



Body Shop B.S. from CPG



BODY SHOP B.S.

November, 2019

A Body Shop Business Support Publication of Consolidated Parts Group - Since 1997

Dear (Contact First Name),

We Are PARTners and Always Will Be

CPG was started in 1997 with some key elements we knew we could never sacrifice as to what would define us.

- 1) Create a Group of Wholesale Parts Dealers and Service Companies who align with our mission to be "Your Partners in Parts." Dealers who are committed to offering the best service, value, and are willing to invest in our CPG mission.
- 2) To research, learn, share and educate on important issues the industry faces to try and improve every shops ability to work freely, and to earn a fair return on their investment, skills, and experience.
- 3) To communicate with those in government who can legislate better laws protecting consumers and small business owners over the oppression of large corporations who often receive favor because of their financial ability to affect laws.

While we have several dealers who partnered with CPG from it's onset, and others who have joined us more recently who are hugely invested and supportive of our CPG mission, we have always wanted to identify dealers who offered exceptional service and value, are fully committed and able to service the industry with Benchmark Standards, and who believe in the mission of CPG and have been willing to invest in that. We have been able to do our part to help impact, educate, and assist the Collision Repair Industry because of our committed dealers. PLEASE consider our dealers based on their own excellent service, discounts, and value, as well as their ongoing commitment to our work, as they are essential to what CPG is able to do.

Consolidated Parts Group has been working in/with/for the collision repair industry since 1997 to try and assist shops in having control of their businesses. Our Parts and Service partners have invested in that goal on your behalf and fully support our ongoing work. They offer exceptional service, discounts, and FAST cycle-time delivery AND support you through CPG. Please consider supporting those who support you!



