LEVEL UP
2026 - 2027

NYS SkillsUSA

COLLISION DAMAGE APPRAISAL

PURPOSE

To evaluate each competitor's preparation for employment and to recognize outstanding students for excellence and professionalism in the field of collision damage appraisal and total loss evaluation.

ELIGIBILITY

Open to active SkillsUSA members enrolled in programs with collision damage appraisal and total loss evaluation as an occupational objective.

CLOTHING REQUIREMENTS

NYS SkillsUSA – Mechanic

- White crew neck short- sleeved T-shirt
- Work pants or jeans,
- Leather or steel toed work shoes.
- Long hair must be restrained.
- Safety glasses with side shields or goggles, (Prescription glasses can be used only if they are equipped with side shields and approved by OSHA(Z-87). If not, they must be covered with goggles.)

Note: Contestants must wear their official contest clothing to the contest orientation meeting.
Also bring #2 pencil, resume, and safety assurance form.

EQUIPMENT AND MATERIALS

1. Supplied by the technical committee: Basic equipment of a collision damage appraisal and total loss evaluation laboratory
   a. Materials for computerized estimating segment:
      1.) Automated Estimating System
      2.) Digital camera or tablet with imaging capabilities.
      3.) Printer networked to estimating systems and digital camera and Wi-Fi Capability.
   b. Materials for Total Loss Evaluation:
      1.) A vehicle that is an obvious total loss
      2.) Total loss evaluation software or paper equivalent 3.) Digital camera
      4.) Vehicle evaluation guide
      5.) Conditioning matrix
   c. Materials for vehicle scan, diagnostic trouble code identification and understanding OEM repair procedures:
      1.) Diagnostic trouble code scan tool
      2.) OEM repair procedures, e.g., quarter panel replacement on specific year, make, model.

2. Supplied by the competitor for interview:
   a. All competitors must create a one-page resume. See "Resume Requirement" below for guidelines. Additionally, and as part of the competition, competitors will submit two hard copies of their resumes at orientation.

RESUME REQUIREMENT

Competitors must create a one-page resume to submit at orientation.

DEVICES

Cell phones or other electronic devices not approved by the NYS Chairperson will be collected by the contest chair during the competition. Chairpersons will announce their acceptance by listing it on their standard or at the orientation meeting. In case of emergencies, advisors should allow the competitors to take their phones to the contest areas.

If the competitor uses their device in a manner that compromises the integrity of the competition, the competitor's score may be penalized.

SCOPE OF THE COMPETITION

Competitors will demonstrate their ability to perform jobs of skills selected from the standards mentioned below as determined by the SkillsUSA Championships technical committee. National Committee membership includes, but is not limited to: Caliber Collision, CCC, GEICO, Gerber Collision & Glass, Insurance Auto Auction (IAA) and State Farm Insurance Companies.

KNOWLEDGE PERFORMANCE

All competitors are required to take the SkillsUSA professional development test at orientation.

The competition includes a written knowledge test given by ASE, which will consist of 50 questions covering the areas of the Damage Analysis and Estimating that are identified in the NATEF Collision Repair/Refinishing Program Standards and the ASE Official Study Guide: Collision Repair/Refinish. An estimating test for the high school and college competitions will be comprised of diagnosis and repair content from this skill area:

1. Damage Analysis – 12 questions that cover tasks necessary to analyze vehicle damage.
2. Estimating – 13 questions that cover the tasks necessary to estimate vehicle damage.
3. Legal and Environmental Practices – 2 questions that cover the tasks associated with legal and environmental practices.
4. Vehicle Construction – 7 questions that cover the tasks associated with vehicle construction.
5. Vehicle Systems Knowledge - 8 questions that cover tasks to identify vehicle systems.
6. Parts and Source Identification – 6 questions that cover the tasks for parts and source identification
7. Customer Relations and Sales Skills – 2 questions that cover the tasks associated with customer relations and sales skills.

SKILL PERFORMANCE

The competition includes a series of competencies to assess skills in the following areas: Vehicle Diagnostic Scanning, two computerized estimates/appraisals on frontal damage including unibody damage and light mechanical damage and rear damage including quarter panel replacement, “virtual” estimate prepared from images assessing virtual (remote) estimating skill and a total loss vehicle inspection report and vehicle evaluation including digital images associated with all computerized estimating and total loss evaluation.

The competitors will also participate in a mock estimator/customer interaction and interview.

