Parts Autonomy Job Aids

July 2024

Contents

1.0 Introduction

The following job aids and best practices contain information to assist shops with the proper application of their parts autonomy privileges. The guides below provide steps for entering alternate parts, maximizing Realized Part Savings (RPS) and properly escalating parts or supplier issues all while staying compliant with the MPI Parts Business Rules.

2.0 Part Selections

In addition to the MPI Parts Business Rules, all part selections must be made in accordance with the Estimate Part Selection estimating standard (ES). This ES requires all MPI estimators and repair shops to maintain currently approved part sourcing software and utilize all approved MPI workflows and program configurations.

It is imperative that you familiarize yourself with Mitchell Cloud Estimating (MCE) in particular Adding Parts and Repair Lines. Published prices should always be selected in MCE (CEG for OE parts or MAPP for aftermarket and remanufactured parts) when possible. Manual entries, line discounts, and mark-up lines should only be used as prescribed in this document.

Car-Part Pro

Refer to the Car-Part Pro Quick Reference Guide for a comprehensive list of Car-Part support materials to ensure proper workflows are utilized when sourcing recycled parts, such as:
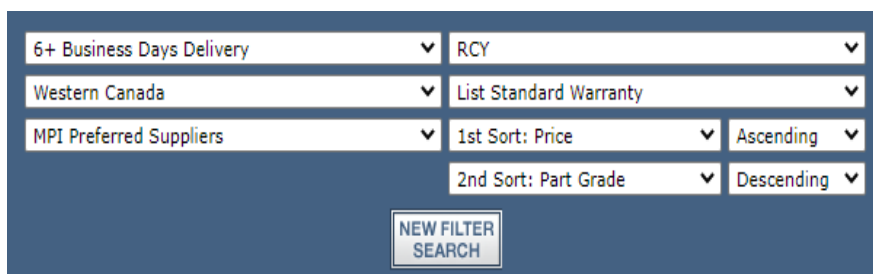
- Car-Part contact information
- Webinars, including:
    - Launching a Search
    - Reviewing Search Results
    - Adding Parts to the Estimate

Ensure Car Part Pro is installed correctly and functioning with Mitchell Cloud Estimating (MCE). You may be missing available parts or receiving incorrect listings if the profile settings are not configured correctly in your Car-Part search profile.

Self-Supplied Recycled Parts Process

If you will be sourcing a recycled part outside of Car-Part, complete the following steps to determine the correct price to apply to the estimate using the Car-Part Pro update estimate workflow.

1. Establish Fair Market Pricing
    - Apply published pricing using the standard MPI workflow and configuration for sourcing recycled parts using Car-Part Pro.

If part(s) populate from *MPI preferred suppliers*:
Any part with published prices can be selected if it aligns with the MPI Parts Business Rules. Ex. Max price of OE less $1.00. Selecting an interchange option is acceptable for these purposes. Ex. Using a Fender with flare holes to set a price for a Fender without flare holes. Shop must add explanation line: *"Self-Supplied Recycled Part"*.

The price of a self-supplied part cannot exceed the highest published pricing that meets the MPI Parts Business Rules using the standard MPI workflow in Car-Part Pro.

2. Establish Fair Market Pricing when there is no MPI Preferred Supplier Inventory

Apply published pricing using the extended search criteria in the Canadian Market. See red arrows for configuration changes.

If part(s) populate from Canadian Suppliers:
Same conditions as step 1. Shop must add explanation line: *"Self-Supplied Recycled Part with external Canadian search"*

3. Establish Fair Market Price when shop cannot locate any comparable Canadian Inventory

Manual price entry required.

Shop Process:	MPI Process – fair market validation
Determine fair market value Manual price entry compliant with MPI Business Rules Shop must add explanation line: *"Self-Supplied Recycled Part with No Canadian Inventory"*	Validate inventory by applying steps 1-2 (listed above) Determine if requested price is fair market value and complies with MPI pricing rules for parts. Update or approve the estimate as required with the fair market value.

No audit, recovery or invoice is required for the individual part if the part meets Parts Business Rules and the repair shop assumes all responsibility. Shop notes ensure unnecessary auditing does not occur due to profile configuration changes. However, shops under a Parts Autonomy Corrective Action Plan are still subject to audit and recovery, see the program guide for other details.

The Self-Supplied Recycled Parts Process helps shops establish a fair market price on recycled parts sourced outside the MPI program.

