

Autel Comes Through for 2 Novus Glass Locations with its MA600 Calibration System

AUTEL

by **Autobody News Staff**

By acquiring an Autel MA600 MaxiSys ADAS Calibration System, **Gary Neves**, owner and operator of two NOVUS locations in northern California, is performing diagnoses he couldn't previously.

With facilities in Concord and Davis, CA, roughly 55 miles apart, Neves needed a system designed to transport easily to do calibrations between both locations.

Autel's MA600 software provides precise calibration procedures for camera-based systems and features easy step-by-step tutorial graphics. The system is lauded by body shops, glass companies and diagnosticians for its millimeter-level accuracy, with multiple laser positioning and cutting-edge measurement tools.

NOVUS invented windshield repair nearly five decades ago when the company's founder and inventor, **Dr. Frank Werner**, turned the process into a less wasteful and costly experience.

In 1985, the company went public by setting up franchises, and today it has 1,300-plus locations in 30-plus countries and repairs more than 50 million windshields annually. Neves does most of the calibrations himself, traveling back and forth from both of his locations. He does not perform glass repairs for body shops, but works with a wide range of insurance companies nonetheless.

With 90% of his business derived from flying rocks on the road and the rest caused by theft and/or vandalism, Neves knows that his business is here to stay.

As the volume at both of his locations grew at a rapid rate, Neves needed a system that was easy to transport, set up and break down; his former calibration system was too bulky.

The Autel MA600 MaxiSys ADAS Calibration System's frame folds up and disassembles to move easily to other locations. The MA600 software provides accurate calibration procedures for camera-based systems, with its five-line laser leveling process that makes it faster and more efficient for squaring the vehicle to the calibration frame.

"It only requires one person to do the calibrations, and we didn't want to have to buy two systems,"



From left, Owner **Gary Neves**, Assistant Manager **Ken Schauer** and Technician **Jason Abenoja** at NOVUS acquired an Autel MaxiSYS MA600 to use at its two locations in Concord and Davis, CA.

Neves said. "When we were able to use the system as part of a pilot program earlier this year, we fell in love with it almost immediately. Now we can provide a one-stop solution for our customers, which was our goal from day one."

Neves's father owned a glass repair store, where Neves worked as a teenager, learning the business from every perspective. Back in the old days, windshield removal and installation involved just that, but today it's a whole different ball game requiring sophisticated equipment and the knowledge to operate it.

"There are more than a dozen systems within today's cars that are affected by or connected to the windows," he said. "They work together to create automated and enhanced driver/passenger safety and are designed to alert the driver to avoid collisions and other potential issues. Some Advanced Driver Assistance Systems (ADAS) include adaptive cruise control, collision avoidance systems, connecting smartphones for hands-free dialing, automatic braking, incorporation of GPS/traffic data, lane departure warnings and even heated windshield wipers."

Some automotive glass companies were initially intimidated by the changing technology, but Neves was poised and prepared when the time came.

"When ADAS started becoming standard equipment on new vehicles, we realized that this was going to be an exciting yet challenging new part of the business," Neves said. "With MaxiSYS calibration tools and accurate software, Autel MaxiSys ADAS MA600 is an ideal calibration tool for glass replacement and the portability is ideal for us."

To receive regular updates of latest OE-level diagnostic and calibration software, Neves has to do very little, he said.

"At the end of the day, we just leave it plugged in and that's all we need to do. It automatically updates itself which is a huge plus. It's connected to Wi-Fi and updates itself overnight, so when I come in the next day, we just push the update button and we are good to go."

Another easy process Neves appreciated was the excellent and comprehensive training that accompanied his purchase of the Autel MaxiSYS MA600.

"NOVUS and Autel found a central location in Portland, OR, to do the training, so that all of the western franchisees could conveniently attend two days of training. After the training, we were ready to roll, even though we learn more about this tool all the time."

To support its training, Autel provides a help desk that is both thorough and responsive, Neves said.

"Autel is located on the East Coast, but they keep their helpline open until 6 p.m. PST to accommodate NOVUS stores located here on the West Coast," he said. "We rarely have any questions or concerns about our MA600, and they are fewer and fewer as we become more comfortable with the system."

When ADAS technology evolves and autonomous vehicles become a big part of our daily lives, Neves knows he's in a prime position with NOVUS and Autel as partners.

"Building this business is dependent on having the best equipment available, and Autel surely fits the bill."

NOVUS

Location: Concord and Davis, CA

(925) 969-1079

www.novusglass.com

Company At A Glance...

Type: Glass Repair and Installation

Facility Employees: 12

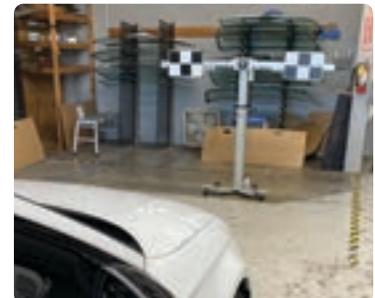
In Business Since: 1985

Combined Production Space:

12,000 square feet



The Autel MA600 MaxiSys ADAS Calibration System's frame folds up and disassembles so that NOVUS can do calibrations in either location easily.



Neves gives Autel a five star review when he states without hesitation "the best diagnostic equipment available in the industry is from Autel."

Autel

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