



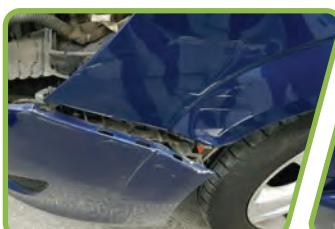
# Advanced Non-Structural Repair Training

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- ✓ IMPROVE PROFITABILITY
  - ✓ SELL MORE LABOUR
  - ✓ SPEND LESS ON PARTS

# PREPARE TO REPAIR

Cornerstone Technologies is the market-leading provider in advanced non-structural repair training.

Our courses help bodyshops to **sell more labour, spend less on parts** and **improve profitability** by becoming experts in non-structural repair.



## ► Training for Profit

Cornerstone's training creates highly skilled technicians who have the insight and capabilities to assess and repair damaged panels rather than replacing them.

This enables you to increase your profitability by reducing parts spend and increasing labour sales, whilst delighting customers and work providers by reducing key-to-key times.

## ► Training First

Unlike other providers, Cornerstone's training does not require any spend on our equipment, tooling or products.

The skills that the technicians learn on our courses are immediately transferrable into your workshop using the equipment you already have.

## ► National Standard

We are building a national standard for plastic and panel repair which promotes quality, safety and efficiency.

We acknowledge that not all damage can be repaired so our training prepares technicians to evaluate each vehicle on its own merits and adopt the right method according to the manufacturer or work provider's recommendations.



## Training Courses

- ▶ Plastic Repair
- ▶ Steel Repair
- ▶ Aluminium Repair
- ▶ Push to Paint
- ▶ Repair Over Replace  
for Collision Repair Professionals
- ▶ Alloy Wheel Refurbishment



## Why Repair Over Replace?

- ✓ Increase profitability
- ✓ Increase repair volumes
- ✓ Sell more labour time
- ✓ Reduce parts spend
- ✓ Improve safety, quality and efficiency
- ✓ Reduce vehicle off-road time
- ✓ Reduce average repair costs

## Why Cornerstone?

- ▲ We create vehicle repair experts
- ▲ A comprehensive full day's training
- ▲ An immediate impact in the workshop
- ▲ Courses run at national training centres
- ▲ Use your existing equipment
- ▲ Full post-training support
- ▲ Return on investment measured in days



**Repair four  
bumpers a week**

=



**Save £33k  
pa on parts**



**Sell £12k  
pa extra labour**

Average figures

“

Like no other training we have experienced before. Cornerstone has plastic repair and panel training down to a fine art.

Pennings Group

“

It's made a big difference to our parts to labour percentage. The best training we have ever had.

JCC Stourbridge

”

“

Our profit on repaired parts covered the cost in days. Simply beyond expectations.

Fix Auto Wellingborough

”

“

We have struck gold with Cornerstone. Using their training is one of the best decisions we have made.

Fix Auto Luton

”

## TRAINING CENTRES

-  ITAS, Milton Keynes
-  Bridge Automotive Academy, Wednesbury
-  S&B Automotive Academy, Bristol
-  Training 2000, Blackburn
-  Axalta, Welwyn Garden City



Book online at [www.cornerstonetechnologies.co.uk](http://www.cornerstonetechnologies.co.uk)

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## PLASTIC REPAIR TRAINING

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CT-001

**ADVANCED NON-STRUCTURAL REPAIR  
TRAINING COURSES**

# PLASTIC REPAIR TRAINING

CT-001

## Course Overview

Plastic Repair is a one-day training course designed to support your technicians to safely carry out basic plastic repairs using standard repair techniques.

At the end of the course, technicians will be able to carry out standard plastic repairs using resin bond and basic welding techniques.

## Who is the Course Aimed At?

Plastic Repair is aimed at paint, MET or panel technicians and apprentices looking to expand their current skill sets and repair efficiency.

This course is open to all levels of technicians and does not require any previous plastic experience.

