

8710 J Street  
Omaha, NE 68127  
(402) 537-9009



The **AUTO BODY** Monthly

from

**D&R** AUTO PAINT AND SUPPLY

1607 Avenue I  
Council Bluffs, IA 51501  
(712) 322-7217

Volume 2, Issue 6

August 2007



**FOR SALE**

### Used "Drive In" Prep Station

Seen at the far left of the above picture is a sample of the full size 2 year old prep station. The price includes the unit, lights, curtains, freight, and installation. New and installed the unit is normally \$25,000.00. Used it's priced at \$15,000.00. Perfect for jamming parts, bumpers, or painting up to 4 panels on a full size vehicle.

With a 13 x 25 work area you can fit full cars in when needed, or pull the curtains back and have a work area when not in use. No need to cut holes in the roof as the air is cycled through 400 lbs of carbonated charcoal keeping the shops utility bills in check.

Please contact your supplying D&R Auto Paint and Supply location for more details as it is on a "first come" basis.

## INSIDE THIS ISSUE

- 1 For Sale – Used "Drive In" Prep Station
- 1 Don't just vacuum – extract!
- 2 How Do You Increase your GP?
- 2 7<sup>th</sup> Annual D&R Auto Paint and Supply Golf Outing
- 2 Words To Live By

## Don't just vacuum, Extract!

### Demo Before You Buy

Contact Your Supplying D&R Location  
To Have a Unit Delivered To Your Shop  
On A No Risk 1 Week Trial



### HP 60 Spyder

Compact in size but  
with all same power  
of the detail center!

### 110 Deluxe Prep Center

The "Big Daddy" of all Cleaners.  
If you're serious about making  
your customers vehicle look like  
new, this is the one!



### Demo a unit with no obligation!

If you like it, buy either unit for \$100.00 per month with  
nothing down.

**\*\* Offered Exclusively by D&R Auto Paint and Supply. \*\***

~~~~~  
**Read More on Page 2!**

## How Do You Increase your GP? Get Paid For What You Do!

Sound Simple? The fact is many shops don't get paid for everything they do because they don't ask for it. Insurance companies will pay for many legitimate services if you document properly and are consistent in your estimating processes.

We regularly hear shops tell us they can't get paid for any number of items we bring up. "The insurance companies simple won't pay it"

At the same time, we talk with other shops that get paid for the exact same items. Why is this? Pictures, documentation, I-CAR or manufacturer tech bulletins supporting your claim, education (on your part), and consistency.

Want more information, we can help. Contact your supplying D&R location to receive a copy of "118 Forgettables". It's an estimate check list that you can follow to be sure you are getting paid for what you do.

## 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!**

## Don't Miss Out On the 7<sup>th</sup> Annual D&R Auto Paint and Supply Golf Outing!

On Saturday, September 15th at 1:00, Pacific Springs Golf Course will be home to one the most fun events of the year. The D&R Auto paint and Supply Golf Outing. **If you are a D&R customer** contact your supplying location for an entry form.

This year will be a four person scramble so even if you're not Tiger Woods, you can still have a great time. There will be a flag prize on each hole and we will have winners in 2 flights. Everyone has a chance to win. Even if you don't win, it will be great fun.

Don't fear; we'll be done in plenty of time for the big game that day. If you don't have plans and want to watch it on their big screen, we can do that too. Sign up quick and don't miss out.



### Words to Live By:

*"Some days you're the bug...  
Some days you're the windshield!"*