



# Paint Materials Reimbursement & State of the Industry Forum

If paint materials reimbursement is confusing, inconsistent, or underpaid in your shop – this event is for you.

**Tuesday, April 21, 2026**  
**Members: \$25 per person**  
**Non-Members: \$199 per person**  
**If a shop joins OABA, they can send 3 people at no cost**



**Facilitated By**  
Mike Anderson  
Collision Advice  
Facilitator



**Don't Delay;  
Register Today**

### Location

Quest Conference Center  
9400 Worthington Rd., Ste 400  
Westerville, OH 43082

## Ignite Excellence – 8:30 to 10:00 am

The collision-repair industry stands at a crossroads. Technology is advancing faster than ever, customer expectations are rising, and our responsibilities as repairers continue to grow as vehicles become more complex. This year's Collision Advice theme – Ignite Excellence – is a call to action for every shop, every technician, every estimator, and every leader who is committed to raising the bar. Ignite Excellence is about sparking something deeper than compliance. It's about fueling a mindset. It's the fire that pushes us

In 2026, "Ignite Excellence" challenges our industry to:

- Light the torch of leadership by coaching, mentoring, and uplifting the next generation of technicians and estimators and knowing your "Why"
- Fuel a deeper commitment to safe and proper repairs using OEM guidelines, ADAS understanding, and continuous learning.
- Spark innovation by embracing emerging technologies – from AI to digital blueprints – that elevate accuracy and efficiency.
- Burn away complacency and replace it with accountability, integrity, and passion.
- Illuminate the customer experience so every interaction builds trust and confidence.

Topics covered in this session include new updated severity and average labor hours by state, how to increase sales by being available AFTER HOURS, balancing technology with human interaction, and consumer trends such as how many consumers choose to pay out of pocket. In addition, hear the latest on OEM trends, autonomous vehicles, and insurance trends

### **Paint Company Panel: What Shops Need to Know NOW** **10:30 am to 12:00 pm**

Major paint manufacturers address the questions shops are asking every day:

- Scale invoicing (Axalta, Akzo, BASF, PPG, Sherwin-Williams)
- Official paint company position statements
- Estimator guidance for special colors and LUTs
- What's driving paint material rate increases

### **Paint Materials Invoicing Software – Straight From the Experts -** **1:00 to 2:00 pm**

Hear directly from the leaders shaping paint materials invoicing and reimbursement:

Panelists include:

- Mitchell RMC – Brian Moss (Mitchell)
- PaintLogic – Rick Palmer

### **Additional Resources to Increase Materials Reimbursement** **2:00 to 3:00 pm**

Understand additional resources that can increase materials reimbursement, such as:

- SCRS documentation
- Legislation
- OEM websites
- PartsLink24 Build data
- Vehicle sales brochures
- Multiplier method vs invoicing
- Who Pays for What data