Mask for Prime Negotiation Tool
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Introduction

In response to numerous requests from valued Collision Advice customers across the US, we have created this tool to help explain, justify and negotiate time for repair operations. The collected information and documentation are intended to help clarify whether or not specific repair processes are considered to be required repair operations and if they are included or not included within any other repair procedures. Our objective is to help our customers build a complete repair plan and to get paid for the work they do.

To do so, we utilize four negotiation questions and supporting documentation as described below:

1. Is it required to put the vehicle back to pre-accident condition?
   - OEM Position Statements
   - ALLDATA®, Tech Advisor and Other Similar Systems
   - Paint Manufacture Bulletins
   - Material Manufacturer Bulletins (ex. 3M, Wurth, Kent)
   - Equipment Manufacturers
   - Internet (www.YouTube.com)
   - Estimating Systems
   - Scan Tools (Ex. ASTech)
   - The Vehicle

2. Is it included in any other labor operations?
   - Estimating Systems
   - ASA Not-Included Charts
   - www.Degweb.org
   - www.Estimatesscrubber.com
   - SCRS Guide to Estimating

3. Is there a pre-determined time in the database?
   - Estimating Systems
   - www.Degweb.org

4. What is it worth?
   - Do a Time Study
   - Print an Invoice
   - OEM Warranty Times
   - Equipment Manufacture Times
   - ALLDATA®, Tech Advisor and Other Similar Systems
   - Internet
Definition
Definition

Proper masking is key to minimizing the evidence of the repair. Once all panels are primed and replacement panels are properly prepped, masking is the next operation. All surfaces that will not be painted need to be protected from overspray. The materials typically used are:

- Masking tape to outline the repair panels
- Lifting tapes or rope-type materials to lift moldings
- Fine line tapes to make a minimal edge and where two-tone colors meet within a panel
- Papers in various widths matched to the usage (Wide widths for large areas; narrow for smaller areas like openings)
- Plastic car covers
- Spray masking in a liquid, which acts as a barrier that will later wash off with water

According to the 2015 “Who Pays for What” survey, mask for prime is the “Labor required prior to the priming process to protect the vehicle from overspray.”
Photo Documentation
Photo Documentation
Photo Documentation

[Image of a car being painted, with sections covered in tarp and tape.]
Question 1. Is it required?
Four Negotiation Questions

1. Is it required to mask for prime in order to return the vehicle back to pre-accident condition?

Answer: Yes, it is required to mask for prime in order to return it back to pre-accident condition.

Answer Documentation:

1. 3M offers a Paint Department Procedures poster outlining the steps required in Primer Masking.
2. The following Paint manufacturers offer documentation that states that masking is required when priming.
   - Axalta Coating Systems
   - PPG

The source documentation for these items follows.
3M Paint Department Procedures

1. Clean – Clean part with soap and water, followed by a VOC compliant surface cleaner.
2. Back Masking – Back mask primer application area using tape and paper.
3. Overspray Protection – Apply plastic film to remaining exposed areas, cut out repair area.

Source: www.3MCollision.com
# 3M Paint Department Procedures for Primer Masking

![Image](image_url)

### Primer Masking

<table>
<thead>
<tr>
<th>Step</th>
<th>Description</th>
<th>Product List</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Clean</td>
<td>Clean part with soap and water, followed by a 20% solution of white vinegar.</td>
<td>3M™ Car Wash Soap Concentrate, 1 gal., PN 32377</td>
</tr>
<tr>
<td>2. Back Masking</td>
<td>Back mask primer application area using tape and paper.</td>
<td>Scotch® Performance Green Masking Tape 325+, 3 in. x 20 yds., PN 70856</td>
</tr>
<tr>
<td>3. Overspray Protection</td>
<td>Apply plastic film to remaining exposed areas, cut and repair area.</td>
<td>Scotch™ Taping Tape, 3 in. x 60 yds., PN 70339</td>
</tr>
<tr>
<td>4. Seal Edge</td>
<td>Seal edge of masking film using widths of masking tape.</td>
<td>Scotch® Performance Green Masking Tape 325+, 3 in. x 20 yds., PN 70856</td>
</tr>
</tbody>
</table>

Visit [www.3MCollision.com](http://www.3MCollision.com) for more SOPs and videos.

For ordering information, contact your 3M Sales Representative.

Source: [www.3MCollision.com](http://www.3MCollision.com)
GENERAL REPAIR PROCEDURE

GENERAL

The products referenced herein may not be sold in your market. Please consult your distributor for product availability.