Step 3 is strictly for shop supplied recycled parts and cannot be used for OEM Price Match.

3.0 Realized Parts Savings (RPS)

To properly evaluate shop performance, MPI created the Realized Parts Savings (RPS) metric. RPS measures the savings generated using alternate parts in the automotive repair process. RPS targets are calculated for each shop and consider each shop's work mix consisting of vehicle types (car, truck, or van), makes, and ages.

The following best practices, in conjunction with the Parts Autonomy Program Guide and the Shop Measures Information Guide, will assist shops in managing their RPS performance within the Parts Autonomy Program.

RPS Best Practices

1. Use alternate parts.

   - As discussed in the Part Selection section above.

2. Develop a consistent and repeatable process for your shop. There are no "cookie cutter" approaches to RPS and each claim will have its challenges and opportunities.

3. Maximize RPS when opportunities to exceed an induvial claim target exists. This allows shops to offset future claims that may have lower RPS opportunities.
   - Tracking your RPS will allow you to ensure you are making good decisions.

4. Capitalize on RPS opportunities by sourcing alternate parts for mechanical/undercarriage replacements. These are not typically populated in MAPP.

   - This is important as MPI estimators only add OE mechanical/undercarriage parts to estimates.

5. Adhesive templates are populated by MAPP and provide an effective opportunity for additional RPS.

   - Supplier contact info can be found in Alternate Parts Supplier Lookup Tool.

6. Incorrect part line entries may negatively affect your RPS.

   - Avoid manual part price entries and changes by using the part price lookup in MCE.
     - If it is determined that the wrong part has been selected, delete the entry, and select the correct one, do not update the part number and/or price.
     - OK to update the part/price if non-existent in MCE.

   - Always use "My Templates" as prescribed in the applicable estimating standards, for example when adding custom aftermarket accessories to an estimate.

   - Do not add multiple parts to the same estimate line using the quantity function in MCE (instead add a line for each).

7. Make good repair / replace decisions.
   - Choose to repair instead of replacing when a cost effective and safe repair option is available.

   - Ensure you are aware of the latest repair techniques as MPI estimators will review repair / replace decisions.

8. Always discuss [betterment](#) with the insured prior to beginning repairs.
    - Parts autonomy privileges require part type options to be discussed with the insured prior to making part type selections when betterment applies.

Other Tips for RPS Success

In addition to using alternate parts at the published price (MAPP / Car-Part Pro), shops have two additional options to improve their RPS score: utilizing OEM price matching and applying line discounts.

OEM Price Match

Shops may use price matching when a less expensive alternate part type has a published price from either alternate part sourcing software (MAPP, Car-Part Pro).

It is the shop's responsibility to confirm that their chosen OEM supplier has the part available. This ensures that the repairs are not delayed, and the supplier is willing to adjust their prices to match.

Price Match Process:

1. Select the required part from CEG.
    a. Part type, part number, and published MSRP must not be altered.
2. Complete all the required alternate part sourcing.
    a. MAPP – Aftermarket
    b. Car-Part Pro – Recycled
3. Identify the alternate parts to price match with OEM and add an explanation line for each.

	Description	Operation	Type	Total Units
1	R Frt Combination Lamp Assembly	RR	Body	INC #
	Part Type	Part #	Qty	Total Price	Tax
	Aftermarket New	KI2503143C	1	$689.39	✓
2	**Explanation:** OEM Price Match			

Line Discount

Shops may use line discounting to create additional part savings and improve their RPS scorecard beyond the published prices in the approved alternate part sourcing software or OEM price match. To do so, a shop must follow the line discount processes outlined below and only use the values as prescribed. Line discounts may be applied to any part with published pricing as illustrated below.

- **OEM Part** – Sell below CEG published MSRP
- **Aftermarket Part** – Sell below published MAPP price
- **Recycled Part** – Sell below published Car-Part Pro market price (after markup)

Line Discount Values
1-49% - Okay to use
50% - Do not use
51-99% - Okay to use

Do not manually adjust any published prices to provide savings as this does not result in positive RPS scores. OEM prices should only be manually adjusted when the MSRP has changed.

