

Delaney Automotive Group Relies on CCC to Amplify Rich History, Jumpstart Business



by Autobody News Staff

Established in Indiana, PA, in 1971, Delaney Automotive Group has grown from a single dealership into a successful empire that includes collision repair centers at dealerships in Greensburg and Indiana. On the heels of this expansion, Delaney acquired Arone Auto Body in Homer City in 2022, adding 10,000 square feet of production space in 2024 to accommodate more part storage, body technicians and a full mechanical shop, Advanced Calibration Solutions (ACS).

Bill Stouffer, assistant body shop director at *Delaney Collision of Indiana* and Arone Auto Body by Delaney, spoke with Autobody News about his 22-year collision industry history, his company's impressive growth, and their partnership with CCC Intelligent Solutions that enables them to repair an average of 112 vehicles each month.

"I've always been interested in vehicles and repairs," Stouffer said. "During college, I owned a few cars that were in constant need of repair and that was my start — I enjoyed the troubleshooting aspect and pride myself in finding solutions for difficult problems. When I graduated, I immediately started applying for positions at car dealerships and in the insurance industry. A major insurance company hired and trained me to be an adjuster. I worked there for almost 20 years in various roles and learned a lot from some great people."

Stouffer became familiar with Delaney Automotive Group after having spent a lot of time in the area. As Delaney's collision business was expanding, he broached a conversation with Director **John Vukman**, and as Stouffer said, "the rest is history."

Vukman's tenured repair industry career started with his humble beginnings as a detailer in high school. He later had various body tech apprenticeships, and then launched a shop from his own home before **Jack Delaney Sr.** hired him as shop manager 27 years ago.

"I grew up in the industry. I loved the cars, so it was natural for me to lean in that direction," Vukman said. "I attribute my success to the people around me who helped turn my desires into a career. People like **Ron Vanetta, Frank Arone** and **Ed**



Arone Auto Body by Delaney in Homer City, PA, is excited about its expansion and addition of a mechanical and calibration shop.

Loyacona were instrumental. Our ownership really is second to none. Jack Delaney Sr., **Jack Delaney Jr.** and **Tom Delaney** want to be the best in the area, and their passion is contagious."

With a strong team and rich history, Stouffer and Vukman had an incredible foundation to build upon, but they needed the right technology to scale. This is how CCC quickly became a critical component to the company's success.

CCC ONE[®] was key to managing Delaney's day-to-day shop operations — like scheduling, parts ordering and estimating — while CCC[®] Amplify helped them build a professional repair shop website in minutes so they could deliver more engaging digital experiences to their customers.

"CCC Amplify allows us to market ourselves to the community with an inexpensive and easy-to-use website," Stouffer said. "The setup process was straightforward and not as time consuming as you might think. Our certifications are available for all to see and since we expanded our calibration company in January, we were able to add a page to the site explaining what we do and what we offer."

CCC Amplify gives shops more control when it comes to their digital presence. Shops can build professional websites automatically based on information pulled directly from their CCC ONE[®] profile. And if a shop wants to make updates to hours, certifications or services, they simply edit their profile and those changes are instantly reflected on their website.

CCC Amplify includes 10

collision-themed templates to choose from, and easy drag-and-drop tools that help make each shop's website unique to their style and preferences.

Stouffer said Mobile Jumpstart, a CCC ONE[®] solution that allows estimators to build estimates on any mobile device, including a mobile phone, is another highly valuable tool that has contributed to Delaney's success.

"It has really made our estimators more efficient," said Stouffer. "Our estimators can create the job in the CCC ONE[®] app and write a full estimate in a matter of minutes, which saves us and the customer time. Now, we can handle walk-ins or jobs that start out as a customer pay much faster."

With the CCC ONE[®] Mobile App and cccone.com, shops are saving time because they're able to write estimates anywhere, anytime — like standing with a customer at their car, or in the back with additional staff — so long as they have an internet connection and a web browser. Mobile Jumpstart makes it easy for technicians to take photos of damaged parts and add them to line-level estimates at the same time.

Delaney is one of 29,000 American repair facilities that rely on CCC's suite of technology products to solve their most difficult challenges by combining key business operations into a single, easy-to-use solution that helps shops drive more business, improve repair quality, simplify operations and exceed customer expectations.

Learn more about CCC Amplify and the CCC ONE[®] Total Repair Platform at cccis.com.

Delaney Automotive Group - Arone Auto Body by Delaney

Homer City, PA

724-479-3242

aroneautobody.com

Company At A Glance...

Type: Collision Repair

Facility Employees: 21

In Business Since: 1985

Number of Locations: Three (collision centers)

Combined Production Space:

20,000 square feet



Painter Joe Potts, who has been with the company more than 33 years, works his craft on a customer's vehicle.



ADAS calibration is set up to be performed on a customer's vehicle.

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