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The **AUTO BODY** Monthly

from

D&R AUTO PAINT AND SUPPLY

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Another Successful Day of Networking

On a beautiful September day at Pacific Springs Golf Course, 144 insurance agents had the opportunity to play a great round of golf and network with the Certified First group of Auto Body Shops. The relationships that are built and reinforced that day are amazing. This is the 7th outing that the group has had, and the agents know most of the group by name. The comments that shops share about the day are overwhelmingly positive. They agree, "This event helps bring cars to their door". As agents are already asking for next year's date, we'll be certain to do it again.

INSIDE THIS ISSUE

- 1 Another Successful Day of Networking
- 1 Don't just vacuum – extract!
- 2 What Do High Fuel Prices Mean?
- 2 Cold Weather Warning
- 2 Have a Happy, Safe, and Restful Thanksgiving!

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. ****

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**Read More on Page 2!**

## What Do High Fuel Prices Mean?



Recently, the price per barrel of oil has reached \$96.00. Fuel is over \$3.00 and expected to be as high as \$4.00 by Christmas. With the Middle East in a very unsettled state, who knows what could happen at any time. What does this mean? Obviously, transportation costs will go up. Our everyday items such as food and cloths will have to reflect the cost of shipping.

From our side, paint products take a lot of heat and energy in its manufacturing process. There are also huge transportation costs from the plants to the warehouses. From the warehouses it then has to be freighted to the paint stores. From there, it goes out to shops in daily deliveries. It's easy to see how high fuel costs can have a big impact on the price of paint.

The good news is, so far, PPG has been able to hold its price increases to one per year while many paint companies have had multiple increases. D&R Auto Paint and Supply restructured its delivery program a few months ago and has also held the impact of high fuel costs to a minimum. By being smart and working together, we will continue to hold down the price of paint for at least the near future.

### 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!**

## Cold Weather Warning



Well, summers gone. That means not only cold weather, but slower dry times. All product dry times are based upon a 75 degree METAL temperature. Metal temperatures can be 15 to 20 degrees below air temperature. Below 75 degree metal temperature all catalyzed paint products curing time (not dry time, cure time) slows down. Below 60 degrees, curing stops.

Even with a paint bake booth, the priming process in the shop can be negatively affected. Shrinkage, poor sanding, and ringing are all results of an uncured primer. Soft films, die-back, poor buffing, and delamination are all results of an uncured top coat. The simple cure is heat. Contact you D&R sales representative for heat lamps to fit every budget and use.



### Have a Happy, Safe, and Restful Thanksgiving!

We will be closed Thursday November 22nd, open ½ day Friday, November 23rd, and closed Saturday November 24th.

#### Words to Live By:

*"He who knows the most, say's the least.  
Are you a talker?"*