

SEMINAR INFORMATION

Saturday Oct 13th

**ROOM Assignments for this are all A seminars will be in Vanda 6th Floor
and all B will be in Calypso 6th Floor**

1A. *“Accurate Estimating for Commercial Vehicles: Developed by Audatex, a Solera Company
Mark Alsbrook, Director of Estimating Solutions, Audatex*

The new Audatex estimating solutions for heavy duty trucks and commercial vehicles will be demonstrated. This cloud-based solution is backed by a comprehensive database with more than 95% coverage and offers dynamic 3D graphics with color-coded materials. Appraisers can access the solutions on any device, including tablets, making it easier to write the estimate onsite with the vehicle.

1B. *The 1, 2, 3s of a Motor Truck Cargo Policy
Teresa Dooley / Hill Rivkins, LLP*

Is this cargo claim covered? In this session we will provide a step by step guide for reviewing motor truck cargo policies. Additionally, we will highlight certain policy provisions that are generally misunderstood and discuss common coverage concerns.

2A. *Navistar New Vehicle Update and Aftermarket Overview”
Kyle Strumberger, Product Manager, Cab, Frame & Accessories*

Navistar will provide an update on some of their most recent vehicle platform updates, emerging vehicle technologies, as well as discuss their joint venture with Volkswagen Truck and Bus. In addition, Kyle will provide an overview of its aftermarket collision parts product portfolio.

2B. *Final Inspection: ADAS, Sensor Fusion, and the complexity
of a Post Heavy Repair functional checklist
Cary Kadyschuk -MCI Manager - Heavy Repair & Body Shop*

A Heavy Collision Repair is completed and inspected, systems are working but are they functioning as designed? Modern vehicles include complex modern ADAS systems featuring sensor fusion - What are they? How do they work and how do you add them to your functional post repair checklist?

3A. *PPG, AdjustRite® - Leveraging the Power of Electronic Commercial Estimating Systems”
Ryan Woolfenden, Manager, Commercial Programs and Services, PPG, AdjustRite®*

This session will be a discussion focusing on utilization of electronic commercial vehicle estimating solutions to enhance professional image and improve efficiency, accuracy, and consistency.

3B. Fraud

Susan Welde Esq. / Murchison & Cumming LLP

4A. "Knowing Grain Trailers"

Leon Brownlee / TriState Claims

Participants will learn how to estimate damage to a grain trailer and be provided with the knowledge needed to repair it.

4B. "Highway Robbery: Combating Questionable Towing Bills"

*Adam Brand, Esq.
Brand & Tapply, LLC*

Inflation and fabrication of tow, recovery and hazmat invoices has become big business. Towlers, with increasing frequency, are holding heavy equipment hostage while demanding payment of unreasonable invoices. Storage continues to accrue. Insurers are regularly confronted with difficult choices to pay or fight. This presentation will outline ways to identify suspect recoveries and inflated/fraudulent invoices and provide strategies to investigate, mitigate and litigate these disputes.

5A. "Dry Van (the other white trailer)"

Paul Adams, Litton Claims Service

This session will cover identification of various types of dry vans as well as their construction and repair. In addition, information on improper repairs and structural failures will be shared.

5B. "Crane Repair and Certification"

Tyler Smith, Certified Boom Repair Service, Inc.

Developing repair procedures, identification of third party services, gathering costs/providing estimates, R & I, resulting supplemental claims and OSHA guidelines will be covered.

6A. Trailer Technology and Repair Updates

*Tony Neven
Great Dane / Aftermarket Field Support Manager*

We will be sharing the newest technology being installed on new trailers.
We will also show the proper procedures for repairing the newest trailers
And finally, a look into the future of trailers.

6B. The Changing Face of Jurors – Baby Boomers to Millennials"

*Donald Vicini, Esq.
The Law Office of Donald J. Vicini, P.C.*

Juries today can potentially consist of individuals from one of three generations; Baby Boomers, Generation X, and Millennials. Each has very distinct values and beliefs. Knowing how the different generations think may assist you in selecting the best jury for your case.

7A. Data, Dozers and Truckloads
Adam Gurzynski | Senior Analyst
National Equipment Register | A division of Verisk Crime Analytics

An informational session about the importance of proper equipment and cargo theft reporting and what your organization can do to make it happen. Join Senior Theft Analyst, Adam Gurzynski of Verisk Crime Analytics as he discusses best practices to better make sense of your losses and increase your recovery rate.

7B. Extreme Education, Collaboration and Activation”
Darin Engert, Heavy Truck National Sales Manager, LKQ Corporation

This session will focus on extreme ownership via properly educating employees, suppliers and one another and how to achieve transparency in collaboration at all levels while putting into action.