- Keep work bays clean and free of any damaged parts. Follow all shop safety rules.
- Compare any new parts with the damaged ones. Check parts carefully.
- Power wash vehicle before placing in work bays.
- Match all parts to the repair order. Check for any missing parts. Check for part correctness.
- During the tear-down process, look for any additional damage.
- Notify shop foreman or manager if any additional damage has been found.
- Straighten, weld or repair any damage to adjacent panels, per I-CAR specifications.
- Take care to protect the vehicle from additional damage due to carelessness. Cover undamaged areas of the vehicle.
- Check the "fit" of parts carefully.
- Send any cut-in parts to the paint shop for refinishing.
- Fit cut-in parts and finish repair.
- Send vehicle to the paint shop for refinishing.
- Cleanup work area and notify shop foreman that vehicle is in the paint shop.
- Check and compare any new parts with the damaged ones on the next repair order.

PREPARING SURFACES FOR BODY FILLER AND REFINISHING

- Damaged vehicles should be washed with hot soapy water to remove contaminants from the surface of the repair.
- Clean the area of the repair with surface cleaner. Remove any stripes, decals or residual glue from the repair area.
- Repair damaged area per manufacturer, industry and I-CAR standards.
- Procedure for a body filler repair: Sand the repair area to metal with an 80-grit disc on a dual action, or random action sander. Be sure to remove the OEM finish at least 3" beyond repair.
- Feather edge the OEM paint edge with 120 grit DA followed by 180 grit DA.
- Mix and apply body filler according to manufacturers' specifications.
- Once body filler is blocked, apply a skim coat of polyester 2K putty. Finish sand with 180 grit.
- Re-feather edge the OEM paint edge with 180 grit to eliminate any blocking marks, and check the repair for straightness.
- NOTE: Failure to apply body filler ONLY to a metal substrate will result in a paint failure. Although many body filler manufacturers recommend their products direct to a painted surface, this recommendation only is relevant to adhesion. A failure will occur within the paint process along the edge where the body filler meets the OEM substrate. This failure may occur weeks after the car has been delivered.

SURFACE PREPARATION

- For all warranted refinish systems:
- Inspect the repair. Be sure that it has been executed properly by blowing off the work with a blowgun carefully. Check to see if the body work is straight, that the body filler is finished in grit sandpaper, and that there are no pinholes in the body filler. If pinholes are present, fill them with a 2K polyester putty. Also make sure that the body filler is not lapped up over the OEM finish. If the body filler is lapped up onto the OEM finish, sand the repair back to the metal shop to correct it. Body filler must be leveled to the metal substrate, NOT to the OEM finish.
- Featheredge the OEM paint edge by stepping through 180 grit and 240 grit, sand surrounding area with 400 grit on a DA sander. Be sure to remove any coarse scratches. Keep the sander flat. Sand 0-8 inches beyond the area you intend to prime with the 400 grit paper.
Remove remaining sanding dust with an air gun.

NOTE: Applying body filler to existing coating can lead to body filler ringing. Failure will occur through body filler an adheres to a painted surface along the edge where the body filler meets the OEM substrate. This failure may occur weeks after the car has been delivered.

Sand according to the following minimum grit recommendations:
- Steel: P180 grit
- Aluminum: P240 grit, then pretreat
- Galvanized: P320 grit
- E-coat: P320 grit
- Cured paint: P320 grit
- Plastics: Refer to the plastics repair recommendations in the ChromaSystem™ Technical Manual
- Gel Coated Fiberglass: P320 grit
- SMC: P320 grit

NOTE: Aluminum must be pretreated with 225STM Aluminum Metal Cleaner and 226STM Aluminum Conversion Coating, or 22880STM Etch Primer for maximum corrosion protection. Large areas of bare steel must be pretreated with Vanprime® 615STM Self Etching Primer or 22883STM Low VOC Etch Primer for maximum corrosion protection.

CLEANING THE SURFACE PRIOR TO PRIMER APPLICATION:
- For all solvent wiping operations use Sorbafine E-4142STM Surface Preparation System Solvent Wipes.
- Wipe the surface with surface cleaner (never allow any surface cleaner to touch the body filler)
- When refinishing plastic or gel coated fiberglass parts, wipe with Plas-Stat® 2320STM Flexible Parts Cleaner or 2519STM Plastic Surface Cleaner or V-3218STM Cleaner, then carefully follow the plastics repair recommendations in the ChromaSystem™ Technical Manual.