Sincerely,

Daniel McAllister
Consolidated Parts Group

C I I C K & R S h e
S P O N S O R S

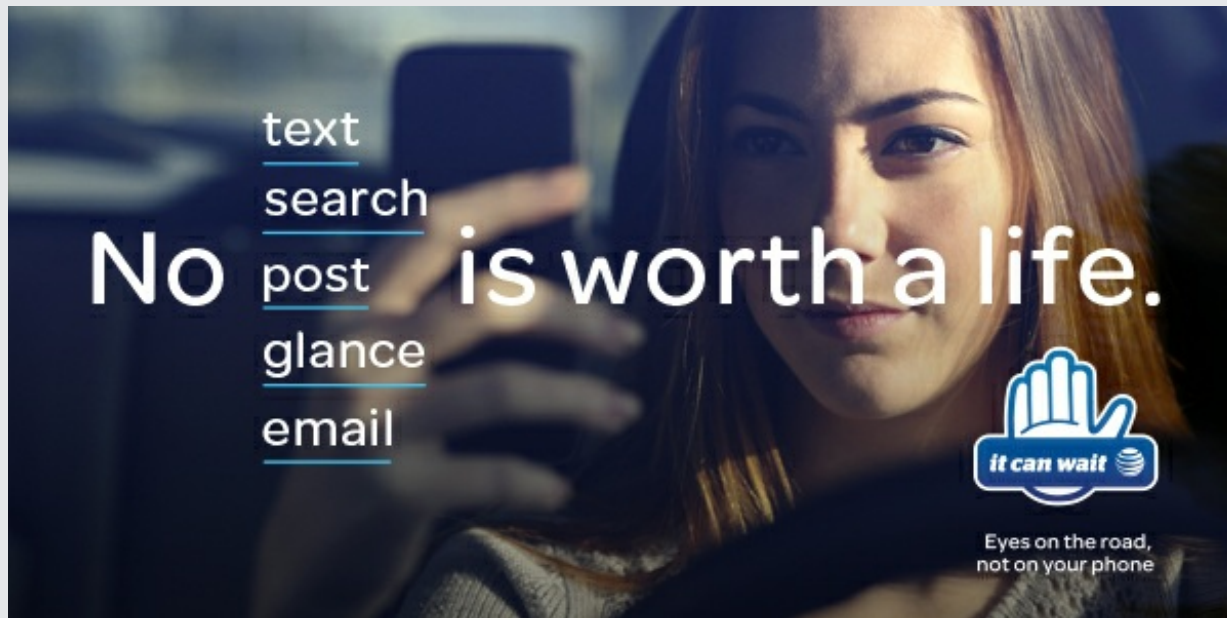


I T C A N W A I T C A M P A I G N

Consolidated Parts Group has been pushing AT&T's "It Can Wait" Program for several years now! While every body shop makes a living from the misfortunes of drivers involved in auto accidents, I believe that no body shop owner wants any driver to be hurt in an auto accident! And young drivers, who are nearly glued to their "devices" these days, making them aware of the inert dangers of distracted driving might save their lives, or even yours or a loved ones life. PLEASE consider how YOU can become more involved in this campaign! Doing the RIGHT thing to help prevent distracted driving accidents won't guarantee your shop gets more work, however we believe people care about companies who are trying to make life better, safer, and put people ahead of profits.



The Face of Distracted Driving: Caleb's Story | It Can Wait | AT&T



We work in an industry that makes it's living from auto accidents. Unfortunately, we know they are going to happen. The number of distracted driver related accidents is HUGE. Here are some facts about distracted driving:

- The National Safety Council reports that cell phone use while driving leads to 1.6 million crashes each year.
- Nearly 330,000 injuries occur each year from accidents caused by texting while driving.
- 1 out of every 4 car accidents in the United States is caused by texting and driving.
- Texting while driving is 6x more likely to cause an accident than driving drunk.
- Answering a text takes away your attention for about five seconds. Traveling at 55 mph, that's enough time to travel the length of a football field.
- Texting while driving causes a 400% increase in time spent with eyes off the road.
- Of all cell phone related tasks, texting is by far the most dangerous activity.
- 94% of drivers support a ban on texting while driving.
- 74% of drivers support a ban on hand-held cell phone use.

And here are more facts concerning Teen Distracted Driving:

- 11 teens die every day as a result of texting while driving.
- According to a AAA poll, 94% of teen drivers acknowledge the dangers of texting and driving, but 35% admitted to doing it anyway.
- 21% of teen drivers involved in fatal accidents were distracted by their cell phones.
- Teen drivers are 4x more likely than adults to get into car crashes or near-crashes when talking or texting on a cell phone.
- A teen driver with only one additional passenger doubles the risk of getting into a fatal car accident. With two or more passengers, they are 5x as likely.

So what can your shop do to help minimize distracted driver accidents? GET INVOLVED in the AT&T campaign "It Can Wait."

1) Download this PDF on "Steps to Stop Texting While Driving" print out copies and give one to every person you write an estimate for. Click [HERE](#)

2) Show some of the AT&T It Can Wait video's to better educate drivers to thre dangers and available "tools" to help avoid distracted driving.

3) Share the AT&T DriveMode App available for FREE that can help drivers not have distractions while driving, including parents ability to set up their young drivers phones to avoid distractions.

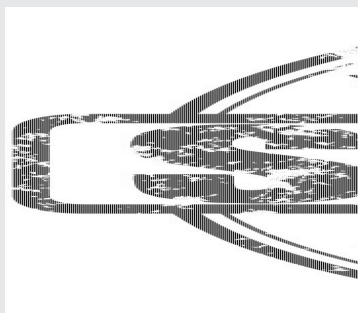
I N D U S T R Y N E W S S H



Kid History Shorts: "Thanksgiving" (The Roberts)



CPG GARAGE SALE PAGES SAVE YOU \$\$\$\$



Benefits of the CPG Garage Sale Pages

1) Return of otherwise unreturnable parts - Vehicle manufacturers have become increasingly more strict on their return policies for dealerships. Many parts are simply "Unreturnable" such as airbags, electrical parts, many trim parts, parts that have been painted, parts not in original packaging, etc.

2) Parts at GREAT Saving\$ - Because these parts are deemed unreturnable by manufacturers, dealers may offer substantial discounts in order to get rid of otherwise unsellable, yet useable parts.

3) Dealer Improved Return Policy - Other dealer competitors may not be able to absorb returns of this nature so may impose fee's and/or restrictions within their return policy.

