline the myriads of people seeking our shop's business. How can someone successfully navigate through this landscape and ensure they aren't being taken advantage of?

[Continue Reading](#)

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Guest editorials and other submissions are the opinions of the author and may not reflect those of the organization.

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