

INDUSTRY NEWS:

This is an interesting article that could be used to show value to customers spotlighting the increase for repairs of vehicles by JD Power. According to J.D. Power’s recently released 2024 Canada Customer Service Index—Long-Term (CSI-LT) Study; it shows that the owners of vehicles 4-12 years old are the price increases as auto repair costs continue to climb. JD Power said visiting the dealership can cost on average \$465 — up from \$432 a year ago. Trips to independent shops have also increased to \$273 from \$262. Based on J.D. Power’s study, 40 per cent of visits to dealerships and 24 per cent of visits to aftermarket shops were for repairs. In 2021, those figures were lower, at 31 per cent and 21 per cent, respectively.

[Consumers hold onto vehicles longer as repair costs climb - Canadian Auto Dealer](#)

Sincerely,
Tomerro Group.

PRODUCT FEATURE: Do you have coverage for Delivery & Commercial Vehicles?

Do have commercial customers that will use their vehicle for a delivery vehicle or multiple drivers like at a construction site or maybe someone going to modify the engine performance on their vehicle?

Ask about our New Coverage you can sell and be confident knowing they will be covered.

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| <ul style="list-style-type: none">✓ Terms Available up to 108 months✓ KM's Available up to 250,000kms✓ Commercial Coverage like Delivery & Taxis✓ Optional Coverages: Consequential Damage✓ Optional Coverages: Branded Title Vehicles | <ul style="list-style-type: none">✓ Exclusionary Coverage Above 100K Available✓ Post Sale - Sell Coverage anytime✓ Exotic Vehicles Covered✓ Modified Vehicle Coverage✓ Coverage for RV's, Marine and PowerSports |
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Old Republic Surcharges

When selling a policy make sure you do not forget to add any Optional Surcharges if the vehicle has a lift kit, over-sized tires or will be used for Business Use. See the explanations for the surcharges below.

Business Use - Means the use of a vehicle for commercial purposes generally regarded as professional, including, but not limited to a vehicle used by an individual driver for sales/services (e.g., inspections or examinations, real estate, cleaning services, home health services, gardening, carrying/transporting tools to a job site) or light duty contracting such as an electrician or plumber. A surcharge must be paid for Permissible Commercial Use Coverage.

Lift Kit / Tire Modifications: Body and/or suspension lifts of six (6) inches or less, that are installed by the dealer or dealer authorized facility at the time of Your Vehicle purchase will be covered in accordance with the terms and conditions of this Policy. Oversized or undersized tires may require that the odometer be recalibrated to reflect the true kilometrage due to the modification in order for Your Vehicle to be eligible for Coverage. Any modification that voids the original manufacturer warranty is not covered.

* See the policy or ask your rep for specific exclusions or questions.



In 2023, Old Republic celebrates
100 years of delivering dedicated and
reliable insurance solutions.

Are you using the Old Republic Loyalty Credits?

When a customer trades in their vehicle with an Old Republic Warranty Plan did you know there could be a credit available towards the purchase of a new plan? If there is a credit available, it is mailed payable to your dealership that can be applied as profit in your deal. Please reach out to your local Tomerro Group Representative if you need more details.