

(Dateline Oakville, Ontario – November 14th, 2004)

The Professional Association of Vehicle Evaluators (P.A.V.E.) held its Fourth Annual General Meeting on November 14th, 2004 at the Quality Suites Hotel in Oakville, Ontario.

The conference was chaired by P.A.V.E. President & CEO; D. Dean Renwick, and was attended by many of the organization's members, insurance industry partners, and invited guests. Guest speaker at the conference was Mr. John Norris, Executive Director of the Hamilton District Autobody Repair Association – H.A.R.A. John's organization has been extremely successful in its initiatives to "level the playing field" within the autobody repair industry, through partnerships involving apprenticeship, financial grants, and "Trade Licencing" programs with provincial and federal governments. John's presentation provided P.A.V.E. members with valuable insight on how to proceed to develop a provincial government partnership as a "Self-Directed" organization.

Mr. Renwick stated in his address to the Conference his pleasure at P.A.V.E. members being granted "preferred" status with respect to vehicle evaluations by Royal/Sun Alliance Insurance, and the Facility Association as a result of two seminars conducted by Doug Adams and himself in February of this year. These are in addition to the "preferred" agreement with the Guarantee Co. of North America, which was granted last year. Renwick also confirmed a continuing substantial volume of business in "after loss" evaluations has been maintained with State Farm Mutual Insurance Companies by P.A.V.E. licenced members.

President Renwick told the participants "P.A.V.E. continues in a 'Catch 22' situation where we can't yet offer our insurance industry partners a large enough member-base to properly service the entire province, and we appear to have temporarily "stalled out" in increasing our total number of members. The challenge for P.A.V.E. is to attract the knowledgeable, professional appraisers to become members, while at the same time putting the squeeze on the unprofessional, unqualified, "quick buck" operators who have chosen to operate in the, as yet, unregulated appraisal industry." "I believe our goal is difficult, but not impossible to achieve", said Renwick. "Clearly with 15 new membership applicants and only one individual being successfully qualified for licencing and insurance in 2004, P.A.V.E. is truly fulfilling a regulatory role and is not simply a "diploma mill".

"John Norris and H.A.R.A. are on the right track" explained Renwick. "P.A.V.E. is very interested in studying the successes of H.A.R.A. and adapting them to our best advantage as we develop and grow. P.A.V.E.'s growth is not limited to the province of Ontario, and expressions of interest in the qualification, licencing, and insurance programs offered by P.A.V.E. have been received from established vehicle evaluators in Prince Edward Island, Nova Scotia, and Vancouver, British Columbia".

The Conference was pleased to have had Mike Lehman, Director of Appraisal Services for Crawford Adjusters Canada, attend. Mike has many years experience in the field of automobile evaluation and collision appraisal. His concern with the huge disparity between the qualification levels of appraisal practitioners brought him to the Conference to learn more of P.A.V.E.'s regulatory, licencing, and insurance programs, which he felt may be applied within the collision appraisal industry. Mike's concerns with the activities of some collision appraisers paralleled the reasons for the founding of P.A.V.E. in 1996. President Renwick reports that "in the week after the Fourth Annual General Meeting, Mike Lehman contacted over fifty of Crawford's evaluation/appraisal partners and suggested they approach P.A.V.E. to learn more about our programs. In that week alone, P.A.V.E. received eight new membership enquiries from across Ontario including two from Thunder Bay!"

New P.A.V.E. member Mark Cross, President of Cross Automotive Appraisal Services in Milton, Ontario was officially welcomed at the Conference. Mark told the Conference he made the decision to join P.A.V.E. in order to enhance his corporate image and credibility with appraisal consumers. "Clearly, the availability of affordable Professional Errors & Omissions insurance, as well as being able to be a part of the tremendously valuable pool of uniquely Canadian, 'in house' research and appraisal resource information makes membership important for me" said Mr. Cross.

Each of P.A.V.E.'s members provided their overview of the past year, and the general consensus was that business volumes are being maintained, or are improving, and recognition of the meaning and value of P.A.V.E. membership among appraisal consumers is growing.

A number of changes to the P.A.V.E. website, including the development of a private "chat room" where P.A.V.E. members can discuss unique vehicles and appraisal format issues with other members, in complete confidence, were brought to the attention of Edward Melnike; President of Cyberautoads.com, who developed, and continues to maintain the P.A.V.E. web site at www.trustpave.com

Geoff. Coy attended the Conference representing Lant & Co. Insurance Brokers Ltd. in Stouffville, Ontario. Lant & Co. is now in its 27th year providing unique, cost-effective insurance for special interest and antique vehicles through their "Silver Wheel" and "Custom Wheel" programs. Geoff. provided valuable input regarding the importance of thorough, detailed, evaluation reports containing provable, documented information being an important component enabling the continuation of both of their specialty insurance programs.

New initiatives for P.A.V.E. were discussed, and one was the suggestion that P.A.V.E. approach the Ministry of Transportation to obtain Ministry approval for P.A.V.E. licenced members to become accepted as information providers for the Ministry's VIN Correction program. P.A.V.E. has written to Ontario Transportation Minister; Harinder Takhar, and the Minister's response to the request is expected before the end of the year.

The day-long Conference included a hot buffet lunch.

Members and invited guests were thanked by President Renwick for their loyal, continuing support, and the Conference adjourned at 4:30 P.M.

Additional information on the Professional Association of Vehicle Evaluators may be obtained by visiting its web site at www.trustpave.com

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