MASKING THE AREA FOR REFINISHING:
- Carefully mask around the area being repaired. Be careful not to mask too close to the repair, allow room to taper the primer properly.
- Avoid spot priming to the edge of masking tape.
- Tack the surface with a Sorbafine Final Tack™ tack rag (E-4587)
- Proceed with the appropriate warrantied refinish procedure.

PLASTIC PREPARATION
Refer to the ChromaSystem Technical Manual for procedures to prepare plastic or fiberglass parts for topcoat.

SANDING / COMPOUNDBR / POLISHING
- Nib sand finish with P1500 grit or finer dry or wet. For runs or sags, carefully use a razor
  block. Use plenty of clean water. Take care not to scratch surface. Soggy water will frequently to check surface.
- Use a finishing polish suited for P1500 DA and 1600 grit dry or wet scratches. Heavy-duty compounds can cause excessive heat. For old oxidized surfaces, use a finishing polish.
- Apply a thin ribbon of polish to work a 2 – 3 foot square area. Do not leave polish on surface. Buff immediately.
- Using one pad, maintain a variable speed buffer at 1200-1900 rpm. Keep the pad flat to the surface. Keep the buffer moving at all times, with a 50% overlap on each pass.
- Remove excess polish with a soft clean cloth.
- Use a finishing glaze with a foam pad on an orbital buffer to remove swirls and minor scratches.
- Remove any excess glaze with a clean soft cloth.
- Finish the detailing process.
DETAILING
- After refinishing, remove masking and place all trash in containers.
- Move vehicle into drying area.
- Check for imperfections. If possible, correct immediately.Nib sand and buff if necessary.
- Refinish accent colors and undercoating.
- Check for overspray on moldings, windows, etc., and correct.
- Notify shop foreman if reassembly is needed.
- Reapply any stripes and molding.
- After the shop foreman has inspected the vehicle, go over the detail process with him to determine the course of action such as buffing, shampooing the carpeting, etc.
- Wash with soap. Wipe down with a chamois. Take care with refinished areas.
- Clean the engine compartment and undercarriage. Clean the tires and wheels.
- Check the air conditioning.
- Remove dust from the vents. Clean the windows inside and out. Empty the ashtrays and wipe off the dash.
- Check the radio. Tune it to a preset station and turn it off. Do not reset the station selections.
- Check all lights and top off fluid levels. Notify a technician if any defects are found.
- Remove all items from the trunk. Clean and vacuum the trunk. Place any customer belongings in a large bag.

FINAL DETAILING
- Go over the vehicle as if it were your own! As a final inspection, check the jambs for overspray.
- Re-check all seams, moldings and emblems for excess compound or polish.
- Roll down the window and check the top edges.
- Re-check the wheel wells for overspray. Undercoat if necessary.
- Re-check vents, dash, ashtrays, and visor mirrors.
- Notify manager; the vehicle is ready for delivery. Check vehicle over with the manager.
- Park in the delivery area. Lock the doors and take the keys to the office.

Revised: September 2014
# Vehicle Masking Process

**Overview** - The purpose of masking is to protect the undamaged areas of the vehicle from overspray during the repair process.

Once priming is completed, it is a best practice to remove used masking materials and replace prior to paint application. This will minimize dust in the paint area and in the final finish.

<table>
<thead>
<tr>
<th>Step</th>
<th>Action</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1</strong></td>
<td>Check repair order and verify proper repairs were made. Verify that all parts to be painted are available and removed.</td>
</tr>
<tr>
<td><strong>2</strong></td>
<td>Visually inspect that: All gloss has been removed from panels and edges. All panels have been thoroughly cleaned using wax and grease remover or waterborne cleaner. All openings blown with air.</td>
</tr>
</tbody>
</table>
| **3** | **Outline tape** - Outline repair area to be painted using 1 ½" or 2" tape. When possible, backtaping is preferred. Aperture tape (foam tape) may be used when backtaping isn't possible. Be aware that bake cycles may cause foam tape to leave a residue requiring additional cleanup and may also result in a more noticeable paint edge.  
**Spray Mask** - Spray mask may be used in conjunction with plastic car covers. This adds additional protection reducing chance of overspray on panels which are not being painted.  
**Plastic** - Use paintable plastic sheeting to cover the rest of the vehicle. Do not remove plastic from box. Use box as dispenser. Place on floor and pull plastic over vehicle. Cut to fit and tape edges.  
**Entryways** - Attach 6" paper to all necessary backtaped edges to help ensure a closed gap. This provides a second barrier to backtaping alone and substantially reduces the risk of overspray.  
**Masking paper** - Use masking paper on any areas not covered with plastic.  
**Wheels** - Mask wheels with paper back taped to wheel well.  
**Re-clean** - Re-clean areas to be painted with wax and grease remover or waterborne cleaner. |

Source: PPG Basic Assumptions Refinishing, Refinishing Assumptions rev. 6/13, 3-1
Question 2.
Is it included?
2. Is masking for prime INCLUDED in any other labor operations?