Line Discount Process:

1. Select the required part from CEG.
   a. Part type, part number and published MSRP must not be altered.
2. Complete all required alternate part sourcing.
   a. MAPP – Aftermarket
   b. Cart-Part Pro – Recycled
3. Identify the parts to apply a line discount percent to as identified in the Line Discount Values table above. Be sure to enter "-" symbol before the discount value otherwise it will markup the price creating negative savings to your scorecard.
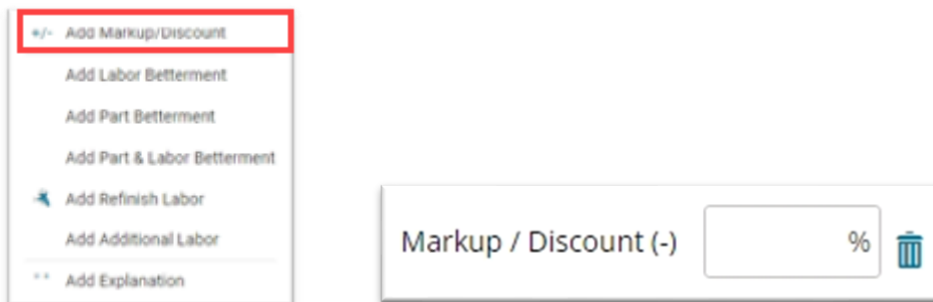
   a. **OEM part example** – Confirm the part appears on the estimate as illustrated below. In the following example, the shop would receive $229.80 towards their total RPS requirement.

Description	Operation	Type		Total Units
1 R Frt Combination Lamp Assembly	RR	Body		INC #
Part Type	Part #	Qty	Total Price	Tax
New	92102 1U200	1	$919.19	✓
2 **Discount: 25%($229.80)**				

Be aware that if discount savings are not greater than MAPP calculations, the AM part will still populate, removing the line discount applied. This can be avoided by modifying the MAPP search for the line. Modify the MAPP search line again if you need to change the part type back to AM.

b. **Aftermarket part example** – Confirm the part appears on the estimate as illustrated below. In the following example, the shop would receive $367.68 towards their total RPS requirement (MAPP generated savings + line discounted savings).

	Description	Operation	Type		Total Units
1	R Frt Combination Lamp Assembly	RR	Body		INC #

	Part Type	Part #	Qty	Total Price	Tax
	Aftermarket New	KI2503143C	1	$689.39	✓

2 **Discount:** 20%($137.88)

c. **Recycled part example** – Confirm the part appears on the estimate as illustrated below. In the following example, the shop would receive $729.47 towards their RPS requirement (Car-Part Pro inventory generated savings + line discounted savings).

	Description	Operation	Type		Total Units
1	R Frt Combination Lamp Assembly	RR	Body		INC #

	Part Type	Part #	Qty	Total Price	Tax
	Qual Recycled Part	$Y07316	1	$237.15	✓

2 **Discount:** 20%($47.43)

For recycled parts, do not adjust the markup from the Car-Part Pro workflow. Do not manually enter a self-supplied recycled part price with a line discount.

RPS Vehicle Groups

The following table and expanded breakdown outlines expected savings for each group of vehicles. The values were determined using paid claims data spanning from September 2022 to August 2023. Values are effective October 1, 2024. It is a shop's responsibility to manage their RPS according to this published information.

Group	Target
Under 20,000 KM Mileage	0.0%
Group 1	2.3%
Group 2	4.5%
Group 3	7.8%
Group 4	9.3%
Group 5	12.5%
Group 6	15.6%
Group 7	18.0%
Group 8	21.3%
Group 9	25.0%
Group 10	28.1%
Group 11	29.3%
Group 12	32.0%

See the addendum below for an expanded breakdown of RPS targets across different vehicle makes. An excel based list is also available for reference: Vehicle Groupings Spreadsheet

4.0 Escalations & Support

What to Review with your Shop Relationship Advisor (SRA)?

Review multiple claim examples with your SRA and ensure you practice the following:

- Applying Rules and Procedures provided in the Estimate Part Selection ES.

- How to use the compare alternate parts window in MCE to review other pricing options

- How to search for and add a correct part number when CEG data is incorrect.

- How to search for recycled parts in Car-Part Pro and expand searches for self-sourced pricing if using vendors not on Car-Part Pro.

- How to utilize published alternate part pricing for OE price matching.

- How to calculate RPS including what period claims will impact your scorecard.

- How to track RPS, including ensuring claims are recorded in the correct month and the tracking tools available.