4) Improved Return Allowance for Dealers - Because our CPG dealers now have another outlet to take returned parts and resell them through our Garage Sale Pages, they can utilize what dollar amounts they do generate on other parts that do qualify for manufacturer return, which increases their capacity to take back returns.

This CPG developed program is not mandatory for any of our dealers to participate in. If you are looking for a specific "Deal" you can click on that dealers logo from our CPG websites front page and see if they have a "Garage Sale" logo. If so, simply click on that and you'll be shopping!

CPG Shop Tool of the Month - FREE to every Shop!



Make sure no one is hurt

The first and most important step at the scene of any accident, is to be sure all involved are not badly hurt.

Then you should call the local police, and EMT assistance if anyone is in need of medical treatment.

Once these key things are taken care of, it can be very important to gather as much information immediately from the accident scene. These details may become important for insurance and legal issues that may later arise.

We have compiled some of these important details to record inside this brochure.

Just in case, place this brochure in your vehicle glove compartment.



Know Your Rights

Michigan law provides you with specific Rights and Responsibilities whenever you have a claim with your insurer.

1. Contact your insurance company or agent right away when you have a claim.
2. Take reasonable actions to minimize the loss or damage, such as covering a damaged window.
3. Give the company any reasonable information that it asks for as proof of your claim, and cooperate with the company as required by the policy.

Your Insurance Company Must:

1. Tell you exactly what information it needs to process your claim. The company must tell you within 30 days after you have notified the company about your loss.
2. Tell you what coverage in your insurance policy applies to your claim.
3. Pay the part of your claim that is supported by proof, and pay the rest when appropriate evidence is sent to them. A company cannot hold back payment under one's coverage so that you will settle with them on another part of the coverage.
4. Pay you within 60 days after you have given the company all the information they have asked you for to support your claim. If the company does not pay you within that time, they may have to start paying you 12 % simple interest on the amount they owe you.
5. Give you an explanation if your claim is denied, partly denied, or if you are offered a compromise settlement.
6. Promptly answer any questions you have about your claim.

Be Prepared!

Michigan Auto Accident Checklist

Important Steps when involved in an accident.



This helpful accident brochure was created for you and offered by:

We Work for YOU!

CPG has created and compiled a large variety of helpful "Shop Tools" designed for shops to use in a number of circumstances you face often on a daily basis. Issues such as Insurer Steering, Total Loss Claims, EPA issues, etc. This month we feature a very helpful tool for helping to market your collision repair shop, while also providing a very helpful tool for your customers in an:

ACCIDENT BROCHURE

This is what we have often referred to as "Glove Box Marketing" where shops can print out these FREE brochures, stamp their shops information on them, and give them to all of their customers for future use/reference in case of another accident. They are designed to be put in the customers glove box, and if/when they have an accident, it helps them remember what information to get at the accident site, and also to remember YOUR shop. And remember, most drivers have more than one vehicle, so you can always ask

them if they'd like more for their other vehicles. Stressing the need for other family members to have one in their vehicles, such as a daughter, son, or spouse can be very helpful if the unexpected should happen.

To read and/or print out this practical and helpful document, simply click [HERE](#)

M I C H I G A N A U T O I N S U R A N C E

M a n y m a y b e a s k i n g



Changes coming to auto insurance rates in Michigan

Michiganders pay the highest auto insurance rates in the nation; Detroiters pay the highest rates in Michigan. Michigan's no-fault auto insurance system offers unlimited, lifetime benefits to injured motorists, widely considered a primary driver of insurance costs. The no-fault reform passed this spring allows drivers to choose their own level of personal injury protection, sets a fee schedule for medical billing through no-fault insurers, and requires insurers to offer increased liability protection.

Here's the problem: No-fault reform has been sold as the key to bringing down Michiganders' insurance costs. But under Michigan's newly adopted insurance regulations, insurers can still set rates using factors like geography and credit history, and they can apply those rates to newly created territories of variable size.

Insurance industry representatives concede that no-fault reform isn't guaranteed to cut costs, noting that increases to other portions of a customer's bill could offset savings generated by no-fault reform. Most recently, the Insurance Alliance of Michigan told the Free Press that the new law's requirement that insurers provide increased liability protection could mean higher premiums.