Answer: According to the Information Providers, masking for prime is not included in any other labor operation.

Answer Documentation:

1. Of the Information Providers, both CCC/MOTOR and Mitchell, state that masking for prime is not included in any other labor operation.
   - **AudaExplore** – “When the estimator enters a judgment time for refinish labor, the estimator also determines the included operations. Operations that might be considered in the repair refinish time include any steps required to bring the panel to the condition of a new undamaged panel. This may include feather edge, blow off and clean, mask to prime…”
   - **CCC/MOTOR** – “Cover/mask for prime and block”
     Source: CCC/MOTOR Guide to Estimating, Rev. 9-13, Page G35
   - **Mitchell** – “masking for primer surfacer application – are not included in refinish time.”
     Source: Portions Copyright 2012, Mitchell International, Inc. – Mitchell P-Pages, Rev. 10-09. Page 16

2. DEG INQUIRY #1237

3. The SCRS Guide to Complete Repair Planning states that masking for prime is not included.

4. ASA Not-included

5. Masking for Prime video - visit

The original source documents follow.
AudaExplore

Refinish within Panel Boundaries

When the estimator enters a judgment time for refinish labor, the estimator also determines the included operations. Operations that might be considered in the repair refinish time include any steps required to bring the panel to the condition of a new undamaged panel. This may include feather edge, blow off and clean, mask to prime, tack off, mix etch primer, prime bare metal, mix and apply primer filler, guide coat application, unmask as required and block sand. Panel scuff to facilitate application of clear may also be considered for two- or three-stage refinish.

Section 4-4 Refinish Guidelines

Blending

Blending is defined as the application of color to a portion of an undamaged adjacent panel for the sole purpose of facilitating the appearance of color match into the area. When blending is performed in a two- or three-stage refinish system, the same definition applies to the process and includes the application of clear coat to the entire blended panel.

Note: I-CAR recommends preparing and planning to blend before the work begins. This means that blending should be planned for in all phases of refinish, from tinting to preparation of surfaces. Following this recommendation will ensure that when the decision is made to blend, the preparation work is already complete. (For additional information, see I-CAR Finish Matching, Module 2, and Topic 3.) Blending into an undamaged/unreplaced adjacent panel to facilitate color match is automated in the Audatex system and can be selected on a panel-by-panel basis.

Audatex’s blend formula is:
- 50% of Audatex estimate refinish labor after overlap consideration, including two-stage or three-stage allowances, if applicable for the panel to be blended. This provides time to apply clear coat to the entire panel. Remember that all overlap is still considered when refinish labor is overridden.
- This excludes R&I stripes, moldings and special masking for two-tone, when required, unless two-tone is also selected.

Refinish within Panel Boundaries

Refinish within panel boundaries is defined as the process of applying paint and clear coat to the surface of a repaired panel for the sole purpose of facilitating the appearance of color match within the confines of the panel.

Note: The Audatex blend formula does not apply to this operation.

When the estimator enters a judgment time for refinish labor, the estimator also determines the included operations. Operations that might be considered in the repair refinish time include any steps required to bring the panel to the condition of a new, undamaged panel. This may include feather edge, blow off and clean, mask to prime, tack off, mix etch primer, prime bare metal, mix and apply primer filler, guide coat application, unmask as required and block sand. Panel stuff to facilitate application of clear may also be considered for two- or three-stage refinish.

In the Audatex system, there are two ways to include the time to perform this refinish operation in an estimate:

1. The preferred method provided by Audatex is a Manual Entry. Using this method will not remove adjacent panel/non-adjacent panel overlap. This labor will also be used in paint materials calculations. A manual entry for this operation may be entered along with the desired value, or the Standard Manual Entry “M10 Paint As Required” may be used.

