



THE HOME FOR THE
BODY REPAIR INDUSTRY

The ABP Club is firmly established as the 'home for the body repair industry' with a growing membership of over 2,500 individual members from all sides of the body repair and motor insurance claims industries – bodyshops, insurers, credit hire/claims management companies, motor manufacturers, paint and distribution companies, parts manufacturers, trade bodies and leading industry suppliers.

As part of your Club Membership, you and your colleagues would have access to the ABP Club website member area where we have:

- » Library section - containing many industry documents as downloads
- » BSI Kitemark information (BS 10125)
- » Bodyshop Directory – a publicly available search for consumers to find your business
- » Industry Links
- » Publication section - containing all magazines and ABP publications since 2010
- » Industry Forum, which can be accessed using your username and password to log in

You will also be eligible to attend the best networking events within the industry including regional & national Club meetings, local B2B forums*. There are many other tangible member benefits, which include:

- » Quarterly magazines
- » Industry researched publications
- » Motor Trade Insurance service
- » Health and Safety package (online and physical on-site assistance, if required)
- » Debt Collection service
- » Employment Law / Legal services

We're delighted and proud to attract many of the industry's leading businesses, whether they be large or small, independently owned or part of a franchised operation. Members of ABP include:

- » 29 of the top 30 bodyshop groups
- » 49 of the top 50 single site bodyshops
- » Approx. 85% of the BS 10125 accredited bodyshops
- » 8 out of the top 10 franchised dealer bodyshop groups
- » 8 of the top 10 motor insurers
- » 9 of the top 10 accident / claims management companies
- » all of the top 10 paint distributors
- » Many leading motor manufacturers, including BMW, Ford, Peugeot, Citroen, VWG, Jaguar Land Rover, Volvo, Toyota, Porsche and Vauxhall

ABP KEY MEMBER BENEFITS*

EVENTS

- » Up to 2 delegate places at each ABP Club national meetings (and social dinners)
- » Up to 2 delegate places at each of the B2B regional forums
- » 2 delegate places at the ABP Club Annual Convention and Night of Knights Awards Ceremony and Dinner
- » Discounted ticket price for the British Bodyshop Awards
- » Discounted ticket price for the I Love Claims Motor Claims Conference
- » Advanced notification of VIP access to Auto Body and Motor Claims Expo
- » Women's Automotive offers inspiring opportunities to engage with business owners and decision makers from associated industry sectors through quarterly networking meetings. (For event details please see our web-based events calendar)

WEB RELATED

- » Up to 4 passwords to access the member area of the ABP Club website
- » Directory listing – consumer 'find a professional bodyshop' page
- » Daily e-newsletter – comprehensive coverage of the latest industry news
- » Automatic inclusion to the Good Accident Repair Scheme consumer web-based directory (new for 2016)

PUBLICATIONS

- » UK Body Repair Industry Year Book – an analysis of key industry sectors
- » Quarterly Auto Body Professional magazine
- » UK Body Repair Industry Guides – including menu priced Retail Guide to Retail Charges
- » UK Body Repair Industry Annual Economic Climate Survey
- » Discounted rates for advertising in all ABP publications

REPRESENTATION AND ADVICE

- » Representation at industry meetings – including lobbying with government bodies, motor insurers, claims management cos, write-off/salvage arena, Audatex, Thatcham, BSI, IMI, ATA groups, etc.
- » Telephone and email advice

*certain benefits are dependent on membership level.

ABP digital platforms are an innovative blend of news, resources and information

The ABP Club website continues to grow and be an influence on the market, and has seen growth year on year. Each year, the site receives over 1.2 million visits and has over 4,000 individual visitors each day.

The ABP Daily Newsletter, which continues to be the leading source of industry information, has an average of 10 news items and provides the very latest body repair sector market information. It is sent to all members – direct to their personal email address and has become the prime source of information for many senior figures in the body repair and insurance industry.

ABP DIRECTORY LISTING

The ABP website gives you access to all our member bodyshops and all non-member Kitemarked bodyshops across the UK. This easy to use search function enables potential customers, including insurers, to search for a bodyshop in their area. As a Club member, you will automatically be added to this directory.

GARS (GOOD ACCIDENT REPAIR SCHEME)

The Good Accident Repair Scheme will be our first dedicated consumer facing website.

Scheduled for 2016, the website will enable retail customers to easily find local independent body shops they can trust, with every bodyshop listed being trusted members of ABP, therefore performing repairs to a strict standard. With the recommended function, customers are able to provide you with instant feedback, increasing your visibility to new customers – with the aim to increase your retail work. With the website due for launch in early 2016, your bodyshop will only be a click away from a retail customer.

All members of ABP will be automatically included in the GARS website and it aims to generate more work through receiving good recommendations from customers.

Our publications inform, challenge and inspire by providing, news, key facts and information that shape the industry and influence decisions

INDUSTRY YEAR BOOK

The ABP UK Body Repair Industry Yearbook is now firmly established as the most significant point of reference for statistical information on the various market categories researched. We are delighted that it is seen, and has been described, as the 'industry bible', which is high praise indeed! The Industry Yearbook tracks market changes that have arisen throughout the year, and provides market researched data. The Yearbook is launched at the Annual Convention and Night of Knights.

