

# PROCEDURES

P-1

## ABOUT YOUR GUIDE...

The Mitchell Refinishing Materials Guide gives you a simple and accurate way to estimate the costs of paint and other refinishing materials. It is NOT a time guide and does not set labor times. It is designed to be used with the refinishing labor times from your collision information provider. Labor times for operations, other than the base times shown in the your estimating database, should not be included in the estimated refinish hours used to calculate materials costs shown in Section 3.

Any refinish time deductions for overlap should be taken BEFORE using the materials cost charts. Material usage for overlap has been factored back into the cost chart calculations.

Blend material costs are calculated separately. Blend charts are included at the bottom of the charts in Section 3.

Your Refinish Materials Calculator combines average refinish times, average costs and amounts of paint (based on a spray-able mixed quantity) and related materials. Material costs listed in the product are taken directly from American Standox, Inc., Akzo Nobel Coatings, Inc., Axalta, BASF, ICI Autocolor, PPG, Sherwin-Williams and Spies-Hecker. **Product pricing represents an "average" of the cost for materials as outlined from the suggested refinisher price lists (Cost).** The user should ultimately evaluate how the pricing contained within this product matches their jobber costs, regional pricing and specific job costing before applying any type of markup or discount. Mitchell has not made any adjustments to these averages.

Due to current market conditions actual costs may vary. This may be due to a recent price increase from a specific supplier not accounted for within the product or a wholesale distributor has chosen to pass on additional increases. If needed, Refinish Materials Calculator allows for user defined "markup" or "discount" percentages.

The ultimate goal for the professional refinisher is customer satisfaction. Therefore, the method you use for refinishing the vehicle, the brand and type of paint you use, and the kind and amount of materials you expend should be decided with this goal in mind.

**NOTE:** The amount of materials used and thus the cost of those materials, may vary. The materials usage levels presented in this guide are average uses for both new and used panels in good condition, and are based on the use of HVLP spray equipment. Your usages may vary due to individual procedures, preferences, or other items such as weather or the condition of the vehicle to be finished.

## HOW TO USE YOUR GUIDE...

**STEP 1:** Look up the paint code tag location on the Contents page. This will direct you to the page illustrating where the tag is mounted on the vehicle and where the paint code is located on the tag. The first page of this section is 1-1.

**STEP 2:** Look up the paint code/color page on the Contents page. This will direct you to the paint code and color charts, indexed by year, for all cars and trucks of that manufacturer. The first page of this section is 2-1.

**STEP 3:** Turn to the appropriate color code page, find the paint code and read across the page to the proper cost column for the type of paint you are using. There are separate cost charts for *Solventborne* and *Waterborne* refinishing materials. This column shows the cost chart page for the correct color and type of paint.