



# The details

## What

Warranty Reimbursement at Retail: What we've learned since 2018 and how that can help you

## When

Thursday, December 9, 2021  
8:00 - 9:30 a.m. Webinar

## Price

\$179

## Register

[www.colorado.auto/events](http://www.colorado.auto/events)

## BONUS!

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# Warranty Reimbursement at Retail

## What we've learned since 2018 and how that can help you

The Colorado Retail Warranty Reimbursement law was passed in October 2018, and since then, we've learned a lot about things we could have only speculated on previously. Today, CADA's Endorsed Provider, Armatus Dealer Uplift, works with nearly 50 percent of the dealers in the state.

Armatus has a feel for how each manufacturer interprets provisions of the statute. The law has been a huge win for Colorado dealers, by giving them a way to secure fair and reasonable market-rate reimbursement for their warranty claims.

**Join us at 8 a.m. Thursday, December 9** as Armatus Dealer Uplift's **Joe Jankowski** and Fairfield and Woods P.C.'s **Michael Dommermuth** present a refresher on retail parts reimbursement, the success to date in Colorado, and some 'insider baseball' on submitting for your annual labor rate. Michael Dommermuth will discuss your statutory remedies, if your manufacturer is not compensating your dealership at retail rates after submitting.

## You'll learn

- The current state of retail reimbursement in Colorado
- Refresher on your warranty parts increase opportunity
- Labor rate increases: contrasting factory and statutory submissions, and which is more advantageous to dealers.
- The latest manufacturers' behaviors
- Opportunities to receive additional profit if you have already submitted (parts & labor)
- Remedies for any dealer not being compensated the true retail rate
- Methodology for finding significant opportunities for dealers that have previously submitted, without Armatus' help

## About our presenters



**Michael J. Dommermuth**, director of Fairfield & Woods, P.C. helps dealerships in legal matters throughout the lifecycle of their businesses. As chair of the firm's automobile dealership group, he brings more than three decades of experience counseling clients through the transactional, litigation, and regulatory hurdles entailed in operating a dealership in Colorado and throughout the Rocky Mountain West.



**Joe Jankowski** is managing partner and **Jordan Jankowski** is the director of Operations for Armatus Dealer Uplift, a Hunt Valley, MD-based firm specializing in retail warranty reimbursement submissions. They have consulted on 13 retail warranty statutes and are recognized as subject matter experts in this technical arena.