QUARTERLY AUTO BODY PROFESSIONAL MAGAZINE

The ABP quarterly magazine 'Auto Body Professional' was launched in 2011 and has been met with high acclaim from senior decision makers. Each edition covers the most recent news topics, financial results, member profiles, meeting reviews and previews, product news, interviews plus our trademark factually researched reports. Auto Body Professional is distributed four times during the year.

UK BODY REPAIR INDUSTRY GUIDES

Including menu priced Retail Guide to Retail Charges. The ABP Club publishes a set of UK Body Repair Industry Guides designed to help bodyshops through difficult times and keep them up to date.

The UK Body Repair Industry Guide to Retail Charges reflects real-world price pressures and therefore can be used with confidence as the basis for bodyshops establishing a realistic pricing mechanism for non-contracted 'retail' work.

Since the Industry Guides were first published in 1998, they have had a profound effect on bodyshop marketing, best practice and retail awareness. They have also formed the basis for awareness and debate at Club meetings and on the ABP Club members' forum.

ANNUAL ECONOMIC CLIMATE SURVEY

Introduced in 2012 and published annually, the ABP UK Body Repair Economic Climate Survey provides substantive research into how bodyshops are currently trading and how they view trading conditions. This has instantly become a document of reference used by the industry as whole and is circulated to our complete database of ABP Club members and non-members.

ABP EVENTS CALENDAR

For the cost of an annual membership fee I can attend several free business to business events each year, I can mix, meet and develop relationships with other industry professionals; hear the latest industry rumours; see the latest motor related technology; learn from the varied presentations arranged throughout the day.

Dawn Mullins, Financial Director, Aylesbury Panelcraft Ltd

ABP is leading the way in industry focused meetings and events, with opportunities taking place every month.

Share knowledge and ideas, learn new skills and methods from leading professional and benefit from new connections

JANUARY

First Women's Automotive meeting of the year and features presentations from a range of leading industry professionals including insurers, network managers and vehicle manufacturers.

FEBRUARY

First National Meeting of the year and features presentations from a range of industry leaders including Government bodies, Insurers, Claims Management companies, Write-off/Salvage arena, motor manufacturers, bodyshop groups, as well as our own UK motor market update.

MARCH

AutoBody and Motor Claims Expo – NEW for 2015, this 2 day trade show is aimed specifically at the UK Auto Body and Motor Insurance Claims industries and will be the first of this scale to be held within Britain.

APRIL

Second of the quarterly Women's Automotive meetings. Presentations from a range of leading industry professionals including insurers, network managers and vehicle manufacturers.

MAY

British Bodyshop Awards, a night of celebration for the UK Body Repair Industry, Insurers, Accident Managers, Vehicle Manufacturers, Independent Bodyshop Networks and Training providers have the opportunity to issue their awards to bodyshops or individuals at the pinnacle of their profession. With attendance of over 900 the events are always a huge success, and a great opportunity to network and socialise with the cream of the industry.

JUNE

Second National Club meeting of the year, held at Thatcham, in conjunction with Repair Focus. This event attracts over 200 delegates from all areas of the Crash Repair Industry

Annual I Love Claims/ABP Club Motor Claims Conference, held at the Ricoh Arena, this event attracts over 400 delegates from all sides of the motor claims industry.

SEPTEMBER

National Club meeting – Ireland. Held in both Dublin and Belfast, the meetings cover topics of interest to bodyshop managers and proprietors and offer the opportunity to meet with some of the

industry's leading suppliers. The events are perfect for networking and establishing new contacts and catching up with existing clients.

Third of the quarterly Women's Automotive meetings. Presentations from a range of leading industry professionals including insurers, network managers and vehicle manufacturers

Annual Charity Golf and Spa Day, which attracts over 100 golfers and raises in excess of £3,500 for charity.

NOVEMBER

Annual Convention and Night of Knights Awards Ceremony, held at Hinckley Island Hotel, Leicestershire. The event sees over 550 delegates attending both the day convention and Night of Knights Awards. The event is a fantastic networking opportunity.

DECEMBER

Forth of the quarterly Women's Automotive meetings. Presentations from a range of leading industry professionals including insurers, network managers and vehicle manufacturers

ABP MEMBER SERVICES

ABP provide a range of services to our members' to further enhance the benefit of membership.

In doing so, we wanted to work with dedicated professionals within their sector to ensure that ABP members have access to the highest level of expertise the market provides. We feel this is the most appropriate path to take in order to provide the new suite of member services, as specialism is the key to obtaining the correct advice. We are therefore pleased to have teamed-up with Sigerson Associates, Glaisyers, Cooke and Mason and CBC International, all of whom have committed to provide exclusive, bespoke and comprehensive services for ABP Club members.

ABP provide a pure member benefit with no commission or rebate being taken by the Club, which enables the high level of services offered to be at the most competitive rates for our bodyshop members.