Support

- MPI Support
  - o Locate the required resource in the Repair Shop Support job aid on MPI Partners.
  - o SRA or the SRA mailbox at sra@mpi.mb.ca
- Mitchell Support
  - o Mitchell TAC – 1-800-448-4401
  - o Support & Training (live chat option available)
- Car-Part Support
  - o Main Office - 1-859-344-1925
  - o Live chat available through the iPro application

Reporting Issues

- Recycled – Report directly to Car-Part Pro, see the Reporting a Problem with a Listing document for direction.

- MAPP – Report directly to MPI by completing the Parts or Supplier Issues form.

- For other concerns refer to the MPI Issues Resolution page on MPI Partners.

5.0 Addendums

Vehicle Group Details – Effective October 1, 2024

Any vehicle compositions not listed below, will default to a 2.3% target.

Make	Type	Age Bucket	Group	Expected RPS %
ACURA	Passenger Vehicle	2 Years Old and Newer	Group 4	9.3%
ACURA	Passenger Vehicle	From 3 to 4 Years Old	Group 8	21.3%
ACURA	Passenger Vehicle	From 5 to 7 Years Old	Group 9	25.0%
ACURA	Passenger Vehicle	Over 7 Years Old	Group 10	28.1%
ALFA ROMEO	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
ALFA ROMEO	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
ALFA ROMEO	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
ALFA ROMEO	Passenger Vehicle	Over 7 Years Old	Group 1	2.3%
ASTON MARTIN	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
ASTON MARTIN	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
ASTON MARTIN	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
ASTON MARTIN	Passenger Vehicle	Over 7 Years Old	Group 1	2.3%
AUDI	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
AUDI	Passenger Vehicle	From 3 to 4 Years Old	Group 3	7.8%
AUDI	Passenger Vehicle	From 5 to 7 Years Old	Group 4	9.3%
AUDI	Passenger Vehicle	Over 7 Years Old	Group 5	12.5%
BMW	Passenger Vehicle	2 Years Old and Newer	Group 2	4.5%
BMW	Passenger Vehicle	From 3 to 4 Years Old	Group 5	12.5%
BMW	Passenger Vehicle	From 5 to 7 Years Old	Group 6	15.6%
BMW	Passenger Vehicle	Over 7 Years Old	Group 8	21.3%
BUICK	Passenger Vehicle	2 Years Old and Newer	Group 4	9.3%
BUICK	Passenger Vehicle	From 3 to 4 Years Old	Group 8	21.3%
BUICK	Passenger Vehicle	From 5 to 7 Years Old	Group 9	25.0%
BUICK	Passenger Vehicle	Over 7 Years Old	Group 10	28.1%
CADILLAC	Passenger Vehicle	2 Years Old and Newer	Group 4	9.3%
CADILLAC	Passenger Vehicle	From 3 to 4 Years Old	Group 7	18.0%
CADILLAC	Passenger Vehicle	From 5 to 7 Years Old	Group 9	25.0%
CADILLAC	Passenger Vehicle	Over 7 Years Old	Group 10	28.1%
CADILLAC	Truck	2 Years Old and Newer	Group 1	2.3%
CADILLAC	Truck	From 3 to 4 Years Old	Group 1	2.3%
CADILLAC	Truck	From 5 to 7 Years Old	Group 1	2.3%