No-fault is just one portion of any driver's insurance premium, and insurers use a multitude of factors to set rates, including the number of miles driven per day, a driver's safety record, and the safety features or value of the car itself. Insurers also use non-driving factors to set rates, like gender, marital status, credit history, or home address, claiming that information correlates to risk.

Christopher French, an expert in insurance law at Penn State Law, said he expects that both the liability insurance portion of Michigan auto insurance premiums and private health insurance costs will increase under the new law. But French said he still expects motorists to enjoy overall savings - which he couldn't quantify - because fewer medical costs will be covered and there will be fewer medical procedures.

At Penn State Law, French said that studies show the more a state moves away from pure no-fault insurance, the lower that state's overall insurance costs become. Based on that analysis, Michigan motorists should save money under the new law, French said.

"I'm sure some of the (insurance) carriers will try to grab some of it for more profits for themselves," but market forces, along with state oversight, should help ensure that the companies' savings are mostly passed on to motorists, he said.

French said he expects that the liability costs will rise, as will motorists' private insurance costs - especially for those that opt for sharply reduced or zero PIP coverage by coordinating coverage with their health insurers. But he said he still expects Michigan residents to find that their overall insurance bill goes down.

Z e i g l e r C h r y s l e r -



Zeigler Chrysler-Dodge-Jeep-Ram are the #1 Chrysler Parts Dealer in west Michigan, and growing as they focus on providing the absolute best service, experienced wholesale parts specifiers, fast delivery, and VERY competitive discounts. Here are just some of the highlights they offer:

- **\$3 Million Inventory**
- **18 Delivery Vehicles with Daily Delivery**
- **4 Wholesale Parts Specialists - 77 years experience**

- Huge Crash Parts Inventory
- VERY Competitive Discounts
- Daily Stock Orders with Next Day Delivery
- CCC1 True Parts Dealer
- Parts Trader Dealer
- Collision Link Dealer
- OPS Dealer
- #1 Chrysler Parts Dealer in West Michigan
- MOPAR Masters Member since 2011
- MOPAR Conquest - Price Matching Program Participant
- MOPAR Glass Dealer
- Wholesale Tire Dealer - HUGE Inventory - GREAT Prices

Whether you call in your orders, fax in your orders, use Collision Link, CCC1 True Parts, or are using Parts Trader to procure your Chrysler Parts, Zeigler CDJR can provide Original Equipment Chrysler Parts for any Chrysler Vehicle (Chrysler, Dodge, Jeep, Ram, Plymouth, Eagle) without the hassle of asking your customer to pay the difference, or asking the insurer to step up for OEM quality. Imagine what your customer will think of your shop when you step up to install OEM Factory Parts regardless of their insurer's insistence on using Aftermarket or Used parts? They don't need to know you were wise enough to obtain them through Zeigler CDJR/Mopar's AWESOME Parts Price Matching Program!

The CCC One, True Parts Program is one of the many, great benefits Zeigler Chrysler-Dodge-Jeep-Ram offers collision repair shops and one that other competitive dealers do not offer. Real-Time "Live" Pricing gives shops immediate pricing information, easy automation of order processing, invoicing, and settlement 24/7/365. True Parts streamlines the entire parts process for shops, and has a huge positive impact on a shops Cycle Time, and has been shown to reduce returns by upwards of 40%. By using the Promote feature, shops can see parts that Zeigler has selected for Promotional Pricing while the estimate is being written and parts are being ordered.

If you have any questions about this program, or are wondering how to have access to it even if you are using Parts Trader, just contact any of the experienced wholesale parts specifiers at Zeigler CDJR.



800-881-3097

Local
616-532-4929

Fax
616-532-4575

I n s u r a n c e C o m p a n i e s



A Little Trip to Heaven (1/10) Movie CLIP - Quality Life Insurance (2005) HD



A Little Trip to Heaven (2/10) Movie CLIP - The Video Speech (2005) HD

Being injured or suffering property damage is difficult enough. It's even worse when your insurance company doesn't live up to their end of the contract. Your insurance company is required to investigate, negotiate, and settle claims in good faith. When this duty is violated, the insurance company can be liable in court for their bad faith actions. Bad faith is broadly defined as dishonest or unfair practices.