## Course Content

-  Safety guidelines: when is it safe to repair?
-  Introduction to plastic
-  Understanding the different types of plastic: thermoset and thermoplastics
-  Identifying the correct repair method
-  Introduction to plastic repair methods: resin repair and hot air

## What Will Delegates Learn?

-  When it is safe to repair plastic
-  The different types of repair methods
-  When to weld and when to bond
-  How to repair common areas of damage (eg, clips and minor bumper splits)
-  How to identify and minimise common plastic repair issues

## Key Bodyshop Benefits

-  Improve the quality and safety of repairs
-  Increase the volume of repairs
-  Sell more labour hours
-  Reduce parts spend
-  Improve profitability

To book on this course visit [www.cornerstonetechnologies.co.uk](http://www.cornerstonetechnologies.co.uk), call **01295 232795**, or email [info@cornerstonetechnologies.co.uk](mailto:info@cornerstonetechnologies.co.uk)



## **ADVANCED PLASTIC REPAIR TRAINING**

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**CT-002**

**ADVANCED NON-STRUCTURAL REPAIR  
TRAINING COURSES**

# ADVANCED PLASTIC REPAIR TRAINING

CT-002

## Course Overview

Advanced Plastic Repair is a one-day training course designed to support your technicians to safely carry out plastic repairs using advanced repair techniques.

At the end of the course, technicians will be able to carry out advanced plastic repairs and determine which method is most suitable for each part.

## Who is the Course Aimed At?

Advanced Plastic Repair is aimed at paint, MET and panel technicians looking to expand their current skill sets and repair efficiency.

Technicians should have a basic understanding of standard plastic repair techniques (eg, plastic resin bond repairs or hot iron repairs).

## Course Content

-  Safety guidelines: when is it safe to repair?
-  Understanding the variety of plastic substrates and how they react at different temperatures
-  Techniques for identifying and overcoming mixed substrates
-  Understanding the implications of new technology when repairing plastic
-  Advanced tooling
-  Advanced repair techniques

## What Will Delegates Learn?

-  When it is safe to repair plastic
-  How to confidently repair any plastic damage
-  How to approach more technical plastic repairs (headlamps / weak bumper areas)
-  Suitable techniques for each type of repair
-  What can be repaired to meet your work providers' requirements
-  How to ensure that you are selling the correct amount of labour time

## Key Bodyshop Benefits

-  Improve the quality and safety of repairs
-  Increase the volume of repairs
-  Sell more labour hours
-  Reduce parts spend
-  Improve profitability

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## STEEL REPAIR TRAINING

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CT-003

**ADVANCED NON-STRUCTURAL REPAIR  
TRAINING COURSES**

## Course Overview

Steel Repair is a one-day training course designed to support your technicians to safely carry out basic steel repairs using standard repair techniques.

At the end of the course, technicians will be able to carry out standard steel repairs using hand tools, dent cushions and basic glue techniques.

## Who is the Course Aimed At?

Steel Repair is aimed at paint and MET technicians and apprentices looking to expand their current skill sets and repair efficiency.

This course is open to all levels of technician and does not require any previous steel repair experience.

## Course Content

-  Safety guidelines: when is it safe to repair?
-  Introduction to the different metals used in modern vehicles
-  Understanding the importance of panel thickness
-  Identifying the correct repair method
-  Introduction to steel repair methods: glue pulling, slide hammer, innopuller, dent relief

## What Will Delegates Learn?

-  How to evaluate panel damage
-  When it is safe to repair panels
-  When it is profitable to repair
-  How to efficiently reduce the area of damage
-  Which repair method to adopt for each type of repair

## Key Bodyshop Benefits

-  Improve the quality and safety of repairs
-  Increase the volume of repairs
-  Sell more labour hours
-  Reduce parts spend
-  Improve profitability

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## ADVANCED STEEL REPAIR TRAINING

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CT-004

**ADVANCED NON-STRUCTURAL REPAIR  
TRAINING COURSES**

# ADVANCED STEEL REPAIR TRAINING CT-004

## Course Overview

Advanced Steel Repair is a one-day training course designed to enable your technicians to safely repair non-structural areas of steel using advanced repair techniques.

At the end of the course, technicians will be able to carry out advanced steel repairs and determine which method is most suitable for each type of repair and panel.

## Who is the Course Aimed At?

Advanced Steel Repair is aimed at experienced panel technicians looking for a greater understanding of modern repair techniques and to improve their current skill sets. Technicians should have at least two years' panel beating experience or have attended our Steel Repair Training course (CT-003) within the previous 12 months.