CADILLAC	Truck	Over 7 Years Old	Group 12	32.0%
CHEVROLET	Passenger Vehicle	2 Years Old and Newer	Group 5	12.5%
CHEVROLET	Passenger Vehicle	From 3 to 4 Years Old	Group 9	25.0%
CHEVROLET	Passenger Vehicle	From 5 to 7 Years Old	Group 11	29.3%
CHEVROLET	Passenger Vehicle	Over 7 Years Old	Group 12	32.0%
CHEVROLET	Truck	2 Years Old and Newer	Group 4	9.3%
CHEVROLET	Truck	From 3 to 4 Years Old	Group 8	21.3%
CHEVROLET	Truck	From 5 to 7 Years Old	Group 9	25.0%
CHEVROLET	Truck	Over 7 Years Old	Group 10	28.1%
CHEVROLET	Large Van	2 Years Old and Newer	Group 5	12.5%
CHEVROLET	Large Van	From 3 to 4 Years Old	Group 8	21.3%
CHEVROLET	Large Van	From 5 to 7 Years Old	Group 11	29.3%
CHEVROLET	Large Van	Over 7 Years Old	Group 12	32.0%
CHRYSLER	Passenger Vehicle	2 Years Old and Newer	Group 6	15.6%
CHRYSLER	Passenger Vehicle	From 3 to 4 Years Old	Group 9	25.0%
CHRYSLER	Passenger Vehicle	From 5 to 7 Years Old	Group 11	29.3%
CHRYSLER	Passenger Vehicle	Over 7 Years Old	Group 12	32.0%
DODGE	Passenger Vehicle	2 Years Old and Newer	Group 6	15.6%
DODGE	Passenger Vehicle	From 3 to 4 Years Old	Group 9	25.0%
DODGE	Passenger Vehicle	From 5 to 7 Years Old	Group 11	29.3%
DODGE	Passenger Vehicle	Over 7 Years Old	Group 12	32.0%
DODGE	Truck	2 Years Old and Newer	Group 5	12.5%
DODGE	Truck	From 3 to 4 Years Old	Group 8	21.3%
DODGE	Truck	From 5 to 7 Years Old	Group 9	25.0%
DODGE	Truck	Over 7 Years Old	Group 10	28.1%
DODGE	Large Van	2 Years Old and Newer	Group 1	2.3%
DODGE	Large Van	From 3 to 4 Years Old	Group 3	7.8%
DODGE	Large Van	From 5 to 7 Years Old	Group 5	12.5%
DODGE	Large Van	Over 7 Years Old	Group 8	21.3%
FERRARI	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
FERRARI	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
FERRARI	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
FERRARI	Passenger Vehicle	Over 7 Years Old	Group 1	2.3%
FIAT	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
FIAT	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
FIAT	Passenger Vehicle	From 5 to 7 Years Old	Group 5	12.5%
FIAT	Passenger Vehicle	Over 7 Years Old	Group 9	25.0%
FORD	Passenger Vehicle	2 Years Old and Newer	Group 4	9.3%
FORD	Passenger Vehicle	From 3 to 4 Years Old	Group 8	21.3%
FORD	Passenger Vehicle	From 5 to 7 Years Old	Group 9	25.0%
FORD	Passenger Vehicle	Over 7 Years Old	Group 10	28.1%
FORD	Truck	2 Years Old and Newer	Group 3	7.8%
FORD	Truck	From 3 to 4 Years Old	Group 7	18.0%

FORD	Truck	From 5 to 7 Years Old	Group 8	21.3%
FORD	Truck	Over 7 Years Old	Group 9	25.0%
FORD	Large Van	2 Years Old and Newer	Group 3	7.8%
FORD	Large Van	From 3 to 4 Years Old	Group 7	18.0%
FORD	Large Van	From 5 to 7 Years Old	Group 8	21.3%
FORD	Large Van	Over 7 Years Old	Group 9	25.0%
GENESIS	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
GENESIS	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
GENESIS	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
GENESIS	Passenger Vehicle	Over 7 Years Old	Group 1	2.3%
GMC	Passenger Vehicle	2 Years Old and Newer	Group 5	12.5%
GMC	Passenger Vehicle	From 3 to 4 Years Old	Group 9	25.0%
GMC	Passenger Vehicle	From 5 to 7 Years Old	Group 10	28.1%
GMC	Passenger Vehicle	Over 7 Years Old	Group 12	32.0%
GMC	Truck	2 Years Old and Newer	Group 4	9.3%
GMC	Truck	From 3 to 4 Years Old	Group 8	21.3%
GMC	Truck	From 5 to 7 Years Old	Group 9	25.0%
GMC	Truck	Over 7 Years Old	Group 10	28.1%
GMC	Large Van	2 Years Old and Newer	Group 5	12.5%
GMC	Large Van	From 3 to 4 Years Old	Group 9	25.0%
GMC	Large Van	From 5 to 7 Years Old	Group 11	29.3%
GMC	Large Van	Over 7 Years Old	Group 12	32.0%
HONDA	Passenger Vehicle	2 Years Old and Newer	Group 6	15.6%
HONDA	Passenger Vehicle	From 3 to 4 Years Old	Group 8	21.3%
HONDA	Passenger Vehicle	From 5 to 7 Years Old	Group 9	25.0%
HONDA	Passenger Vehicle	Over 7 Years Old	Group 10	28.1%
HONDA	Truck	2 Years Old and Newer	Group 4	9.3%
HONDA	Truck	From 3 to 4 Years Old	Group 8	21.3%
HONDA	Truck	From 5 to 7 Years Old	Group 8	21.3%
HONDA	Truck	Over 7 Years Old	Group 12	32.0%
HONDA	Large Van	2 Years Old and Newer	Group 1	2.3%
HONDA	Large Van	From 3 to 4 Years Old	Group 1	2.3%
HONDA	Large Van	From 5 to 7 Years Old	Group 1	2.3%
HONDA	Large Van	Over 7 Years Old	Group 10	28.1%
HUMMER	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
HUMMER	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
HUMMER	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
HUMMER	Passenger Vehicle	Over 7 Years Old	Group 9	25.0%
HUMMER	Truck	2 Years Old and Newer	Group 1	2.3%
HUMMER	Truck	From 3 to 4 Years Old	Group 1	2.3%
HUMMER	Truck	From 5 to 7 Years Old	Group 1	2.3%
HUMMER	Truck	Over 7 Years Old	Group 1	2.3%
HYUNDAI	Passenger Vehicle	2 Years Old and Newer	Group 3	7.8%