Common Bad Faith Tactics

Unreasonable Delays

An insurance company may drag out the time it takes to investigate a claim before agreeing to pay. This

tactic is done to see if the policyholder will just give up pursuing the claim. Most state's set deadlines for an insurance company to accept or deny a claim, ranging from 15 to 60 days.

EXAMPLE: A home suffers water damage from a broken pipe. After the policyholder submits a claim, the insurance company does not start investigating the claim for more than two months.

Failure to Conduct a Complete Investigation

Every insurance policy contains an implied duty of good faith and fair dealing. This requires an insurance company to conduct prompt and thorough investigations in to a policyholder's claim.

EXAMPLE: A claim is submitted for a car that sustained damaged while parked on the street. The claims adjuster spoke with the policyholder over the phone and denied the claim, determining it was pre-existing damage. The adjuster did not consider the repair shop estimates or inspect that damage in person.

Deceptive Practices

An insurer could fail to disclose the existence of coverage so they don't have to pay you. Your insurance company fails to notify you of a claim filing deadline and doesn't provide the papers necessary for you to complete your claim on time.

EXAMPLE: Perhaps your small business insurance provides for lost income after a covered event. After experiencing a theft of important work equipment that kept you from completing an important job, you are not informed that you could file a claim for lost income in addition to the claim for the equipment.

Offering Less Money Than a Claim Is Worth

Insurance companies can't avoid paying a valid claim to bolster their own profits. Tactics such lowballing or offering less money than a claim is worth is an act of bad faith.

EXAMPLE: A tree fell onto the roof of your house. The insurance company is offering to pay about half of the amount of the repair quotes you have received, despite higher coverage called for under the policy.

Misrepresenting the Law or Policy Language

Insurance companies may deliberately interpret policy language against the claimant. A part of the duty of good faith and fair dealing, insurance companies must be truthful in their statements about your policy and the law.

EXAMPLE: An insurance company states that you could be found guilty of insurance fraud if you put in an auto insurance claim when you think you may have been partially at fault for the accident.

Refuse to Pay a Valid Claim

Insurance companies are required by state law to only use fair claims practices. If the insurer denies a claim that should be covered by the policy, this action could qualify as bad faith.

EXAMPLE: Your car was hit by an uninsured motorist who admitted fault for the accident in the police report. You have insurance that covers this circumstance. After submitting your claim, your insurance company refuses to pay for the damage.

Making Threatening Statements

An insurance company should never make a threatening statement to policyholders or third parties who are making claims. If an insurance company makes a threat, call your state insurance board and/or an attorney right away.

EXAMPLE: The insurance company threatens to take harsh legal action against you or file criminal charges if you submit a claim.

A l t r a P r o d u c t s

R e m a



Serving the Collision repair industry since 1986

We know that today's automotive service and repair environment is very demanding. There is an increase in pressure to work faster, smarter and more exact in order to be profitable. It takes the right tools, technicians, and the right game plan to make it happen. Product work flow and the right equipment are crucial elements to success.

Our contact with vehicle manufactures, insurance companies, code officials, and shops like yours help keep us well informed. We can use our experiences to help you. We have our own "factory certified" service crews and we run a service fleet equipped with replacement parts, filters, and all the tools needed for top-quality service.

Our service personnel are exceptionally honest and hard working. We are a customer-focused company. We understand that your success is what keeps us in business. Altra Products Supply offers you a complete package including; consultation, site layout, supplying and erecting equipment, follow-up service, parts, maintenance, and a variety of used equipment options.

Altra Products Inc.
"Remarkable Equipment for the Professional"

	Collision Equipment Group: Frame pulling, measuring, anchoring systems and many fine tools.
	Kaeser Compressors: Screw compressors and air filtration systems.
	Garmat USA: Paint booths, prep stations, mixing rooms, accelerated drying systems
	Car Grabber: Frame machines, floor pull, and anchoring systems.
	Prevost: Aluminum air piping and fittings.
	DeVilbiss Air purification and desiccant media systems.
	Mo-Clamp: Frame pulling clamps and accessories.
	Touch: Computerized frame measuring system.
	Eurovac: Dust extraction systems for a clean, healthy work environment.
	Goffs: Curtain walls, separations and bug blockers.
	Col-Met: Paint booths, prep stations, mix rooms and powder coat booths.
	3M: Dirt trap protection system for protection of paint booths.