*Any printed copy of this document may not contain the most current information. For the latest version, please refer to the Database Reference Manual accessed through the Help Menu in the current release of Audatex Estimating, PenPro or Shoplink. The current version of the Database Reference Manual may also be found at www.training.audatex.com.*

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CCC/MOTOR

BASIC COLOR COAT APPLICATION

*DOES NOT INCLUDE:*

- Cover/mask for prime and block

Source: CCC / Motor Guide to Estimating, Rev. 9-13, Page G35
GUIDE TO ESTIMATING

REFinish Time Premise - Continued

SPECIAL NOTATION:
The items or operations below were not considered during the development of any published basic refinish operation times. These operations may or may not be required depending upon the vehicle or process used. If any of these items or operations are required, they should be considered by the estimator and added to the estimate if necessary.

REFINISH, WET/DRY SAND, DE-MIB AND/OR RUB-OUT TIME
Does NOT Include:
- Anti-corrosion material application
- Filling, blocking, featheredging repaired panels
- Flex additive mixing time
- Flex prep application
- Material costs
- Mask inner panels as: apron/cowl/pillars/rials/door, etc.
- Molding & ornamentation
- Protective coating material application
- Protective coating removal
- Sound deadening application
- Spatter paint application time
- Stripe tape, decal & overlay
- Waste disposal fees (all types)

Panel and/or Component Designation

Major Panels/Components
All panels or components with a base refinish time of 1.0 hour or greater are generally considered by MOTOR to be major panels. Example: grille header panel, fender, hood, cool top panel, doors, roof panel, rocker panel, quarter panel, engine lid, trunk lid, liftgate, rear gate, rear body panel, truck cab corner and back panel, truck bed front and side panel and rear and side panel.

Minor Panels/Components
All panels or components with a base refinish time of less than 1.0 hour.

Flexible Panels/Components
All panels or components for which paint systems require a flex agent added to the paint mix. Example: fascia covers, filler, exteriors, spoilers, etc. No overlap deduction should be taken when calculating refinish time for a single item from this category.

A combination of items from this category refinished during a single, continuous procedure should be subject to the appropriate “Adjacent” or “Non-Adjacent” overlap formula deduction.

When a flex agent or a separate paint mix procedure is not required and when the flexible component is refinished during the same procedure with major or minor components, then flexible components should be considered the same designation as major or minor components for the purpose of calculating refinish overlap deductions and multi-stage refinishing additions.

Individual Procedure Items/Areas
Areas of a panel or component that are part of a main component, but are refinished during a procedure separate from the main component. Example: edges, jambs, hinges, inside panels and the underside of hoods, deck lids, liftgates, etc. No overlap deduction should be taken when calculating refinish time for items from this category.

Deductions to Basic Refinish Times (Refinish Overlap)

Overlap - Non-Adjacent Parts:
- First major panel:
  - Use full published time
- Each additional part:
  - Deduct 0.2 per part

Overlap - Adjacent Parts:
- First major panel:
  - Use full published time
- Each additional part with a base time of 1.0 hour or greater:
  - Deduct 0.4 per part
- Each additional part with a base time less than 1.0 hour:
  - Deduct 0.2 per part

Overlap - Inner Panel Components:
- First inner panel:
  - Use full published time
- Each additional inner panel with a base time of 0.5 hour or greater:
  - Deduct 0.2 per part
- Inner panel with a base time less than 0.5 hour:
  - No deduction

Basic Color Coat Application

Included:
- Back tape
- Opening (handle, lock, cylinder, mirror)
- Clean component
- Solvent wash
- Clean sprayer
- Color coat application
- Initial dry sand
- Buff, lacquer paint only
- Lead sprayer
- Mask adjacent panels (three-foot perimeter)
- Mask/cut-off between adjacent panels that fit
- Mix paint (color with necessary solvents)
- Primer-sealer coat application
- Primer-sealer coat final clean
- Primer-sealer coat final application
- Remove masking

Does NOT Include:
- Adhesion promoter
- Backside finishing
- Blending into adjacent panels
- Cover mask engine compartment to prevent overspray
- Color matching to adjacent panels
- Cover/mask for paint and block
- Cover/mask for out-in
- Cover/mask recessed edges/trim/straps/weatherstrips

Footnotes found in a chapter contain vehicle-specific information. The content of footnotes is in addition to, and takes precedence over, information in the Guide to Estimating pages for the operation indicated.

Source: CCC / Motor Guide to Estimating, Rev. 9-13, Page G35
Repaired / Used Panels

Labor times related to repaired and/or used panels – example: Remove and install or masking of glass, outside handles or exterior trim, feather, prime & block, masking for primer surfacer application – are not included in refinish time. The steps required for refinishing a repaired and/or used panel may vary from those required for a new panel depending on the condition of the repaired and/or used panel.