HYUNDAI	Passenger Vehicle	From 3 to 4 Years Old	Group 7	18.0%
HYUNDAI	Passenger Vehicle	From 5 to 7 Years Old	Group 8	21.3%
HYUNDAI	Passenger Vehicle	Over 7 Years Old	Group 9	25.0%
HYUNDAI	Truck	2 Years Old and Newer	Group 3	7.8%
HYUNDAI	Truck	From 3 to 4 Years Old	Group 3	7.8%
HYUNDAI	Truck	From 5 to 7 Years Old	Group 3	7.8%
HYUNDAI	Truck	Over 7 Years Old	Group 3	7.8%
INFINITI	Passenger Vehicle	2 Years Old and Newer	Group 3	7.8%
INFINITI	Passenger Vehicle	From 3 to 4 Years Old	Group 7	18.0%
INFINITI	Passenger Vehicle	From 5 to 7 Years Old	Group 8	21.3%
INFINITI	Passenger Vehicle	Over 7 Years Old	Group 9	25.0%
ISUZU	Truck	2 Years Old and Newer	Group 1	2.3%
ISUZU	Truck	From 3 to 4 Years Old	Group 1	2.3%
ISUZU	Truck	From 5 to 7 Years Old	Group 1	2.3%
ISUZU	Truck	Over 7 Years Old	Group 1	2.3%
JAGUAR	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
JAGUAR	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
JAGUAR	Passenger Vehicle	From 5 to 7 Years Old	Group 2	4.5%
JAGUAR	Passenger Vehicle	Over 7 Years Old	Group 4	9.3%
JEEP	Passenger Vehicle	2 Years Old and Newer	Group 5	12.5%
JEEP	Passenger Vehicle	From 3 to 4 Years Old	Group 7	18.0%
JEEP	Passenger Vehicle	From 5 to 7 Years Old	Group 8	21.3%
JEEP	Passenger Vehicle	Over 7 Years Old	Group 9	25.0%
JEEP	Truck	2 Years Old and Newer	Group 3	7.8%
JEEP	Truck	From 3 to 4 Years Old	Group 5	12.5%
JEEP	Truck	From 5 to 7 Years Old	Group 5	12.5%
JEEP	Truck	Over 7 Years Old	Group 5	12.5%
KIA	Passenger Vehicle	2 Years Old and Newer	Group 3	7.8%
KIA	Passenger Vehicle	From 3 to 4 Years Old	Group 7	18.0%
KIA	Passenger Vehicle	From 5 to 7 Years Old	Group 8	21.3%
KIA	Passenger Vehicle	Over 7 Years Old	Group 9	25.0%
LAND ROVER	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
LAND ROVER	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
LAND ROVER	Passenger Vehicle	From 5 to 7 Years Old	Group 3	7.8%
LAND ROVER	Passenger Vehicle	Over 7 Years Old	Group 4	9.3%
LEXUS	Passenger Vehicle	2 Years Old and Newer	Group 2	4.5%
LEXUS	Passenger Vehicle	From 3 to 4 Years Old	Group 5	12.5%
LEXUS	Passenger Vehicle	From 5 to 7 Years Old	Group 7	18.0%
LEXUS	Passenger Vehicle	Over 7 Years Old	Group 8	21.3%
LINCOLN	Passenger Vehicle	2 Years Old and Newer	Group 3	7.8%
LINCOLN	Passenger Vehicle	From 3 to 4 Years Old	Group 6	15.6%
LINCOLN	Passenger Vehicle	From 5 to 7 Years Old	Group 8	21.3%
LINCOLN	Passenger Vehicle	Over 7 Years Old	Group 9	25.0%