## What Will Delegates Learn?

- ✓ How to identify and approach the different types of steel on modern vehicles
- ✓ How to use specialist equipment
- ✓ How to minimise issues during repairs
- ✓ How to reduce areas of damage within current approved guidelines
- ✓ How to approach more complex repairs (eg, sill sections and tailgates)

## Course Content

- + Safety guidelines: when is it safe to repair?
- + The molecular structure of different materials, how they behave and their limitations
- + Advanced repair techniques and tooling
- + Advanced pin pulling settings and techniques
- + Advanced reshaping and shrinking techniques
- + Advanced glue pulling techniques

## Key Bodyshop Benefits

- ✓ Improve the quality and safety of repairs
- ✓ Increase the volume of repairs
- ✓ Sell more labour hours
- ✓ Reduce parts spend
- ✓ Improve profitability

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## ADVANCED ALUMINIUM PANEL REPAIR TRAINING

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CT-005

ADVANCED NON-STRUCTURAL REPAIR  
TRAINING COURSES

# ADVANCED ALUMINIUM REPAIR TRAINING CT-005

## Course Overview

Advanced Aluminium Repair is a one-day training course designed to enable your technicians to safely repair non-structural areas of aluminium using advanced repair techniques.

At the end of the course, technicians will be able to carry out advanced aluminium repairs and determine which method is most suitable for each type of repair.

## Who is the Course Aimed At?

Advanced Aluminium Repair is aimed at, but not limited to, technicians with at least two years' panel beating experience who are looking for a greater understanding of modern aluminium repair techniques to improve their current skill sets.

## Course Content

- ⊕ Safety guidelines: when is it safe to repair?
- ⊕ Understanding the different blends of aluminium, how they react and their limitations
- ⊕ Understanding the variety of aluminium repair options available and when to use them
- ⊕ Understanding capacitor discharge welding and advanced set up procedures
- ⊕ Advanced pin pulling settings and techniques

## What Will Delegates Learn?

- ✓ How to identify the different blends of aluminium
- ✓ When it is safe to repair aluminium
- ✓ How to select the correct tooling
- ✓ How to determine which repair technique is most suitable
- ✓ When it is profitable to repair in line with current work provision

## Key Bodyshop Benefits

- ✓ Improve the quality and safety of repairs
- ✓ Increase the volume of repairs
- ✓ Sell more labour hours
- ✓ Reduce parts spend
- ✓ Improve profitability

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## PUSH TO PAINT TRAINING

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CT-006

**ADVANCED NON-STRUCTURAL REPAIR  
TRAINING COURSES**

## Course Overview

Push to Paint is a one-day training course designed to enable technicians to rapidly reduce areas of damage using push and twist bar techniques in combination with glue pulling.

At the end of the course, technicians will be able to quickly reduce areas of damage, material usage and the overall repair time.

## Who is the Course Aimed At?

Push to Paint is aimed at paint, MET or panel technicians and apprentices looking to expand their current skill sets and repair efficiency.

This course is open to all levels of technicians and does not require any panel repair experience.

## Course Content

-  Safety guidelines: when is it safe to repair?
-  Basic push and twist bar techniques
-  Basic glue pulling techniques
-  Identifying the correct material
-  Selecting the right combination of tooling
-  How to approach steel and aluminium repairs
-  How to approach hybrid repairs

## What Will Delegates Learn?

-  How to analyse damage
-  How to rapidly reduce the overall area of damage
-  How to use light board reflection
-  How to cross check from different angles
-  How to complete steel & aluminium repairs
-  How to complete hybrid repairs

## Key Bodyshop Benefits

-  Increase volume of repairs
-  Increase repair efficiency
-  Reduce material costs
-  Improve repair quality
-  Improve profitability

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# **REPAIR OVER REPLACE TRAINING**

for Collision Repair Professionals

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**CT-007**

**ADVANCED NON-STRUCTURAL REPAIR  
TRAINING COURSES**

## Course Overview

Repair Over Replace for Collision Repair Professionals is a one-day training course designed to give first-hand experience of modern repair techniques in line with advancing technologies and the skill sets of technicians.

At the end of the course, delegates will know exactly what technicians are capable of repairing and understand the positive commercial impact of repair over replace.

## Who is the Course Aimed At?

Repair Over Replace Training for Collision Repair Professionals is aimed at qualified VDAs, field and image engineers, network managers, bodyshop owners/managers, workshop controllers and call centre triage staff.