Source: Portions Copyright 2012, Mitchell International, Inc. – Mitchell P-Pages, Rev. 10-09. Page 16
Procedure Explanation

Bumper Assembly O/H
Included Operations
- Remove and install assembly
- Disassemble and replace damaged parts
- Replace or transfer parts attached except those listed in Not Included Section
- Remove and install or replace: License plate bracket
- Assemble and install
- Adjust alignment to vehicle
Not Included Operations
- Refinish bumper
- Remove and replace impact absorbers or mounting arms
- Remove and install or replace optional accessories (example: trailer hitch, trailer connector)
- Remove and install adhesive exterior trim; add to clean and replace
- Remove and install adhesive exterior trim; deduct one-half of R&R time
- Install stripes, decals, transfers or overlays

Procedure 28—Refinish Procedure

Refinish General Information

Complete Refinish
Refinish times in this Guide pertain to NEW UNDAMAGED PARTS and are not intended for calculating complete vehicle refinish—single- or multi-stage. An estimate of this nature would suggest all new panels have been fitted to the vehicle.

Lifetime Refinish Warranty/Clear Coat

The major paint manufacturers listed below have provided the following information. “Major refinish paint manufacturers recommend that when performing refinish warranty repairs on an OEM multi-stage or basecoat/clearcoat finish, you must extend the application of clear to the nearest panel edge or breakpoint to qualify for lifetime warranty.”

AKZO — DuPont Sherwin-Williams

Repairs/Used Panels
Labor times related to repaired and/or used panels—example: Remove and install or masking of glass, outside handles or exterior trim. Leather prime & block, masking for primer surfave application—are not included in refinish time. The steps required for refinishing a repaired and/or used panel may vary depending on the condition of the repaired and/or used panel.

 Feather, Prime & Block

is the Not-Included refinish operation that completes bodywork repair from 150 and smoothness to the point at which the new, undamaged panel, and the paint at which the refinish labor begins. The labor and materials associated with feather, prime and block may vary depending on the size of the repair area, and should be evaluated when determining the work to be performed. See Welded Panels under Estimating Information.

SPOT REPAIR/BLEND ADJACENT PANEL

Spot Repair
Spot repair is defined as applying color to the repaired area of a damaged panel to obtain full coverage of undercoats, and blending that color into the original panel finish so that no transition can be detected. The goal is to keep the actual repair as small as possible by applying newly applied color directly next to an undamaged adjacent panel(s). Clear coat is then applied to the entire panel. This refinish process minimizes color mismatch.

Blend for Color Match
Blending is defined as applying color without necessity to cover undercoats, to less than the full surface area of an adjacent undamaged panel. Paint manufacturers recommend blending adjacent panels when a repair is replaced, or repaired and color applied to the full surface areas, or to the area that borders the adjacent undamaged panel(s). Clear coat is then applied to the entire blended panel.

Major Panels

Major panels are those listed: FRONT HEADER, FENDER, HOOD, COWL TOP, DOOR, ROCKER, ROOF, PICKUP CAB CORNER, PICKUP CAB BACK, QUARTER, PICKUP BED FRONT, PICKUP BED SIDE, VAN SIDE, VAN REAR CORNER, ENGINE LID, LUGGAGE LID, LIFT GATE, REAR RATE, TAIL GATE, REAR BODY

Overlap

Deduct 4 hour from refinish time for each ADJACENT MAJOR PANEL and deduct 2 hour from time for each NON-ADJACENT MAJOR PANEL. There is no overlap deduction taken for the first major panel.

Adjacent major panel example: Right front fender 2.5 hours (full time) and right front door 2.5 hours minus 4 hour overlap for a total of 4.6 hours.

Non-adjacent major panel example: Right front fender 2.5 hours (full time) and left front fender 2.5 hours minus 2 hour overlap for a total of 4.6 hours.

No overlap deductions for valance panel, pillars, door jams, underside of hood, underside of luggage lid or underside of gate, inner panels, fitter panels, soft bumper covers or bolt-on finish panels.

NOTE: Refinish times are for outside surfaces only unless stated otherwise in text (example: add for underside, add to edge).

Included Operations
- Solvent wash
- Scrub panel and clean
- Mask adjacent panels up to 36 inches or substitute with cover vehicle (bag) complete
- Prime seal as required
- Final sanding and clean
- Mix materials
- Adjust spray equipment
- Apply color
- Clean equipment

Not Included Operations
- Blending into adjacent panel and/or panels, or nearal breaking point
- Color match or tinting
- Applying anti-corrosion rust resistant materials
- Additional application of sand chip primers or anti-chip undercoats
- Additional paint required when required: add .2 hour for each application & removal
- Mask interior to prevent overspray damage
- Removal of protective coatings
- Removal of release agent from OEM raw plastic components (example: non-primered bumper covers) See formulation under Raw Substrate Prep
- Feather, Prime & Block paint damage to adjacent panel and/or panels joined by welding due to burn damage (see Feather, Prime & Block definition under Refinish General Information
- Gravel guard refinish: add 5 hour for the first major panel and 3 hour for each additional panel.