LINCOLN	Truck	2 Years Old and Newer	Group 1	2.3%
LINCOLN	Truck	From 3 to 4 Years Old	Group 1	2.3%
LINCOLN	Truck	From 5 to 7 Years Old	Group 1	2.3%
LINCOLN	Truck	Over 7 Years Old	Group 4	9.3%
LINCOLN	Large Van	2 Years Old and Newer	Group 1	2.3%
LINCOLN	Large Van	From 3 to 4 Years Old	Group 1	2.3%
LINCOLN	Large Van	From 5 to 7 Years Old	Group 1	2.3%
LINCOLN	Large Van	Over 7 Years Old	Group 9	25.0%
MASERATI	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
MASERATI	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
MASERATI	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
MASERATI	Passenger Vehicle	Over 7 Years Old	Group 1	2.3%
MAZDA	Passenger Vehicle	2 Years Old and Newer	Group 4	9.3%
MAZDA	Passenger Vehicle	From 3 to 4 Years Old	Group 7	18.0%
MAZDA	Passenger Vehicle	From 5 to 7 Years Old	Group 8	21.3%
MAZDA	Passenger Vehicle	Over 7 Years Old	Group 9	25.0%
MAZDA	Truck	2 Years Old and Newer	Group 1	2.3%
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MAZDA	Truck	Over 7 Years Old	Group 6	15.6%
MERCEDES BENZ	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
MERCEDES BENZ	Passenger Vehicle	From 3 to 4 Years Old	Group 3	7.8%
MERCEDES BENZ	Passenger Vehicle	From 5 to 7 Years Old	Group 4	9.3%
MERCEDES BENZ	Passenger Vehicle	Over 7 Years Old	Group 4	9.3%
MERCEDES BENZ	Large Van	2 Years Old and Newer	Group 1	2.3%
MERCEDES BENZ	Large Van	From 3 to 4 Years Old	Group 3	7.8%
MERCEDES BENZ	Large Van	From 5 to 7 Years Old	Group 3	7.8%
MERCEDES BENZ	Large Van	Over 7 Years Old	Group 5	12.5%
MERCURY	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
MERCURY	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
MERCURY	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
MERCURY	Passenger Vehicle	Over 7 Years Old	Group 10	28.1%
MINI	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
MINI	Passenger Vehicle	From 3 to 4 Years Old	Group 3	7.8%
MINI	Passenger Vehicle	From 5 to 7 Years Old	Group 4	9.3%
MINI	Passenger Vehicle	Over 7 Years Old	Group 8	21.3%
MITSUBISHI	Passenger Vehicle	2 Years Old and Newer	Group 4	9.3%
MITSUBISHI	Passenger Vehicle	From 3 to 4 Years Old	Group 8	21.3%
MITSUBISHI	Passenger Vehicle	From 5 to 7 Years Old	Group 9	25.0%
MITSUBISHI	Passenger Vehicle	Over 7 Years Old	Group 10	28.1%
NISSAN	Passenger Vehicle	2 Years Old and Newer	Group 5	12.5%
NISSAN	Passenger Vehicle	From 3 to 4 Years Old	Group 8	21.3%
NISSAN	Passenger Vehicle	From 5 to 7 Years Old	Group 9	25.0%

NISSAN	Passenger Vehicle	Over 7 Years Old	Group 10	28.1%
NISSAN	Truck	2 Years Old and Newer	Group 3	7.8%
NISSAN	Truck	From 3 to 4 Years Old	Group 7	18.0%
NISSAN	Truck	From 5 to 7 Years Old	Group 8	21.3%
NISSAN	Truck	Over 7 Years Old	Group 9	25.0%
NISSAN	Large Van	2 Years Old and Newer	Group 2	4.5%
NISSAN	Large Van	From 3 to 4 Years Old	Group 5	12.5%
NISSAN	Large Van	From 5 to 7 Years Old	Group 7	18.0%
NISSAN	Large Van	Over 7 Years Old	Group 8	21.3%
OLDSMOBILE	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
OLDSMOBILE	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
OLDSMOBILE	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
OLDSMOBILE	Passenger Vehicle	Over 7 Years Old	Group 12	32.0%
PLYMOUTH	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
PLYMOUTH	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
PLYMOUTH	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
PLYMOUTH	Passenger Vehicle	Over 7 Years Old	Group 1	2.3%
POLESTAR	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
POLESTAR	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
POLESTAR	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
POLESTAR	Passenger Vehicle	Over 7 Years Old	Group 1	2.3%
PONTIAC	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
PONTIAC	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
PONTIAC	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
PONTIAC	Passenger Vehicle	Over 7 Years Old	Group 12	32.0%
PORSCHE	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
PORSCHE	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
PORSCHE	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
PORSCHE	Passenger Vehicle	Over 7 Years Old	Group 3	7.8%
SATURN	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
SATURN	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
SATURN	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
SATURN	Passenger Vehicle	Over 7 Years Old	Group 12	32.0%
SCION	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
SCION	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
SCION	Passenger Vehicle	From 5 to 7 Years Old	Group 6	15.6%
SCION	Passenger Vehicle	Over 7 Years Old	Group 8	21.3%
SMART	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
SMART	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
SMART	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
SMART	Passenger Vehicle	Over 7 Years Old	Group 4	9.3%
SUBARU	Passenger Vehicle	2 Years Old and Newer	Group 2	4.5%
SUBARU	Passenger Vehicle	From 3 to 4 Years Old	Group 5	12.5%