HEALTH AND SAFETY COMPLIANCE

Sigerson Associates are Health and Safety specialists for the UK's Motor Trade. With an experienced team of experts, who are friendly and approachable, they

work closely with clients to understand their needs and put in place practical, cost efficient solutions. Their services include Health & Safety, Environmental Solutions, PAS 125, Business Continuity Planning and Service & Maintenance Records. They are flexible to your requirements and solutions extend from online DIY systems to bespoke support packages. With a friendly and reliable team, they can help you meet and maintain legal compliance and can offer discounted Motor Trade insurance through their sister company, Cooke & Mason plc.

EMPLOYERS PROTECT LEGAL SERVICES

Glaisyers have formulated a package exclusively for the use of ABP Club bodyshop members to provide business support services. It features an Employment Law helpline and a members' website with access to a wide range of user-friendly documents. The specialists in our Employment Team can help you understand the law by keeping you informed of the changes to it and minimising disruption to your business. We have the expertise to help with all aspects of employment law and work

closely with HR professionals, directors, business owners and managers providing support and guidance on the day to day aspects of employment law related issues.

MOTOR TRADE INSURANCE

Cooke & Mason plc have been providing insurance and risk management solutions to the Motor Trade for over 35 years and have established themselves as a leading Chartered broker in this sector. Competitive on price, they provide high quality cover from strong, secure insurers. As Motor Trade experts they know the risks you're exposed to and they will tailor a programme to best suit your needs. In addition to standard covers, they can also include protection for Courtesy Cars, Demonstrators, Directors and Officers Liability, HSE's Fees for Intervention and much more. Their commitment to excellent customer service is never better illustrated than in the event of a claim, their in-house claims team offers powerful support and negotiates on your behalf for the best possible outcome.

They are involved at industry-wide level on issues such as standards and competition and are at the cutting edge when it comes to providing information and reporting on industry matters. Put simply, ABP has helped to promote the industry's professionalism and we've certainly benefited from their efforts.

Mick Whitehead, Director, M&M Fix Auto Stoke

DEBT COLLECTION AND CREDIT MANAGEMENT SERVICES

Established in 1959, CBC International has gone on to become a leading provider of debt collection and credit management services in the UK. We are delighted to offer a bespoke service to ABP Club bodyshop members, having worked extensively within the automotive industry, collecting overdue accounts for a variety of organisations within the industry. We provide a service with a proven track record to save you both time and money.

Why use us?

- » No Collection – No Fee Debt Collection
- » No Upfront or Subscription Charges
- » No Fixed Term Contracts
- » Discounted commission rates and an exclusive telephone advice service for ABP Club members
- » We are a fully licensed agency and accredited to ISO 9001:2008.
- » We Have Experienced Collectors "That Get Results"

ABP TESTIMONIALS

"The industry has changed immensely over the past 10 years and ABP has always been at the forefront of change and innovation throughout that time.

They are involved at industry-wide level on issues such as standards and competition and are at the cutting edge when it comes to providing information and reporting on industry matters. Put simply, ABP has helped to promote the industry's professionalism and we've certainly benefited from their efforts.

The ABP forum has connected repairers across the country and gives us the latest news and gossip - good and bad! The opportunity to network and meet key people within the industry has been priceless, many fellow professionals becoming friends outside of work. To end on another cliché, ABP truly is the 'Home of the Body Repair Industry'."

Mick Whitehead, Director
M&M Fix Auto Stoke

For the cost of an annual membership fee I can attend several free business to business events each year, I can mix, meet and develop relationships with other industry professionals; hear the latest industry rumours; see the latest motor related technology; learn from the varied presentations arranged throughout the day.

The ABP forum is well supported by all sections of the industry, from insurers to bodyshops; from suppliers to consultants. The member's anonymity allows for open and frank discussion and a continual stream of useful information. The "News from ABP" postings in the forum always have their finger on the pulse for the latest industry developments which would be difficult to find elsewhere.

I could go on and on.... The ABP Club is not only important to my business – it is important to the repair industry as a whole, and as an independent repairer it gives me a window to the world. My membership is worth every penny.

Dawn Mullins, Financial Director,
Aylesbury Panelcraft Ltd

We have been ABP members since its very early days, and have seen ABP evolve into the most relevant independent voice in the UK accident repair industries market place.

ABP also occupies the number one slot as the industry facilitator, regularly bringing groups of people together, most of whom would traditionally not have had the opportunity to attend the same venue and enjoy frank discussions and debates.

The recent additional add on services have proven beneficial to our business, but let's not forget the sometimes lively forum. ABP keeps you informed of the wider industry and not just what's happening on your door step and it is good value.

Dave Rathmell, Director, Fix
Auto Northallerton (Simon Bailes
Accident Repair Centre Ltd)

Next steps...

If all of this has encouraged you to join us, or if you want a chat about ABP membership, how it can work for you and your business, or any of the member benefits, then please contact Tracy Jesson on 07825 511 316 or email tracy@abpclub.com for further details. Alternatively, go to our website www.abpclub.com and click on 'Join the club' which will walk you through the joining process.

www.abpclub.com



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