NOTE: The included operation of mask adjacent panels is inclusive of any necessary back tape masking to prevent overspray.

IMPORTANT REMINDER: Refinish times are for NEW UNDAMAGED PARTS without exterior or interior trim or attached components. Refinish times may vary depending on individual procedures, product and/or weather conditions.

A small percentage of colors are identified by the paint manufacturers as highly transparent. These colors may require additional application coats to achieve visual hiding. In instances where four or more color coats are necessary to achieve adequate hiding, some adjustment in refinish times may be appropriate.

IMPORTANT REMINDER: The cost of paint and materials is not included in refinish time.

NOTE: Gravel Guard application and appropriate refinish may be necessary beyond the actual replacement area to achieve a "feature" match. It may be necessary to tint or otherwise modify non-exterior colors applied to undersides, edges and/or jams for which there is no paint color formula to achieve a color match. When necessary, reference "color match or tinting" noted above in Not Included Operations.

Raw Substrate Prep

Allow 2 per refinish hour (20%) for plastic components that come from the manufacturer/supplier in a raw/un-colored state.
**DEG INQUIRY #1237**

**Inquiry Description**

Refinish Masking

Issue Summary//After the repair is made- the panel is feathered, primed, and blocked. Is the masking for prime and for trim in included?

Suggested Action//please clarify if masking for prime and trim in is included in the refinish or not?

**Resolution Description**

IP Explanation

Response:
The question as submitted refers to repaired panel. As repair times are user judgement, Mitchell cannot answer what is included.

The Mitchell p-pages includes these comments on refinishing:
Repaired/used panels labor times related to repaired and/or used panels—example: remove and install or masking of glass, outside handles or exterior trim, feather prime & block, masking for primer surfer application—are not included in refinish time. The steps required for refinishing a repaired and/or used panel may vary from those required for a new panel depending on the condition of the repaired and/or used panel.

### DEG DATABASE INQUIRY

**Track_#** | **Estimating Platform** | **Inquiry Category** | **Year Make Model** | **Resolution Status** | **Origination Date** | **Submission Date** | **Resolution Date** | **Total Time to Resolve**
---|---|---|---|---|---|---|---|---

#### Inquirer Description

**Refrish Masking**

- **Issue Summary:** After the repair is made, the panel is feathered, primed, and blocked. Is the masking for prime and for trim included?

- **Suggested Action:** Please clarify if masking for prime and trim is included in the refinish or not?

#### Resolution Description

**IP Explanation:**

- Response:
  - The question as submitted refers to a repaired panel. As repair times are user judgement, Mitchell cannot answer what is included.
  - The Mitchell pages include these comments on refinishing:
    - Repaired/used panels
    - Labor times related to repaired and/or used panels—example: remove and install or masking of glass, outside handles or exterior trim, feather prime & block, masking for primer surfacer application—are not included in refinish time. The steps required for refinishing a repaired and/or used panel may vary from those required for a new panel depending on the condition of the repaired and/or used panel.

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ASA Reference Chart of “Not-Included” Operations When Installing New Replacement Parts

General Non Included

- Adhesives
  - Adhesive Kit
  - Adhesive Remover
  - Carity Wax
  - Door Skin Bonding Kit
  - Foil Sealer Kit on Door
  - Etch Primer
  - Expansion Foam
  - Intrusion Boom Adhesive
  - Panel Bond Adhesive
  - Seam Sealer
  - Seam Sealer Tips
  - Self Leveling Sealer
  - Undercoating
  - Underbody Kit
  - Weld Thru Primer

- Aluminum
  - Dye Test Aluminum Wells
  - Stiffener Time for Adhesives on Aluminum Vehicles

- Air Conditioner & Heater
  - AC Compressor Oil
  - AC Compressor Oil for Hybrids
  - AC Machine for Hybrid Cars
  - AC Oil Rings
  - AC Trans Dye
  - Evacuate & Exchange
  - Initialize Check Valve to bleed Coolant System
  - Pressure Test/Purge Cooling System
  - Protect Open AC Lines to Prevent Contamination
  - Refrigerant R-12
  - Refrigerant R-134a
  - Refrigerant 1254F
  - Set Back Radiator/Condenser
  - Test AC for Freon Leaks