STANDARDSANDCOMPETENCIES

CDA 1.0 — Complete a computerized estimate on a frontal damaged unibody vehicle where unibody damage and light mechanical damage are present. This will be done consistent with related tasks in ASE Education Foundation Collision Repair and Refinishing Standards and ASE Catalog of Collision Repair/Refinishing Tests B6 (Damage Analysis and Estimating)

1.1. List entrant number on estimating test
1.2. Locate provided "Vehicle Description and Labor Rate information" and complete owner and vehicle information section on estimate (e.g., owner name, address, phone numbers, license plate, vehicle year, series, mileage, and vehicle identification number)
1.3. Identify and record customer/vehicle information
1.4. Identify and record vehicle identification (VIN) information
1.5. Locate and select vehicle to be estimated in the provided collision estimating software application.
1.6. Prepare estimates properly identifying parts to be replaced or repaired.
  1.6.1. Make proper determination of refinishing needs including partial refinishing, blending and application of two- or three-stage paint applications
  1.6.2. Make proper use of alternative parts available on the "Parts information document" as applicable (e.g., New OEM, Aftermarket, Recycled, Rebuilt, reconditioned, etc.)
  1.6.3. Identify and estimate for unibody/frame damage conditions.
  1.6.4. Identify and estimate mechanical damage using the "mechanical information document" as applicable (e.g., refrigerant pricing, alignment information, etc.)

CDA 2.0 — Complete a computerized estimate on a damaged unibody vehicle where quarter panel damage is present and necessitates a replacement. This will be done consistent with related tasks in ASE Education Foundation Collision Repair and Refinishing Standards and ASE Catalog of Collision Repair/Refinishing Tests B6 (Damage Analysis and Estimating)

2.1. List entrant number on estimating test
2.2. Locate provided "Vehicle Description and Labor Rate information" and complete owner and vehicle information section on estimate (e.g., owner name, address, phone numbers, license plate, vehicle year, series, mileage, vehicle identification number)
2.3. Identify and record customer/vehicle information
2.4. Locate and select vehicle to be estimated in the provided collision estimating software application
2.5. Prepare estimates properly identifying parts to be replaced or repaired.
  2.5.1. Make proper determination of refinishing needs including partial refinishing, blending and application of two or three stage paint applications.
  2.5.2. Make proper use of alternative parts available on the "Parts information document" as applicable (e.g., New OEM, Aftermarket, Recycled, Rebuilt, reconditioned, etc.).
  2.5.3. Identify and estimate for unibody/frame damage conditions, if applicable.
  2.5.4. Identify and estimate for any glass R&I or R&R using the available "Pricing Information Document."

CDA 3.0 — Complete a "virtual" computerized estimate on a damaged unibody vehicle using the computerized estimating system from supplied photos. This will be done consistent with related tasks in ASE Education Foundation Collision Repair and Refinishing Standards and ASE Catalog of Collision Repair/Refinishing Tests B6 (Damage Analysis and Estimating)

3.1. Students are expected to properly identify and enter the VIN vehicle.
3.2. Students are expected to enter and verify all vehicle options and packages.
3.3. Students are expected to enter replace/repair and material labor rates along with tax rates.
3.4. Students are expected to enter claim related, customer and repair facility information
3.5. Students are expected to enter all vehicle damage on the estimate in a logical format making appropriate repair vs replace decisions.
3.6. Students are expected to make proper determination of refinishing needs including partial refinishing, blending, and two or three stage paint applications.
3.7. Students are expected to document the photos uploaded into the estimating system.

CDA 4.0– Complete a total loss vehicle inspection report and conduct a vehicle evaluation. Using the total loss and vehicle evaluation system:

4.1. Document or validate the VIN, year, make and model of the loss vehicle
4.2. Document or validate (if decoded from VIN) all vehicle options
4.3. Document the mileage, aftermarket accessories and any prior damage.
4.4. Using the conditioning matrix, accurately rate each area of the vehicle with the proper condition rating. Use specific conditioning comments, as necessary.
4.5. Using the vehicle evaluation guide or consumer website
  4.5.1. Identify the correct vehicle and trim level
  4.5.2. Identify the correct options and mileage
  4.5.3. Document the vehicle evaluation

CDA5.0—Complete a vehicle pre-scan (using an OEM or non-OEM Scan tool) or interpret the diagnostic trouble code(s) from a furnished pre/post scan and research OEM Repair Procedures.

5.1. Diagnostic Pre-Scan
  5.1.1. Perform a vehicle scan using available diagnostic scan tool or, interpret the diagnostic trouble code(s) from a furnished pre/post scan
5.2. Access OEM Technical Repair Procedures
  5.2.1. Locate specific repair procedure
  5.2.2. Interpret necessary steps outlined in procedure – this will be graded using a written testing format.

CDA6.0—Competitors shall participate in a mock Job Interview

6.1. Maintain professional appearance and demonstrate proper SkillsUSA attire
6.2. Provide professional resume
6.3. Demonstrate professional job interview skills.

CDA 7.0 — Competitors shall participate in a mock estimator/customer interaction

7.1. Ability to present and explain a pre-prepared estimate (will be provided at orientation) to a customer as if the estimator (competitor) just wrote the estimate for the customer.
7.2. Ability to explain shop value. (Shop information will be provided at orientation)
7.3. Demonstrate industry knowledge and professional sales skills