

Holden Write-Off Prevention

Turn a loss into a win.



Holden



Turn a total loss into a viable repair

Throughout the collision repair industry, there is one universally acknowledged truth – no one wants a write-off.

It is bad news for everyone concerned, Holden Owners, Insurers, Repairers, Holden Dealers and Holden, everyone loses out.

But many write-offs are on the borderline of viability. We just need to find a way to deliver a small saving on the total repair costs... all it needs is a little negotiation and the vehicle could be saved.

That's where Holden's Write-Off Prevention program comes in. This new initiative forms a partnership, all working together to save the vehicle – and that's in everyone's best interests.

A WIN-WIN SITUATION

Collision Repairers A total loss means no repair – no parts sales, no labour charges, no business. Saving the repair provides work, turnover and profits. It's what they're in business for.

Insurers Retaining satisfied customers is an objective for us all. If the vehicle can be repaired to a pre-accident condition, will meet the repair criteria of the Insurance Company, and the customer wants the vehicle returned, the Holden Write-Off Prevention program may offer the most cost-effective solution.

Holden Dealers A total loss means more than the lost sale of parts for the repair. Write-off Prevention keeps the vehicle on the road and that means future parts sales, service opportunities and potential vehicle sales to customers staying loyal to the brand.

And it's all achieved by following a simple six-step process.



Step one: The questions

The Insurance Assessor evaluates the repair estimate from the Collision Repairer and declares the vehicle to be a write-off.

However

- Can the vehicle be returned to a pre-accident, roadworthy condition?
- Does the owner want to save the vehicle?

If the answers are yes, then use the Holden Write-Off Prevention program.



Step two: Target cost

The Insurance Assessor sets a target repair cost for Holden Write-off Prevention to work towards.

- What reductions are required to turn the write-off into a viable repair?
- By working together, could that reduction be realistically achieved to make the repair viable?



Step three: Supplying the information

The Collision Repairer, Insurance Assessor or Holden Dealer completes step one of the Holden Write-Off Prevention request form.

The form identifies the savings required to turn the total loss into a repair.

The Holden Dealer completes the final section of the form and submits it to Holden.

Holden Write-Off Prevention Request Forms are available from:

Download a copy from holdentradclub.com.au

Or

Send an email to holdenwp@gm.com to request a copy

Holden recommends that you save the completed Holden Write-Off Prevention Request Form PDF with the vehicle VIN as the file name.



Step four: Holden evaluation

Holden evaluates the Write-Off Prevention Request based on business rules and other evidence provided to support the request form.

Holden may directly contact both the Insurance Assessor and Collision Repairer as part of the process to achieve the required repair cost savings.



Step five: Notification

Holden communicates the level of assistance that can be provided under the program to the Holden Dealer.

In most cases, we will endeavour to respond within one business day of receiving the request.



Step six: Go ahead

If the combined savings meet the target repair cost to turn the write-off into a viable repair, the job can go ahead.

All it takes is one email.



Write-off prevention – a ‘win-win’ for everyone

Collision Repairers get additional parts, paint and labour sales

Insurers pay out less for the repair than for the write-off settlement and retain satisfied customers

Holden Dealers get additional and future parts, service and sales opportunities

Holden Owners have their vehicle repaired

Use the Holden Write-Off Prevention program next time and every time you have a marginal total loss – together we could save the vehicle and provide future sales and profit opportunities.

Simply email holdenwp@gm.com



GM Holden Ltd ABN84 006 893 232 (Holden) promotes the following management practices to minimise the impact of discarded packaging on the environment: 1. To avoid the potential for litter, please dispose of all packaging into a designated receptacle available to your organisation. 2. To encourage the best recovery of resources, please reuse or recycle packaging wherever facilities exist at your organisation to do so. 3. To assist Holden in designing improvements to packaging, please provide feedback or suggestions to: HSP0_packaging@gm.com.

A word about this catalogue. We have tried to make this catalogue as factual and comprehensive as possible. However, since the time of printing some of the information you'll find here may have been updated. Also, some of the equipment shown or described throughout this catalogue may have been changed. Further, GM Holden Ltd ABN 84 006 893 232 (Holden), reserves the right to make changes to equipment and models in this catalogue at any time without notice. Your Holden Dealer has the details, and before ordering, you should ask them to bring you up to date. No Holden Dealer or other person is authorised or permitted to give or make any statement, assertion or undertaking in relation to the quality, performance characteristics, descriptions or fitness for any purpose of any Holden product which is at variance with any written statement, assertion or undertaking on any of these subjects given or made by Holden in its published sales literature, and Holden does not accept any liability for any such unauthorised action. Holden has authorised Dealers in many parts of Australia for the sale of service parts, oils and fluids and every endeavour is made to ensure that such Holden Dealers carry adequate stocks of service parts, oils and fluids, but Holden doesn't make any promise that such parts, oils and fluids will be available at any specific location or at any particular time. Express warranties offered for Holden and ACDelco products are subject to terms and conditions, details are available from Holden on request. Copyright Holden September 2016. Nexus Aftermarket. Holden Write-Off Avoidance, MP HG05, 191 Salmon Street, Port Melbourne, Victoria.