- Clean-Up
  - Clean & Degrease- Prior to Rpr
  - Clean Engine Compartment
  - Clean to inspect
  - Clean Up Airbag Residue
  - Clean Up Broken Glass
  - Clean Up Racy Parts
  - Clean Vehicle for Delivery
  - Clean Vehicle for Repairs
  - Exterior Detail
  - Interior Detail

- Electrical
  - Class Codes
  - Disable/Enable Hybrid Codes
  - Discarn Airbags
  - D&R Battery
  - D&R SRS Components
  - D&R Wiring Harness
  - Pre-Scan - prior to repairs
  - Post-Scan - after repairs
  - Reset Airbag Light
  - Reset Check Engine Light
  - Reset Memory Functions
  - Reset Radio Code
  - Reset Tire Pressure Light
  - Reset Window Edge Touch
  - Repair Etch Wiring
  - Repair Wiring Harness
  - Reset Steering angle sensor

- FEES
  - Administration Fee for Total Loss
  - Battery Disposal Fee
  - Collision wrap - total loss protection
  - Estimote Fee
  - Hazard Removal
  - Hybrid Battery Disposal
  - Solid Waste Removal
  - Tire Disposal Fee

- Mechanical Ops
  - Alignment Skins
  - Bleed Brakes w/Scare Tool
  - Diagnostic Work
  - Drain & Refill Fuel Tank
  - Flush & Fill Coolant
  - Flush & Fill Differential
  - Flush Fuel Transmission
  - Four Wheel Alignment
  - Mount & Balance Wheel
  - Mount & Balance Spare Wheel
  - Purge/Bleed Power Steering System
  - Pre-Alignment
  - Pre-Alignment
  - Protect Open Fuel Lines
  - R&I Breaker/Fuse/Vacuum Lines
  - R&I Brake/Fuel/Vacuum Lines
  - S1 & S2 Alignment
  - Socks & Balance Wheel
  - Test Drive
  - Thrust Angle Alignment
  - Transfer & Store Fuel
  - Two Wheel Alignment
  - Valve stem
  - Wheel Weights
  - Wheel Locks

- Refinish Operations
  - Block Out Refinish Panel
  - Color Tint
  - Second Coat Tint
  - Color Tint for Underseam Match
  - Corrosion Protection

- Body Operations
  - Access Pulling or Cutting
  - Access to inspect
  - Add to O/H Racy Parts
  - Apply/Remove Seamsealer
  - Clean & Remove Excess Adhesive
  - Clean & Retape Body Side Moldings
  - Clean & Retape Muffgaurd
  - Collision wrap - repairs in process protection
  - Corroded/Frozen Parts Labor
  - Cut & Trim LDK Rocker/Pillar/Daughter/Bedside Panel
  - Cut & Trim LDK Pillar Panel
  - Drill Time Antenna Holes/Body Kit Accessories/Lic Bracket
  - Hang/Tack Fit Raw Parts
  - Loosen/Pull Back Carpet
  - Loosen/Pull Back Cooling Lines
  - Loosen/Pull Back Wiring Harness
  - Non-OEM Parts Fit/Test Fit
  - Pinch Weld Damage Repair Clamps
  - Plugs, Finish Unnecessary Holes
  - Prep Panels for Glass
  - Prep Panels for Welding
  - Protect Conv’t Top During Repair
  - Protect Electronics

Question 3.
Is there a pre-determined time?
3. If not, are there pre-determined times for masking for prime?

Answer: No pre-determined times are provided for masking for prime by the Information Providers. However, if there is not a time, it does not mean that it is included. If there is not a time you may need to do a manual entry.
Question 4.
What is it Worth?
4. If not, what is it worth?

Answer: There are several ways to determine how much masking for prime is worth, including:

- Conduct your own time study:
  - Create a time study form
  - Create a video of the time study
- Invoice for materials
- Use a materials calculator or invoicing system
Additional Thoughts

- Consider all of the different types of materials costs, such as plastic covers, paper and tape.
- Keep in mind that .1 = 6 minutes
- When determining labor times, remember it should be based on “How long it takes the average technician to gather up their tools, equipment, and supplies and perform the task in a safe manner and return their tools, equipment and supplies back to their storage location.”
- TIP: If you save the P-pages as a PDF and search for terms in the document by going to Edit, then Find or by hitting Ctrl+F