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The **AUTO BODY** Monthly

from

D&R AUTO PAINT AND SUPPLY

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Effectively Get Rid Of Swirls



Added to the 3M PERFECT-IT 3000 Paint Finishing System Line is the new Ultrafina swirl eliminator. It quickly and effectively eliminates fine machine polish swirls, even on dark colored vehicles. You'll be amazed at the results. If you would like an in shop demonstration of the Ultrafina swirl eliminator, contact your supplying D&R location today.

SATA Price Increase

On September 1st, SATA spray equipment will be increasing its prices. The increase will vary with the equipment. Increased raw material and energy costs have forced the change in price. SATA continually strives to be of the highest quality spray equipment in the market.

3M Respiratory Fit Test & Class

On Wednesday August 23rd, a 3M fit test and safety program was held at D&R Auto Paint and Supply. Participants learned which respirator is right for the job, how to build an OSHA approved change-out schedule, and proper care and maintenance of their respirators.

To be in OSHA respiratory compliance, painters and bodymen must have a yearly fit test and periodic medical evaluation. The shop must build a change-out schedule using an air quality test.

D&R Auto Paint and Supply can help you will all your OSHA respiratory needs. Contact your supplying D&R location for more information.

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## Agent Networking At It's Best 144 At A Time

On a beautifully sunny Wednesday, August 30th, the Omaha Certified First Group of Auto Body Shops sponsored it's 8th insurance agent golf outing. Pacific Springs Golf Course was the home of this year's event. A full field of 144 insurance agents showed up and had a great time.

Each shop sets up on one of the 18 t-box's and networks with all 144 agents throughout the day. Shops give away koozie's, golf towels, umbrellas, or any other type of marketing tool that helps get their name out. Agents routinely say that this is the most fun golf event that they play all year. Shops tell us that they get great results from the golf outing. Many shops have built relationships with agents on the course that they otherwise wouldn't have had. These relationships add up to increased business.

Jamie Rhoades, marketing manager for the Certified First group, say's "the agents are asking about this event all summer. They also talk about their appreciation and the fact that they support Certified First shops every time they get the chance."

If you would like see what Certified First can do for you and your shop, contact your supplying D&R location and power point presentation can be sent to you.

## Do You Print and Distribute This Newsletter To Your Techs?

### Sign Them Up!

Many customers have told us that they distribute the D&R Auto Paint and Supply newsletter to their techs. Thank You! We hope it is a valuable service to your shop. If you would like your techs, managers, office staff, dealer owners, fixed op. managers, or other shop owners to receive the newsletter, simple click on the management site below and fill in the blanks. It's fast, easy, and will be appreciated by your co-workers.

[www.drautopaint.com/newsletter](http://www.drautopaint.com/newsletter)

***Sign up Dealer Owners, Managers, Techs, Office Staff, and Other Shop Owners!***



Insurance Agent Golf Outing – Pacific Springs



Insurance Agent Golf Outing – Pacific Springs

### Words To Live By:

Any moment can be a golden one for him who has the vision to recognize it as such.