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The **AUTO BODY** Monthly

from

**D&R** AUTO PAINT AND SUPPLY

1607 Avenue I  
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## Start Spot Buffing

Chicago Pneumatic Super Special!



**Sale price \$110.00**

The Chicago Pneumatic pistol grip set comes in two systems. One is a 3" orbital sander for use with fine grit papers. This is perfect to flatten small areas from dust and imperfections.

The second is a 3" circular buffer that can be used with wool and foam pads. Both systems come with a case and extra backing pads. If you would like to see one for yourself, contact your supplying D&R Auto Paint and Supply location.

## Getting The Color Right The First Time!

In every painter training class the instructor talks about the dozens of variables in obtaining a color match.

Some of them are:

- Spray technique
- Gun set up
- Reducer selection
- Ambient air temperature
- Vehicle manufacturer variant

Even though everyone agrees that these variables exist, few take steps to prevent color mismatch problems in the shop. Many still try to panel paint in the middle of a vehicle. Still others spray without first making a test card. The excuse is "we don't get paid to blend or do test cards". The reality is, in most cases, it ends up taking more time to do it wrong. It's very likely that you will also end up with an unsatisfied customer.

Below are some simple steps that, if followed, will increase your chances dramatically of getting the car out the first time. Most of our customers that follow these steps turn just as many hours as someone who does not follow them. The difference is, their days are much smoother. If you have any questions about adopting these practices into your paint department, please contact your supplying D&R location.

### **Mix Room Best Practices:**

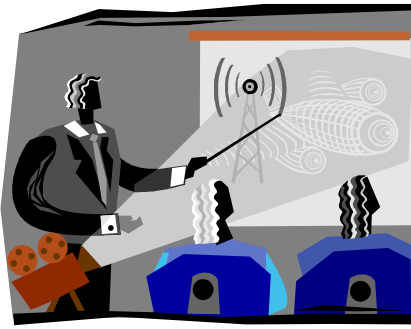
- 1) Run mix machine 30 minutes in the morning.
- 2) Run mix machine 3 more times per day for 15 minutes per run.

*Remainder of this article is continued on page 2 below.*

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IN A DIFFICULT INDUSTRY  
BE BETTER THAN YOUR COMPETITORS



MANAGEMENT TRAINING CLASS SCHEDULE

APRIL 4TH - **Increasing Sales:** Topics covered - Study estimate closing techniques, Negotiating price and service, Upselling, "P" pages.

APRIL 5TH - **Estimate Plus:** Topics covered - Estimate "forgettables", Supplementing, Maximizing profit, Insurance relationships.

MAY 2ND - **Cycle Time Management:** Topics Covered - Streamline administrative tasks, Blueprinting, Maximize repair capacity.

MAY 3RD - **Maximizing Shop Flow:** Topics Covered - Parts management, Productivity Versus Profitability, Administrative scheduling

These classes will be held at the Kansas City Training Center. If you are interested in taking any or all of the classes, or would like more detailed information about the class content, please contact your supplying D&R location.

LOCAL PAINTER TRAINING UPDATE:



MARCH 28<sup>TH</sup> Deltron Refinish System Re-Certification

MARCH 29<sup>TH</sup> Global Refinish System Re-Certification

MARCH 30<sup>TH</sup> Global Refinish Certification

As a valuable service to D&R Auto Paint and Supply / PPG customers, all painter training is held locally each year saving travel costs and shop down time.

## Getting The Color Right

### The First Time Continued...

- 3) On especially hot days keep mix room as cool as possible to keep toners from evaporating solvent. Loosing solvent will change the tint strength of a toner.
- 4) Store back up toners upside down to avoid pigment settling.
- 5) New toners should be placed on shaker for 30 minutes before placing on bank.
- 6) Check for damaged toner cans. Agitators may not turn properly on a dented can.
- 7) Keep agitator lids clean to prevent solvent loss though an unsealed pour mouth.
- 8) Newly mixed colors should be placed on a shaker for 20 minutes. Especially when using powder pearls.
- 9) Do not use a mixing stick in a container with tapered sides.
- 10) When reducing, don't guess. Under reduced color will usually be dark.
- 11) Keep the scale platform clean from dried paint.
- 12) Locate scale in an area of little air movement. Even the slightest breeze will make the scale fluctuate.

### ALWAYS:

- 1) Double check the color code and your PPG number selection to be sure it is correct to the color on that vehicle.
- 2) Create a test card before spraying the car. Know the color is right or wrong will eliminate costly re-do's.

### NEVER:

- 1) Attempt to panel paint. IT DOESN'T WORK!!!!
- 2) Shake containers by hand to mix product.
- 3) Spray a car without first doing a test card.

### Words To Live By:

"How much we enjoy what we have is more important than how much we have. Life is full of people who have more than they know what to do with, but cannot be content. It's the capacity to enjoy life that brings contentment. ."