SUBARU	Passenger Vehicle	From 5 to 7 Years Old	Group 7	18.0%
SUBARU	Passenger Vehicle	Over 7 Years Old	Group 8	21.3%
SUBARU	Truck	2 Years Old and Newer	Group 1	2.3%
SUBARU	Truck	From 3 to 4 Years Old	Group 1	2.3%
SUBARU	Truck	From 5 to 7 Years Old	Group 1	2.3%
SUBARU	Truck	Over 7 Years Old	Group 2	4.5%
SUZUKI	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
SUZUKI	Passenger Vehicle	From 3 to 4 Years Old	Group 1	2.3%
SUZUKI	Passenger Vehicle	From 5 to 7 Years Old	Group 1	2.3%
SUZUKI	Passenger Vehicle	Over 7 Years Old	Group 12	32.0%
SUZUKI	Truck	2 Years Old and Newer	Group 1	2.3%
SUZUKI	Truck	From 3 to 4 Years Old	Group 1	2.3%
SUZUKI	Truck	From 5 to 7 Years Old	Group 1	2.3%
SUZUKI	Truck	Over 7 Years Old	Group 1	2.3%
TESLA	Passenger Vehicle	2 Years Old and Newer	Group 1	2.3%
TESLA	Passenger Vehicle	From 3 to 4 Years Old	Group 2	4.5%
TESLA	Passenger Vehicle	From 5 to 7 Years Old	Group 2	4.5%
TESLA	Passenger Vehicle	Over 7 Years Old	Group 4	9.3%
TOYOTA	Passenger Vehicle	2 Years Old and Newer	Group 5	12.5%
TOYOTA	Passenger Vehicle	From 3 to 4 Years Old	Group 8	21.3%
TOYOTA	Passenger Vehicle	From 5 to 7 Years Old	Group 9	25.0%
TOYOTA	Passenger Vehicle	Over 7 Years Old	Group 10	28.1%
TOYOTA	Truck	2 Years Old and Newer	Group 5	12.5%
TOYOTA	Truck	From 3 to 4 Years Old	Group 7	18.0%
TOYOTA	Truck	From 5 to 7 Years Old	Group 8	21.3%
TOYOTA	Truck	Over 7 Years Old	Group 9	25.0%
TOYOTA	Large Van	2 Years Old and Newer	Group 1	2.3%
TOYOTA	Large Van	From 3 to 4 Years Old	Group 1	2.3%
TOYOTA	Large Van	From 5 to 7 Years Old	Group 1	2.3%
TOYOTA	Large Van	Over 7 Years Old	Group 9	25.0%
VOLKSWAGEN	Passenger Vehicle	2 Years Old and Newer	Group 3	7.8%
VOLKSWAGEN	Passenger Vehicle	From 3 to 4 Years Old	Group 7	18.0%
VOLKSWAGEN	Passenger Vehicle	From 5 to 7 Years Old	Group 8	21.3%
VOLKSWAGEN	Passenger Vehicle	Over 7 Years Old	Group 9	25.0%
VOLVO	Passenger Vehicle	2 Years Old and Newer	Group 2	4.5%
VOLVO	Passenger Vehicle	From 3 to 4 Years Old	Group 3	7.8%
VOLVO	Passenger Vehicle	From 5 to 7 Years Old	Group 3	7.8%
VOLVO	Passenger Vehicle	Over 7 Years Old	Group 3	7.8%