Want to know more please call (800) 684-3154

Dick Post - 616-293-4081

Joe Simon - 616-293-4082

Bill Lentner - 248-467-6275

Whatever your needs. Altra Products is here to help. We would be happy to help figure out what is best for your facility. Please give us a call (800) 684-3154 or visit our web site at: www.altraproducts.com

We are always honored to help.

If we can be of any assistance please feel free to contact us at:

richard.post@altraproducts.com

joe.simon@altraproducts.com

or use our toll free number

**Altra Products
Supply Inc.**

800-684-3154

www.altraproducts.com

Z e i g l e r L i n c o l n - B



A "Great Experience" begins with Staff Experience, and Zeigler Lincoln - BMW Wholesale Parts Department has loads of it. The Wholesale Parts Staff has a combined 74 years with their 5 experienced, knowledgeable and service centered staff. Parts Manager Danton Goulet has built a department that is deeply committed to setting the benchmark for Ford/Lincoln and BMW Wholesale Parts. Some of their highlights include:

- \$3 Million Inventory
- 18 Delivery Vehicles with Daily Delivery
- 7 Wholesale Parts Specialists - 153 years experience
- Huge Crash Parts Inventory
- VERY Competitive Discounts
- Daily Stock Orders with Next Day Delivery
- CCC1 True Parts Dealer
- Parts Trader Dealer
- Collision Link Dealer

- OPS Dealer
- #1 Lincoln (Ford) and BMW Parts Dealer in West Michigan
- Wholesale Tire Dealer - HUGE Inventory - GREAT Prices
- CPWD Dealer
- OE Connect #19 Nationally for Price Match
- Top 100 National Truck Load Dealer
- BMW - Largest Wholesale Parts Dealer in West Michigan

What does all this mean to your shop? Knowledge, Inventory, FAST and correct service, and VERY strong discounts. Zeigler Lincoln and BMW can \$ave you Time and Money allowing your shop to improve cycle time, production flow, and your profits.

The CCC One, True Parts Program is one of the many, great benefits Zeigler Lincoln-BMW offers collision repair shops and one that other competitive dealers do not offer. Real-Time "Live" Pricing gives shops immediate pricing information, easy automation of order processing, invoicing, and settlement 24/7/365. True Parts streamlines the entire parts process for shops, and has a huge positive impact on a shops Cycle Time, and has been shown to reduce returns by upwards of 40%.By using the Promote feature, shops can see parts that Zeigler has selected for Promotional Pricing while the estimate is being written and parts are being ordered.



855-513-4477

Local
269-375-5444

Fax
855-513-4479

C o n s u m e r R i g h t s



As a consumer of automotive collision repair, you have a number of rights which, if exercised, could better ensure that your vehicle will be repaired in a proper, complete and safe manner. Consider the following.

Choice of Repair Facility

Choosing the body shop where your vehicle will be repaired is an important decision, and in most cases, you have the right to make that decision. Not all shops are alike, however, when it comes to having properly trained technicians and the equipment and facilities needed to fix your vehicle right, so making a well informed choice is key.

Your insurance company may suggest you use one of its "direct-repair facilities"-these are shops with which the insurer has a contractual agreement, including both dealership and local independent shops. If you don't already have a favorite body shop in mind, this may be a good choice.

Family and friends who have gone through the repair process also can be a great source of advice, and don't forget about your dealership-it may have its own body shop, but if it doesn't, it can likely offer a list of reputable shops in the area.

Remember, the body shop is fixing YOUR vehicle for YOU, and it's important you're comfortable with the shop you choose. If you're making an insurance claim, your insurer pays the bill, but most states prohibit the insurer from requiring you use a particular shop-that means, ultimately, no matter what you hear, the body shop is YOUR CHOICE.