## What Will Delegates Learn?

- ✓ What technicians can repair
- ✓ When it is safe to repair
- ✓ The benefits of repair over replace
- ✓ When it is profitable to repair
- ✓ The commercial benefits of repair over replace

## Course Content

- + Overview of our Advanced Plastic, Steel, Aluminium and Push to Paint training courses
- + Understanding the importance of clear communication and valid supporting evidence
- + Understanding the capabilities and skill set of a trained technician
- + Theory and practical sessions demonstrating what can be repaired
- + Understanding the commercial benefits of repair over replace for the bodyshop and work provider
- + Positive labour negotiation techniques

## Key Benefits

- ✓ Improved communication between the work provider and bodyshop
- ✓ Greater understanding of what a trained technician can safely repair
- ✓ Increased labour sales and improved profitability
- ✓ Reduced average repair costs and vehicle off road times

To book on this course visit [www.cornerstonetechnologies.co.uk](http://www.cornerstonetechnologies.co.uk),  
call 01295 232795, or email [info@cornerstonetechnologies.co.uk](mailto:info@cornerstonetechnologies.co.uk)



A photograph showing a person wearing a white surgical mask and blue gloves, focused on working on a silver alloy car wheel. They appear to be applying or smoothing a substance onto the wheel's surface. The background shows the side of a light-colored car.

## COSMETIC ALLOY WHEEL REFURBISHMENT TRAINING

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CT-008

**ADVANCED NON-STRUCTURAL REPAIR  
TRAINING COURSES**

## Course Overview

Cosmetic Alloy Wheel Refurbishment Training is a 1-3 day course (depending on experience).

The course is designed to support technicians, or individuals looking to enter this market for the first time, to safely evaluate and carry out cosmetic alloy wheel damage.

## Who is the Course Aimed At?

This course has a broad catchment as anyone with an interest in repairing alloy wheels and an eye for detail is welcome to attend. More specifically, within the automotive sector, it applies to technicians, owners and employees of bodyshops, tyre / service centres, mobile service / repair providers, fast track centres, de-fleet centres, dealerships & franchisees.

## Course Content

- ⊕ Safety guidelines: when is it safe to repair?
- ⊕ Establishing safety parameters
- ⊕ Damage assessment
- ⊕ Wheel preparation techniques
- ⊕ Paint refinishing techniques

## What Will Delegates Learn?

- ✓ When it's safe to repair
- ✓ Substrate preparation
- ✓ Correct application of foundation coat
- ✓ Base coat application
- ✓ Top coat application

## Key Benefits

- ✓ Increased revenue
- ✓ Provide additional services to your customers
- ✓ Increased retention and attract new customers
- ✓ Bring out-sourced processes back in-house
- ✓ Options to provide a mobile solution
- ✓ Quickly and safely learn new skills to help establish a completely new career path

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A close-up, black and white photograph showing several shiny, multi-spoke alloy wheels stacked vertically. The lighting highlights the reflective surfaces and the intricate patterns of the wheel designs.

# DIAMOND CUT ALLOY WHEEL REFURBISHMENT TRAINING

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CT-009

**ADVANCED NON-STRUCTURAL REPAIR  
TRAINING COURSES**

## Course Overview

Cosmetic Diamond Cut Alloy Wheel Refurbishment Training is a one day course designed to support technicians, or individuals looking to enter this market for the first time, to safely evaluate and carry out cosmetic diamond cut alloy wheel damage.

## Who is the Course Aimed At?

This course has a broad catchment as anyone with an interest in repairing alloy wheels and an eye for detail is welcome to attend. More specifically, within the automotive sector, it applies to technicians, owners and employees of bodyshops, tyre/service centres, mobile service/repair providers, fast track centres, de-fleet centres, dealerships & franchisees.

## Course Content

- + Safety guidelines: when is it safe to repair?
- + Establishing safety parameters
- + Damage assessment
- + Wheel preparation techniques
- + Paint refinishing techniques

## What Will Delegates Learn?

- ✓ When it's safe to repair: Establish what can be cut
- ✓ Different probing techniques
- ✓ Carbide/diamond cutting techniques
- ✓ Equipment maintenance and protection
- ✓ Substrate preparation
- ✓ Correct application of foundation coat
- ✓ Base coat & Top coat application

## Key Benefits

- ✓ Increased revenue
- ✓ Provide additional services to your customers
- ✓ Increased retention and attract new customers
- ✓ Bring out-sourced processes back in-house
- ✓ Options to provide a mobile solution
- ✓ Quickly and safely learn new skills to help establish a completely new career path

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