Choice of Repair Parts

As a consumer, you have the right to request that your vehicle be repaired only with Original Equipment (OE) collision replacement parts. These are the same parts that your vehicle manufacturer distributes to ensure proper fit, function, and most importantly, safety.

Two factors influence whether your request will be honored: your insurance policy limitations and local (state) laws and regulations regarding collision repair.

Insurance Policy Limitations

Prior to being involved in an accident, check your policy to see what allowances may, or may not be, made for certain part types.

Some policies may allow for OE parts in all circumstances, while others may allow for OE parts depending on the age of the vehicle. Some may specifically call for use of parts that are "like kind and quality," usually indicating salvage parts. In other cases, insurance companies may offer two auto policies; one that specifies that only OE parts be used, and another specifying the use of only alternative parts.

In addition, there may be policies available through a plan endorsed by your vehicle manufacturer, which assures OE parts for that brand of vehicle. Find out before you buy!

State Laws and Regulations

Most states require repair shops and/or insurers to disclose to their customers when something other than OE parts will be used, usually as part of the estimating process.

Far fewer states-about a quarter-also require shops and/or insurers to get your consent before using non-OE parts. These laws and regulations vary greatly, however, and most come with time limits-such as two years/30,000 miles-or other restrictions.

There also are several states with no disclosure or consent rules currently in place for collision repair. Protect your family and your vehicle investment, and know your rights BEFORE YOUR VEHICLE IS REPAIRED.

Check with your local collision or auto body repair associations regarding the collision repair-related laws and regulations in your state-a quick Internet search should help you find them.

The Right to a Safe, Properly Repaired Vehicle

Everyone deserves to drive or ride in a safely repaired vehicle; one that will perform properly in the event of a subsequent collision. But don't leave safety to chance.

Ask questions about the parts that will be used, and how your car will be repaired. Ask about the technicians' training and if the shop is "certified" or "recognized" within the collision repair community. You have rights, but rights must be exercised. Get involved in the repair of your vehicle.



Choosing A Collision Repair Facility | Consumer Collision Rights Awareness

B e t t e n I m p o r t s *W h e*



JOHN VANDEKEIFT

Parts Manager John VandeKeift (pictured left) has been at the helm of the Betten Imports Parts Department for over 30 years now, and continues to strive for total customer satisfaction, value, and exceptional service.

Here is some of why Betten Imports rates so highly in Wholesale Parts:

- \$850,000 Inventory
- 2+ Delivery Vehicles
- 5 Wholesale Parts Specialists - 123 years experience
- Huge Crash Parts Inventory
- #1 in West Michigan for VW-Volvo-Mercedes
- VERY Competitive Discounts
- Daily Stock Orders with Two Day Arrival or LESS

repairlinkSM

Announcing the addition of RepairLink to the Betten Imports offering to all shops.

FREE to repair shops, RepairLink delivers a complete electronic OE parts ordering system online with ease. You can increase order accuracy with parts specification information at your fingertips and save time by reducing the back-and-forth communication between dealerships and parts personnel.

Why Shops prefer RepairLink Shop

- Best-in-class part illustrations and technical diagrams
- 24/7 Online ordering with preferred dealerships
- VIN-based parts look-up
- Customer-specific pricing and availability
- Real-time online order updates
- Tablet, mobile, and multi-browser friendly

Betten Imports is a full participant in **VW's Genuine Advantage Competitive Pricing Program**, which allows Betten Imports to "convert" otherwise specified aftermarket crash parts to OEM VW parts at competitive prices. The program is accessible to any collision repair shop utilizing the popular "CollisionLink" online ordering system. While Parts Trader has made this process a little more cumbersome, Betten Imports is committed to their customers, and the vehicle owners they serve to provide OEM when ever possible, so PLEASE be sure to ask any of the Betten Imports Parts staff.

In addition to the VW Genuine Advantage Program, Betten Imports offers another amazing option for a wide variety of parts and accessories for VW's through the VWparts.com portal called VW Parts Outlet Center. CPG recommends you access this and take a look at some of the amazing deals on hundred's of parts. Here are a few examples of potential savings:

- Air Bags as much as 62% off LIST
- Bumpers as much as 92% off LIST
- Door Trim Panels as much as 91% off LIST
- Grille's as much as 91% off LIST
- Headlamps as much as 90% off LIST

There are alot more options, from crash parts, to trim parts, to mechanical parts. Check out the LIVE current list by clicking [HERE](#)

Mercedes-Benz Wholesale Parts Website

Mercedes-Benz now offers shops an amazing website that has so many helpful tools for shops, we certainly can not name them all. Here are a few:

- OEM Parts Overviews
- Technical Information per VIN
- Technical News
- StarParts - MB New Line of Competitive Parts
- StarRewards - Earn while you provide Quality Parts
- MB Certified Collision Center Process and Benefits



Click on this logo for more information

Mercedes Price Matching Program

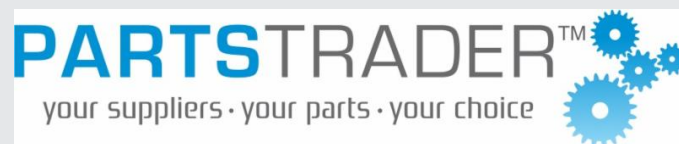
Installing OEM parts even when insurers write for Aftermarket will set you apart with your customers! Betten Imports offers you that option now through Collision Link! And your Mercedes-Benz customers are particular about their Mercedes, so install OEM and they will Thank You for it!

Get More Genuine Mercedes-Benz Parts For Less!

With **CollisionLink®**, you're just a click away from easily ordering parts and taking advantage of Mercedes-Benz discount incentives on previously specified, non-OE parts.

To register and download CollisionLink, visit www.CollisionLinkshop.com and click enroll. Or call 888.776.5792.

Simply e-mail your Mercedes-Benz order to Betten Imports and they will take care of the rest. Customers who drive Mercedes vehicles are meticulous and expect quality. Be sure to deliver with genuine OEM parts regardless of what the insurer specifies!



800-328-2471

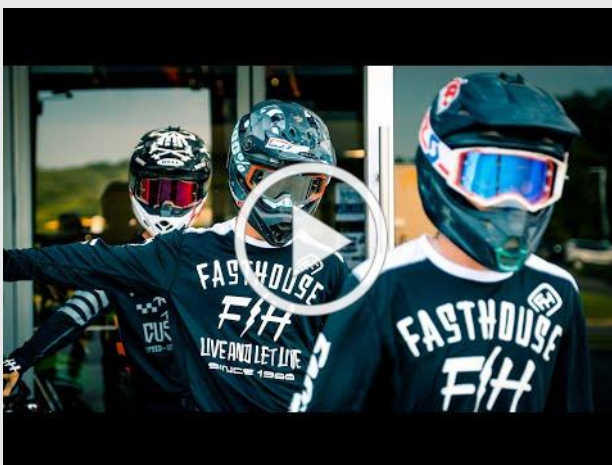
Local
616-475-9533

Fax
616-475-9529

Z e i g l e r M o t o r s p o r t



Zeigler Motorsports Action Park!



Fasthouse at Zeigler Motorsports

Zeigler Motorsports will blow your mind with the wide array of "FUN" they offer. You can spend the day checking out virtually anything you can ride on water, snow, dirt, and pavement. Check out their Motorsports Action Park where you can test ride what you desire. Right on site is their Taphouse so you can grab lunch while you wait for your "new" toy to be prepared for delivery, or just to take a break from all the amazing rides they offer. After a hard week of work, you deserve to cut loose, to reach for the sky, to fly on the ride of your choice. Begin your weekend journey today by visiting Zeigler Motorsports in Kalamazoo



5001 Park Circle Drive - Kalamazoo, MI 49048

269-381-5800

Consolidated Parts Group and its partners are VERY seriously committed in partnering with the Collision Repair Industry and working towards more control for shop owners. Our industry e-newsletter BODY SHOP B.S. is just one example of our continued work since 1997.

Please consider the support and efforts put forth by our CPG Partners as you decide on who you will spend your money with for parts and services. CPG Partners believe in the mission and goals of CPG, and likewise, support those efforts through their participation as a CPG Partner. Please "Support those who support you."

Sincerely, "Your Partners in Parts"
Daniel McAllister
Consolidated Parts Group